

CASS TECH DEVELOPMENT AND PRESERVATION SOCIETY

REQUEST FOR PROPOSAL FOR REDEVELOPMENT OF

# Historic Cass Technical High School

DETROIT, MICHIGAN



**Disclaimer.** Your response to this Request for Proposal indicates your understanding that this is neither a contract nor offer of business by Cass Tech Development and Preservation Society or Detroit Public Schools. Cass Tech Development and Preservation Society and Detroit Public Schools reserves the right to disqualify responses and select a developer or developers at our sole discretion, without explanation.

# Table of Contents

1	Invitation to Bid .....	3
1.1	Developing Agency .....	3
1.2	Due Dates.....	3
1.2.1	Expression of Interest and Development Concept .....	3
1.2.1.1	Questions Regarding the RFP.....	3
1.2.1.2	Submission of the Expression of Interest and Development Concept	3
1.2.2	Final Proposal .....	3
1.2.2.1	Questions Regarding the RFP.....	3
1.2.2.2	Submission of the Final Proposal.....	4
1.3	Question and Correspondence Address.....	4
1.4	Proposal Delivery Address .....	4
2	General Terms and Conditions .....	5
2.1	Definitions.....	5
2.2	Liability and Incurred Costs .....	5
2.3	Disclosure.....	5
2.4	Rights Reserved By Owner .....	5
2.5	RFP Format.....	5
2.6	Confidentiality of Responses .....	5
3	Project Objectives and Scope of Work .....	6
3.1	Background .....	6
3.1.1	Cass Tech Development and Preservation Society .....	6
3.1.2	Property General Description .....	6
3.1.3	Surrounding Community and Development Trends.....	8
3.2	Project Objectives.....	9
3.3	Interest of DPS .....	9
3.4	Preliminary Work .....	9
4	Qualification of a Proposer.....	9
4.1	Development Experience.....	9
4.2	Financial .....	10
4.2.1	Financing Experience .....	10
4.2.2	Arrangement of Financing .....	10
4.3	Proof of Insurance .....	10
4.4	Joint Venture Developer and Multiple Developers.....	10
4.5	Local Contractors and Subcontractors .....	10
5	Expression of Interest and Development Concept.....	10
5.1	Purpose .....	10
5.2	Submission Requirements.....	11
6	Final Proposal.....	11
6.1	Submission Requirements.....	11
6.2	Proposer’s Finances and References.....	12
6.3	Statement of Work.....	12

# 1 Invitation to Bid

## 1.1 *Developing Agency*

Cass Tech Development and Preservation Society  
C/O Preservation Wayne  
4735 Cass Avenue, Second Floor  
Detroit, MI 48202  
Phone: (313) 577-7601

## 1.2 *Due Dates*

### 1.2.1 Expression of Interest and Development Concept

#### 1.2.1.1 Questions Regarding the RFP

**Questions may be submitted until 5 PM on June 22, 2007.** Questions shall be submitted to the Question and Correspondence address shown below. Responses will be provided within five business days.

#### 1.2.1.2 Submission of the Expression of Interest and Development Concept

**Proposer shall deliver to Cass Tech Development and Preservation Society its written expression of interest and a project concept document no later than 5:00 PM EDT on June 29, 2007.**

The submission shall include a signed original and five (5) copies as well as an electronic copy in Microsoft Word format on CD-ROM (or by e-mail to [mweingarden@prodigy.net](mailto:mweingarden@prodigy.net)).

Delivery shall be to Proposal Delivery Address below.

Enclose the original, copies and electronic copy in a sealed envelope labeled as follows:

**CTDAPS – Expression of Interest, Redevelopment of Historic CTHS  
Proposer's Representative's Name  
Proposer's Name  
Proposer's Full Address  
Proposer's Telephone Number**

Proposers will be advised within thirty (30) days of interest in its concept and request for formal proposal.

### 1.2.2 Final Proposal

#### 1.2.2.1 Questions Regarding the RFP

Questions may be submitted until 5 PM on October 17, 2007. Responses will be provided not later than one week following the close of the question period. Submissions shall be by E-mail to the address shown for Proposal Delivery.

Questions shall be submitted to the Question and Correspondence address shown below by e-mail, fax or letter. Responses will be provided within five business days of receipt.

#### 1.2.2.2 Submission of the Final Proposal

Proposals shall be submitted Cass Tech Development and Preservation Society no later than 5:00 PM EDT, Wednesday, October 29, 2007.

Proposer shall submit a signed original and six (6) printed copies along with an electronic copy if MS Word format on CD-ROM.

Enclose the original, copies and electronic copy in a sealed envelope or box labeled as follows:

CTDAPS – RFP Redevelopment of Historic CTHS  
Proposer's Representative's Name  
Proposer's Name  
Proposer's Full Address  
Proposer's Telephone Number

### 1.3 Question and Correspondence Address

Proposer shall direct all questions and correspondence to:

Name	Marshall Weingarden
Title	Trustee, CTDAPS
Address	19111 W. Ten Mile Rd., Suite 167
City/State/Zip	Southfield, MI 48075-2434
Telephone	248-357-0050 ext. 624
Facsimile	248-691-0401
E-mail	mweingarden@prodigy.net

### 1.4 Proposal Delivery Address

Proposer shall deliver its responses to this RFP including an electronic copy in MS Word format, one (1) bound original, designated original, and five (5) copies to:

Name	Francis Grunow
Title	Trustee, CTDAPS
Address	C/O Preservation Wayne 4735 Cass Avenue, Second Floor
City/State/Zip	Detroit, MI 48202
Telephone	(313) 577-7601

## **2 General Terms and Conditions**

### **2.1 Definitions**

- CTDAPS refers to Cass Tech Development and Preservation Society
- DPS refers to Detroit Public Schools
- Proposer or Developer means any party responding to this Request for Proposal.
- PROPERTY or THE PROPERTY refers to the historic Cass Technical High School, 2421 Second Avenue, Detroit, Michigan 48202.

### **2.2 Liability and Incurred Costs**

The cost of proposal development and preparation is the responsibility of the Proposer. All proposals become the property of CTDAPS and will not be returned.

### **2.3 Disclosure**

Vendor shall limit the distribution of this RFP to employees with a need to know its contents to prepare Vendor's proposal to this RFP.

### **2.4 Rights Reserved By Owner**

CTDAPS reserves the right to reject any or all proposals, in whole or in part, and to waive any formality or technicality in any Proposal in the interest of the Owner.

CTDAPS reserves the right to make bid awards on a basis other than financial benefit.

CTDAPS reserves the right to negotiate terms and conditions with the successful Vendor, including terms and conditions that are not a part of this RFP.

CTDAPS reserves to right to issue addenda to this RFP at any time.

CTDAPS reserves the right to make partial awards based upon the demonstrated expertise of Proposers.

### **2.5 RFP Format**

Proposals shall be in the format required by this RFP. CTDAPS reserves the right to reject any proposal that does not meet this requirement.

### **2.6 Confidentiality of Responses**

CTDAPS is the recipient of the Expression of Interest and Design Concept and the Final Proposal. CTDAPS will maintain confidentiality of the contents of both documents and accompanying collateral documents. Access to the documents will be limited to persons participating in evaluations and the final award.

## 3 Project Objectives and Scope of Work

### 3.1 Background

#### 3.1.1 Cass Tech Development and Preservation Society

CTDAPS is a 501C3 Michigan non-profit corporation formed for the purpose of facilitating the redevelopment of historic Cass Technical High School and enhancing the surrounding community. CTDAPS is governed by a Board of Trustees consisting of distinguished graduates of Cass Technical High School and the DPS.

#### 3.1.2 Property General Description

Disclaimer: The following are representations and accuracy is not warranted by either CTDAPS or DPS. Proposer should not rely on this information in formulating its proposal or plans. This information is for overview purposes only.

Historic Cass Technical High School is located at 2421 Second Avenue, Detroit, Michigan. It is bounded on the south by the I-375 Freeway, the north by the replacement Cass Technical High School opened in September 2005, the west by Grand River Avenue, and the east by Second Avenue.

THE PROPERTY includes the original main building and an addition completed in 1987 totaling approximately 625,000 ft.<sup>2</sup> and situated on nearly six (6) acres of land (more or less).

The original building was designed by the nationally known firm of Malcolmson and Higgenbotham and the addition was by Albert Kahn Associates. The original building is in the "industrial gothic" style, with face brick and Indiana limestone. The original wooden doors are in place.



View from Second Avenue

The interior of the building includes stunning Italian marble foyers at the doors, terrazzo floors and marble walls in the hallways. Many classic lighting fixtures remain. There are seven historic elevators that include bronze doors and gates plus a freight elevator.

The building includes two center light wells that give interior rooms access to daylight. Interior and exterior rooms are typically high ceiling with six or more windows more than eight feet in height.

Large spaces in the original building include:

- Auditorium with balcony seating approximately 2,000 total and a stage with under floor access
- Black box, 200 seat theater (Grand River side) with ticket office, control booth, stage manager system, and sound and lighting systems
- First floor gymnasium with 1/16 mile indoor track and a natatorium (not in use)
- Seventh floor (former) cafeteria with kitchen and second gymnasium; now partitioned as classrooms
- Multiple large study halls

The addition includes:

- Gymnasium and swimming pool
- Cafeteria with seating for approximately 600
- Additional classrooms

Building mechanicals

- Original building is heated by steam provided by the City of Detroit and a mechanical air system with radiators in rooms and Honeywell control system
- Building addition HVAC is forced air with gas fired heating units within the distribution system and an absorption chiller for cooling
- There are six (6) elevators (including one freight elevator and one hydraulic elevator serving the kitchen in the addition) and two elevator shafts that are no longer in use.

Building Electrical

- Electrical power is currently supplied by the Detroit Public Lighting Dept.; available voltages are 480, 277, 208 and 120 VAC
- Electrical distribution is available throughout the facility
- Wired clock system
- Wired television distribution system in the addition; limited distribution in the original building
- Sound system throughout the building
- Fire alarm system throughout the building; high-rise type system with two-way communication between stations
- Interconnect with the Detroit Fire Department
- Complete sprinkler system and fire pump
- Emergency back-up diesel generator, estimated 150KW capacity with automatic transfer switch; generator and tank are located on the seventh floor roof; the system requires maintenance

### 3.1.3 Surrounding Community and Development Trends

Historic Cass Technical High School is sandwiched between main thoroughfares with ready access to freeways (I-75, I-94, US-10, I-96), Woodward Avenue, the major surface artery from the Detroit River to the northern suburbs and Grand River Avenue, the major surface artery from downtown Detroit to the northwestern suburbs and on to the state capital. The area is undergoing both commercial and residential redevelopment. The new MGM Grand Casino and hotel is being constructed across Grand River Avenue, to the west of historic Cass Tech.

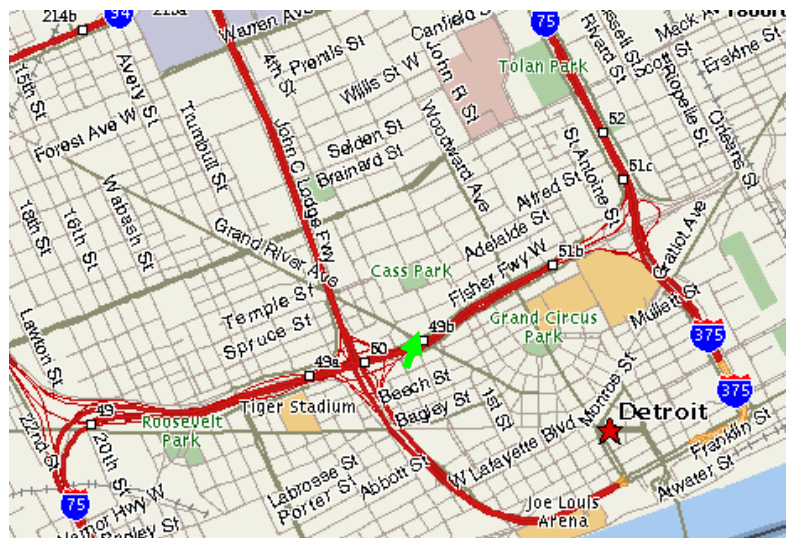


Historic Cass Technical High School is on the path of development from the Detroit River front to the New Center Area. That path includes the extensive modern office space, refurbished downtown shopping district, Music Hall, Detroit Opera House, Fox Theater, Gem Theater, Orchestra Hall and the Max Fisher Center, Ford Field, Comerica Park, Detroit Institute of Arts, Detroit Public Library (main), Wayne State University, Center for Creative Studies, Detroit Historical Museum, Fox theater restaurants, galleries, extensive new housing and much more. The area appeals to upwardly mobile urbanites seeking the traditional amenities of in-town living.

#### In the Heart of it All!

Nearby facilities include:

- Masonic Temple
- Fisher Theatre
- Michigan Tech Center
- New MGM and Motor City Casinos
- Comerica Park and Ford Field
- Fox and Gem Theaters
- Detroit Opera House
- Music Hall and Orchestra Hall/MAX
- Brush Park housing development
- Compuware and GM headquarters



### **3.2 Project Objectives**

The development is expected to have a mix of commercial, residential, educational, and community facility aspects. Anticipated features include restaurants, stores, black box and larger theaters (possibly using the existing auditorium that was the recording venue for the Detroit Symphony Orchestra), performance spaces, offices for arts organizations, galleries, artist studios, community dance, athletic and other recreational facilities, market rate housing, subsidized housing, indoor, connected parking, and may include educational programs developed in cooperation with Detroit Public Schools and additional programs for the adjacent high school.

### **3.3 Interest of DPS**

The Detroit Public Schools is the owner of the Historic Cass Technical High School. It is a member of the CTDAPS. DPS expects to be compensated for the building and land. Compensation may be nearby land suitable for football and baseball fields and additional parking or an equity stake in the development project or a stream of revenue. Final compensation is negotiable.

In consideration of either land or negotiated payment, DPS will transfer ownership of the land and building to the successful Proposer.

### **3.4 Preliminary Work**

Professor Constance Budurow of the University of Detroit-Mercy School of Architecture assigned the redevelopment of Historic Cass Technical High School to her architectural studio class in 2005. The result includes surveys, drawings, models, and space use recommendations that would be available for the consideration of the developer.

## **4 Qualification of a Proposer**

### **4.1 Development Experience**

Proposer shall have completed the successful redevelopment of at least one project of more than 200,000 square feet that (a) is a mixed use project and (b) is financially self supporting. Proposer shall have demonstrated project management experience and enabling technologies as well as trained personnel that will have direct responsibility for the successful completion of the Historic Cass Technical High School project.

Proposer shall have architectural and engineering firms that have partnered with Proposer in the successful redevelopment of at least one large mixed use project.

Proposer is expected to provide information about the successful project and, the steps it took to assure its success, and references from the entity that commissioned the project and the contractor and professional organizations that had significant involvement in the project.

## **4.2 Financial**

### **4.2.1 Financing Experience**

Proposer shall have had experience successfully arranging financing for the redevelopment project including utilization of available federal, state and local tax credits and redevelopment funds. Proposer shall have the capability of delivering the project complete including all contracting and legal matters.

### **4.2.2 Arrangement of Financing**

It shall be the responsibility of the Proposer to arrange for private equity and debt financing, arrange for all tax incentives or other advantages and to secure all financial commitments necessary to successfully complete the total development, including hard and soft costs, for the project.

Proposer must demonstrate the ability to finance its involvement in the project and provide all insurances and sureties that may be required by DPS or other agency including those providing additional funding or tax considerations. Financial statements that are not of public record may be submitted on a non-disclosure basis.

## **4.3 Proof of Insurance**

Proposer will provide evidence of general liability insurance, worker compensation insurance and such other insurances that may be appropriate and generally required for projects of this scope and scale.

Upon award, Proposer shall furnish evidence that the required insurance will be maintained in force for the entire duration of the project. CTDAPS and DPS shall be listed as an additional insured.

## **4.4 Joint Venture Developer and Multiple Developers**

Because of the size of the project, CTDAPS and DPS will entertain joint ventures and the phased development of the project. CTDAPS and DPS will consider proposals that include subdividing the property for multiple developers.

## **4.5 Local Contractors and Subcontractors**

CTDAPS and DPS expects the successful Proposer to be sensitive to the use of competent local contractors and subcontractors for at least 15% of the dollar value of the project.

# **5 Expression of Interest and Development Concept**

## **5.1 Purpose**

CTDAPS and DPS want to encourage many developers to submit concepts for this project. This is accomplished by selecting developers for the costly proposal phase

based upon the desirability of the concepts presented and the proven ability of the submitters.

## **5.2 Submission Requirements**

The submission must include a statement of interest in proceeding to the Proposal Phase if selected as a finalist by CTDAPS and DPS. The statement of interest must be signed by an official of Proposer authorized to sign such documents.

Provide a description of the development ideas for the property that would be included in a Proposal for development. This must include at minimum a commentary on the project, use of the land, and redevelopment plan for the building including the later addition. All concepts must retain the original structure. Describe the anticipated use of the entire space. The development may be in one or more phases and include one or several developers. Include a general development timeline and the outcomes for each phase of the redevelopment.

Provide a history of your company and any joint venture entity. Include the date of founding, significant events and projects.

CTDAPS and DPS will take four (4) to eight (8) weeks to review concept proposals and will issue invitations to not more than three (3) developers to submit a Final Proposal. CTDAPS reserves the right to select a single developer from all concepts submitted.

## **6 Final Proposal**

### **6.1 Submission Requirements**

The proposal must be signed by an official of Proposer authorized to bind Proposer to its provisions and must state the names, addresses, and telephone numbers of all persons authorized to negotiate the scope, terms and conditions of the proposed project.

The proposal shall include a description of Proposer's approach to the development process including identification of key milestones and potential phased development plan in a typical residential/commercial project and a timetable showing the anticipated duration of each major task.

The proposal shall include a general description of Proposer's organization and current and past development activities.

Proposer shall identify successful financing secured for commercial development projects over the past three years.

Proposer shall furnish the resumes of key personnel who will participate in the team for the proposed project. This shall include architects, landscape architect, engineers, contractors, market research consultant, construction manager, legal counsel, and property manager at minimum.

## **6.2 *Proposer's Finances and References***

Proposer shall furnish the most recent annual, audited corporate financial statement and an un-audited year-to-date financial statement for the most recent month end for all entities comprising Proposer's development team. The financial statements shall include evidence of the source and level of resources available to address pre-development activities as well as developer equity for the overall project. These documents shall be submitted in a sealed envelop clearly marked "CONFIDENTIAL".

Proposer shall submit two (2) corporate references containing at least one banking reference and two (2) current or recent customer/client references for development projects that Proposer has successfully completed within the past three (3) years.

Provide descriptions of at least one, and preferably three recent projects including at least one multi-use project of more than 200,000 square feet. Document how the project was financed and became self supporting.

Provide references for the projects cited. Include the project name, contact name, contact address, telephone, e-mail and facsimile.

Provide banking and insurance references.

Provide your DUNS number and D&B rating.

## **6.3 *Statement of Work***

Provide a complete statement of work (SOW) for the project that is responsive to the requirements stated herein and that begins with developing the project concept, project budget and financing sources and methods and obtaining project approval through design and design approval, budget, contracting, project management and tenant occupancy.

The proposal shall be end-to-end with no additional work and no investment or other expense by CTDAPS or DPS. The SOW shall include all aspects of financing, tax credits, tax subsidies, etc.

Propose how DPS will be made whole for the contribution of the Historic Cass Technical High School building and grounds to the project.

State all terms and conditions associated with your proposal with the exception of financial terms. Financial terms will be negotiated after proposals are reviewed, proposers are interviewed, and up to three finalists selected for the project.