REDEVELOPMENT OPPORTUNITY
MICHIGAN AVENUE CORRIDOR

LANSING, MICHIGAN

Michigan Certified Development Corporation

REQUEST FOR PROPOSALS
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EXECUTIVE SUMMARY

Martin Commercial Properties ("Martin") on behalf of the Michigan Certified Development Corporation ("MCDC"), is pleased to present this Request for Proposals (RFP) to acquire and redevelop a site at 1703 and 1717 E. Michigan Avenue, in Downtown Lansing, Michigan. The property is near Sparrow Health System, and minutes from Downtown Lansing. This 44,518 square foot site offers developers the opportunity to build a significant modern mixed-use, mid-rise building that could include a variety of office, retail, and residential concepts.

The purpose of this RFP is to identify and select a developer who has the vision, experience, capacity, and financial wherewithal to purchase and develop this site to its maximum potential. MCDC intends to leverage the redevelopment of the property to further its goals of economic innovation by spurring new redevelopment, and sustainably integrating this area into the fabric of the growing Michigan Avenue Corridor.

MCDC owns the proposed site and is interested in securing a developer to purchase the property from them to construct a mixed-use, mid-rise building as described, herein. (The purchase of the land shall be at a price TBD.)

MCDC is looking for a first-class development that will be “transformative” in contributing to the revitalization of the Michigan Avenue Corridor.

Items to consider for a lease with MCDC, include:

- The proposal should include relevant lease terms (both economic and non-economic) that the Developer would expect to secure from MCDC.
- Any Plan should account for up to twenty-five (25) parking spaces for MCDC.
- MCDC will require a turnkey build-out for its space. The design will be a mix of open space, offices, conference rooms and other uses typical of a general office environment. The finish shall be of good quality consistent with Class A buildings in the Greater Lansing area with expected upgrades in the reception and conference areas.
- A brokerage fee for the lease with MCDC shall be included, with the following terms; 6% of gross rent for years 1-5, 4% of gross rent for years 6-10, and 3% for years 10+.

MCDC will consider alternative methods of ownership or philosophy of development. (However, they would like any deviation of what is requested in this proposal treated as an alternative method.)
## PROPERTY OVERVIEW

| Address | 1703 E. Michigan Avenue  
|         | 1717 E. Michigan Avenue |
| County  | Ingham County            |
| Land Area | 44,518 SF       |
| Building SF | TBD            |
| Zoning  | 1703 E. Michigan Avenue - J, Parking & F1, Commercial  
|         | 1717 E. Michigan Avenue - F1, Commercial |
| Utilities | All utilities are provided to subject property |
| Environmental | Phase I & Phase II Environmental Site Assessment available at martincommercial.com/rfp-portal/mcdc-mi-ave |
| Survey  | Available at martincommercial.com/rfp-portal/mcdc-mi-ave |
METRO LANSING REGION OVERVIEW

The Metro Lansing Region is comprised of Clinton, Eaton and Ingham counties, with Downtown Lansing at its core. The regional population of approximately 472,872 is spread across a multitude of smaller towns, each with their own distinctive identity. Buoyed by a diverse economy, excellent schools, affordable housing and numerous recreational opportunities, the region is one of the most attractive places to live in the Midwest.

Downtown Lansing

Michigan’s capital city welcomes 4.8 million visitors a year. Filled with over 1,000 businesses, Downtown Lansing contains a diverse array of galleries, retail stores and restaurants, along with many of Michigan’s most prominent law firms, lobbyists and other professional offices. Downtown is also home to state and local government, three higher education facilities, a minor-league baseball team, a convention center, a diverse collection of non-profit organizations and a budding residential community.

The Michigan Avenue Corridor connects the areas of Downtown Lansing, Sparrow Health Systems Campus, and Michigan State University.

Governmental

The State of Michigan employs more than 15,000 workers in Downtown Lansing. The Governor, Senate, House of Representatives and Executive Offices and their staffs are located all within several blocks of the site.

DOWNTOWN LANSING

Data from 2012-2017

2016-17 TOTAL PRIVATE INVESTMENT: $4,489,240
Program to date: $74,380,614

POPULATION (2010 Census): 119,128

2016-17 NEW BUSINESSES: 13
Program to date: 59
Healthcare

The Metro Lansing Region is served by Sparrow Health System, McLaren Health Care and MSU HealthTeam.

Sparrow Health System has served the community for over 100 years and is the region’s largest health care system, offering residents some of the most advanced medical technology in the world. The hospital serves as the regional center for trauma, cancer care, pediatrics, orthopedics, neonatal intensive care and neurological care.

McLaren Health Care operates the region’s largest open heart and orthopedic surgery programs. McLaren also offers oncology, women’s care and a wide range of diagnostic, therapeutic, and surgical services. The hospital consistently ranks among the nation’s best in clinical quality and efficiency.

MSU HealthTeam is the multi-specialty medical practice of Michigan State University with approximately 260 physicians, nurse practitioners and physician assistants. Their providers are university researchers and academic professors providing complete health care to the public and students of Michigan State University. MSU HealthTeam is committed to education, by allowing future medical professionals in the College of Medicine, to participate in research and train in the clinic.
Education

The Metro Lansing Region is home to Michigan State University, Lansing Community College and Western Michigan University Thomas M. Cooley Law School. Michigan State University is the #1 ranked Nuclear Physics program in the Nation, ahead of M.I.T. It also is home to the new $720 million Facility for Rare Isotope Beams, one of the world’s most important particle accelerators. In addition, Michigan State University showcases the Wharton Center for Performing Arts, one of the Midwest’s premiere theatres, as well as the Eli and Edythe Broad Contemporary Art Museum, designed by Pritzker Prize-winning architect, Zaha Hadid.

Many of Michigan’s public universities including University of Michigan, Western Michigan University and Central Michigan University have campuses in the Lansing area that offer graduate level programs. Other higher education opportunities include Davenport University and Great Lakes Christian College.
Recreation

The Metro Lansing Region has amenities that would attract anyone to the City. With over four museums including an automotive, historical or scientific focus, Downtown Lansing has diversity in what it offers.

Local restaurants span throughout Downtown, East Lansing, Old Town and REO Town giving each corner of Lansing its own look and feel. The urban element in REO town is home to some of the best stand-alone boutiques, art studios and restaurants. Old Town is filled with historical pieces of Lansing’s original Downtown with its own local talent seen through the cafés, restaurants, artists, and antique shops. Downtown East Lansing, a Big Ten University town located down the road from the site, includes a variety of restaurants and local shops of its own.

The coffee house scene continues to expand across the Metro Lansing Region including Bloom Roasters in Old Town, Blue Owl in REO Town, Strange Matter on the outskirts of Downtown Lansing and Chapelure at Eastwood Towne Center.

Lansing is home to over four breweries with more on the horizon. Located directly across the street from Lansing Brewing Company is Lansing’s Lugnuts Minor League Baseball Team, who plays at The Thomas M. Cooley Law School Stadium, just four blocks east of the site. The stadium annually attracts over 350,000 fans to their 70 home games. Stretched in many directions from Downtown Lansing is over seven miles of the nationally-ranked river trail, connecting neighborhoods and communities within the city. The nearby 18-hole Groesbeck Municipal Golf Course is ranked among the “Top Ten Municipal Courses in Michigan.”

The Lansing Center, located just three blocks from the site is the hub for conventions and attracts over 200,000 people annually.

Eastwood Towne Center, Meridian Mall, Lansing Mall and the Frandor Shopping Center offer Lansing residents, shopping, entertainment and a variety of dining options. In addition to larger shopping centers, boutiques and local merchants offering unique products are found in both REO Town and Old Town.

The City of Lansing has much to offer all year long. From the Common Ground Music Festival, held each July, along the banks of the Grand River in Adado Riverfront Park, attracting over 40,000 attendees, to the Art Nights the City holds showcasing art from around the world. The beauty of the parks, river trails, attractions at Potter Park Zoo, the hundreds of events, food trucks and concerts make Lansing truly stand out as a city.
## Accommodations

1. America's Best Value Inn
2. Candlewood Suites
3. Causeway Bay Hotel
4. Comfort Inn Lansing
5. Comfort Inn Okemos
6. Comfort Inn & Suites—Dimondale/Lansing
7. Country Inn and Suites
8. Courtyard by Marriott—Lansing
9. Crowne Plaza Lansing West
10. East Lansing Marriott
11. East Lansing Super 8
12. Fairfield Inn
13. Fairfield Inn & Suites—Eastwood Towne Center
14. Hampton Inn East Lansing
15. Hampton Inn and Suites—Okemos
16. Hampton Inn and Suites Lansing West
17. Holiday Inn Express & Suites—Lansing
18. Holiday Inn Express & Suites—East Lansing
19. Holiday Inn Express & Suites—Okemos
20. Howard Johnson Inn
21. Hyatt Place—Lansing
22. Kellogg Hotel and Conference Center—MSU
23. Motel 6
24. Quality Suites Hotel
25. Radisson Hotel Lansing at the Capitol
26. Ramada Lansing Hotel and Conference Center
27. Red Roof Inn—East Lansing
28. Red Roof Inn—West
29. Residence Inn by Marriott—East Lansing
30. Residence Inn by Marriott—Lansing West
31. Sleep Inn of DeWitt
32. SpringHill Suites
33. Staybridge Suites
34. TownePlace Suites
35. University Quality Inn

## Bed & Breakfast / Motels

36. Cozy Koi Bed & Breakfast
37. The English Inn
38. The Legend Inn
39. St. Johns Motel
40. Wild Goose Inn
41. Williamson Inn Motel

## Attractions

1. Burgdorf Winery
2. City Limits Bowling Center—Mason
3. City Limits Bowling Center—East Lansing
4. Cooley Law School Stadium
5. Country Mill
6. Demmer Center
7. East Lansing Aquatic Center
8. Eaton County Fairgrounds
9. Eaton County's Museum at Courthouse Square
10. EDRU Skate 'N' Ram
11. Eli & Edythe Broad Art Museum
12. Ferwer Nature Center
13. FunTime Adventure Park—Grand Ledge
14. FunTime Adventure Park—Okemos
15. Grand River Park/"J & K Steamboat Line"
16. Harris Nature Center
17. Hawk Island Park
18. IMAX at Celebration Cinema
19. Impression 5 Science Center
20. Ingham County Courthouse
21. Ingham County Fairgrounds
22. Lake Lansing Park North
23. Lake Lansing Park South
24. Le Chat Gourmet
25. Malcolm X Homestead
26. Meridian Historical Village
27. Michigan Energy Options
28. Michigan Historical Center
29. Michigan Supreme Court Learning Center
30. Michigan Women's Museum & Hall of Fame
31. NCG Eastwood Cinema
32. Nokomis Learning Center
33. R. E. Olds Transportation Museum
34. Soldan Dog Park
35. Spare Time Entertainment Center
36. Specter-Walker Beatles Collection
37. State Capital Building
38. The Steam Railroads Museum
39. Studio CI
40. Suburban Ice
41. Sundance Riding Stables
42. Turner-Dodge House
43. Uncle John's Cider Mill
44. Woldumar Nature Center
45. Zip Zone

## Shopping

1. East Lansing Shopping
2. Eastwood Towne Center
3. Lansing City Market
4. Lansing Mall
5. Lansing Shopping District
6. Mason Area Merchants
7. Mega Mall
8. Meridian Mall
9. Old Town Historic District
10. Tanger Outlet Center
11. Williamson Area Merchants

## Event Facilities

1. Amway/The Summit
2. Alliance Lake Softball Complex
3. Breslin Student Events Center
4. East Lansing Hannah Community Center
5. East Lansing Soccer Complex
6. East Lansing Softball Complex
7. The James B. Henry Center
8. Kircher Municipal Ball Field
9. Lansing Center
10. Lansing Community College's West Campus Conference Center
11. Michigan International Speedway
12. Spartan Stadium
13. Wharton Center
14. West Side Park & Ball Field
15. Hope Sports Complex

Map courtesy of the Greater Lansing Convention & Visitors Bureau

martincommercial.com
Public Transportation

While certain sections in the City of Lansing are within walking distance, the public transportation is offered through the Capital Area Transportation Authority, better known as “CATA”. The public bus system has been serving the Metro Lansing Region since 1972 and includes routes in the cities of Lansing and East Lansing, as well as Delhi, Lansing and Meridian Townships.

Cost of Living

In addition to the vast array of amenities, drawing people to the area, by its affordability is high on the list.

A recent Kiplinger’s Personal Finance review of Metropolitan Statistical Areas in the United States confirmed that our local cost of living index is the same as the national average. With our region’s median household income at $49,169, the city is in the top third of ranked MSAs.

The Lansing area was recently ranked among the Metropolitan Statistical Areas offering people the best access to a middle-class lifestyle by Expansion Management magazine. The magazine considered several factors in its rankings, including affordable housing, good public schools and continuing education opportunities, low crime levels and the labor market.

Lansing Area Economic Partnership (LEAP): http://www.purelansing.com
Downtown Lansing Inc. http://www.downtownlansing.org
Tri-County Regional Planning Commission (TCRPC): http://www.tri-co.org/gis.htm

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MAJOR REGIONAL EMPLOYERS

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<th>Employer</th>
<th>Employees</th>
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<td>State of Michigan</td>
<td>14,390</td>
</tr>
<tr>
<td>Michigan State University</td>
<td>11,400</td>
</tr>
<tr>
<td>Sparrow Health System</td>
<td>7,000</td>
</tr>
<tr>
<td>General Motors</td>
<td>5,800</td>
</tr>
<tr>
<td>Auto-Owners Insurance Group</td>
<td>3,700</td>
</tr>
<tr>
<td>Lansing Community College</td>
<td>3,144</td>
</tr>
<tr>
<td>Lansing School District</td>
<td>3,000</td>
</tr>
<tr>
<td>McLaren Health</td>
<td>3,000</td>
</tr>
<tr>
<td>Peckham, Inc.</td>
<td>2,510</td>
</tr>
<tr>
<td>Meijer Stores</td>
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</tr>
<tr>
<td>Meijer Distribution Center</td>
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<tr>
<td>Community Health Department</td>
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<tr>
<td>Delta Center</td>
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<tr>
<td>Jackson®</td>
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</tr>
<tr>
<td>Dart Container</td>
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<tr>
<td>Demmer Corporation</td>
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<tr>
<td>Dean Transportation</td>
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</tr>
<tr>
<td>Delta Dental</td>
<td>800</td>
</tr>
<tr>
<td>US Post Office</td>
<td>750</td>
</tr>
<tr>
<td>Quality Dairy</td>
<td>730</td>
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Office Market Overview

Lansing has significant demand for both small blocks and more importantly large blocks of Class “A” space in the CBD, dominated by State and Local government. Major occupiers include lawfirms and banks such as: Deloitte, PNC Bank, Dickinson Wright, Fraser Law Firm, Dykema Law Firm and more.

The Metro Lansing Region is comprised of over 8.6 million square feet of office space with approximately three million square feet found in the CBD. While vacancy rates for the Metro Lansing Region average 17.6%, the CBD is lower with 16.3%.

A key market statistic is of the 1.3 million square feet of Class “A” space in Downtown, there is only 2.5% vacancy.

Residential Market Overview

Downtown Lansing is continually being revitalized and has retained young, creative talent coming to live and work in the Downtown Area. With the recent increase in the amount of Downtown apartments, more individuals in the Metro Lansing are taking full advantage of these living options. This development has supported the continued success discussed in the retail market overview. MarketPlace is a prime example of a successful urban core apartment development, needing to build additional apartment space to cater to the pent-up demand for Downtown living. As the Downtown area is developing and changing a number of housing opportunities will continue to rise. Western Michigan Cooley Law School Stadium has one of the most unique housing options in the country and as more residential options become available Downtown it will continue to energize the retail and office markets.

Greater Lansing Association of REALTORS® Market Data
PROPOSAL SUBMITTAL REQUIREMENTS

PROPOSAL INTENT

For firms seeking to be considered for this project, please visit martincommercial.com/rfp-portal/mcdc-mi-ave to download pertinent documents related to this RFP.

Please respond no later than JANUARY 31, 2019 of your intent to submit a proposal.
PROPOSAL CONTENT

Please include as much of the following information in your proposal submission:

I. Cover Letter:
   Provide a cover letter, signed by an authorized representative of the development firm, expressing interest in the development of this site.

II. Company Information:
   BASIC INFORMATION & QUALIFICATIONS
   Please provide the following Company information:
   i. Full name of firm.
   ii. Contact Person with: email, phone and FAX numbers.
   iv. Business Address (no P.O. boxes)
   v. Website (if applicable)
   vi. Type of Business Organization (Corporation, LLC, etc.)
   vii. Number of Years in Business
   viii. Identify key members of your development team and experience in the industry

III. Mission and Vision:
   The firm’s philosophy for development and the role the site will play in the firm’s business plan. Describe the development firm’s experience and approach to delivering/producing a development of this type.

   State clearly your vision for the property and how it will contribute to the revitalization of the Michigan Avenue Corridor. Further, how will it benefit the area businesses and residents.

IV. Environmental Sustainability:
   The firm’s experience with environmentally sustainable projects. List all LEED or other sustainability rating system-certified projects and the level of certification. State your assessment for potential incorporation of sustainable features and for potential certification. Sustainable certification is a desire but not a requirement for this project.

V. Financial Capacity and Capability:
   Provide evidence that you or your firm has a proven record of attaining financing for projects of this scale and size. List the sources of funding you plan to pursue.

VI. Additional Information:
   Please include any additional information you believe is important.

ISSUING OFFICE

This RFP is issued by Martin Commercial Properties and MCDC. Martin will serve as facilitator for the purpose of coordinating this process and is the sole point of contact with regard to all matters relating to this, except as otherwise specifically communicated. Any questions regarding this RFP should be communicated to Thomas Jamieson or Eric Rosekrans of Martin Commercial Properties. Contact information provided on following page.

TERM OF NEGOTIATION AND DEVELOPMENT

The evaluation of proposals will be conducted by Martin Commercial Properties and MCDC. MCDC reserves the sole right and discretion to extend the period of review if necessary. During this review period one or more proposals may be selected for further consideration. At the end of the review period, MCDC may select one or more developers with which to enter negotiations towards reaching a mutually agreeable Purchase and Development Agreement.

MARTIN COMMERCIAL PROPERTIES AND MCDC ARE NOT LIABLE FOR ANY COSTS INCURRED BY ANY PROPOSED DEVELOPER PRIOR TO THE SUCCESSFUL COMPLETION OF NEGOTIATIONS AND EXECUTION OF THE AGREEMENT OR PRIOR TO CLOSING ON THE SALE AND PURCHASE OF THE PROPERTY

PROPOSAL RECEIPT

Proposals must be received by Martin Commercial Properties on or before 4:00 p.m. EST on February 15, 2019. Proposals received after the specified due date and time may not be considered. Each respondent is responsible for timely delivery of their proposal.

Proposals shall be delivered by mail or electronically to:

Thomas Jamieson
1111 Michigan Avenue, Suite 300
East Lansing, MI 48823
E-mail: thomas.jamieson@martincommercial.com
For more information on the MCDC/Michigan Ave. Corridor Project:

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