

Q&A  
RFQ-CASE-359902 BROKERAGE FIRM FOR LAND ASSEMBLY

Questions	Answers
<p>1. What level of due diligence is expected to be performed on the collective sites? (Examples Below)</p> <ul style="list-style-type: none"> <li>a. Parcel Combination – Lot Line Adjustment</li> <li>b. ALTA/ACSM Land Title Survey</li> <li>c. Topographic &amp; Boundary Survey</li> <li>d. Zoning Variance Activities</li> <li>e. Phase I ESA (Phase II ESA Potential, Borings, Due Care Plan)</li> <li>f. Water Pressure Study (Hydrostatic Testing – Fire Hydrant, Etc.)</li> <li>g. Existing Utility Survey/ Utility Research (Includes TelData)</li> <li>h. Dry Utility Requirements</li> <li>i. Power Demand/Availability Study</li> <li>j. Parking Study</li> <li>k. Traffic Impact Study</li> <li>l. Subsurface Structural Exploration – Structural Piles, Etc.</li> <li>m. Geotechnical Borings &amp; Reporting</li> <li>n. Preliminary Grading / Drainage Plan</li> <li>o. Preliminary Domestic and Fire Line Analysis</li> <li>p. Preliminary Site Utility Plan</li> <li>q. Preliminary Sewer Capacity Study</li> <li>r. Ground Penetrating Radar</li> <li>s. Site Entitlement Phase</li> </ul>	<p>The level of due diligence will depend on the site and potential user’s requirements, but generally can be described as all studies needed for pre-development. Simultaneous to this RFP for brokerage services, the MEDC has issued an RFP for civil engineering services, so studies will be coordinated through them. Lastly, the MEDC recently hired a civil engineer to assist with this coordination. Understand that the State/MEDC is under tremendous pressure to aggressively identify sites and conduct due diligence to advance the number of sites available for business attraction opportunities.</p>
<p>2. The RFP states to coordinate due diligence activities. What specifically will be required to “coordinate” due diligence activities? For example, is the expectation that the MEDC will competitively procure these specialty consultants? Are there pre-approved specialty consultants that the MEDC will utilize for due diligence activities? Will the successful bidder be responsible for scheduling these specialty consultants? Please provide more detail to ensure the level of effort is clear.</p>	<p>Please see response to #1. It is anticipated that the real estate services consulting firm contracted with will be a part of the core team coordinating property control with due diligence activities, but that the schedule and project management itself will be led by a MEDC team member.</p>
<p>3. The RFP states to prepare budget projections for various stages of site development. The budget projections will</p>	<p>The MEDC expects the brokerage firm to work collaboratively with the civil services consulting firm to provide budget and</p>

<p>depend on the user and their intended operations. Therefore, are you seeking site development costs only? Will core &amp; shell budget projections be required? How many budget projections will be required to support the MEDC per site? Please provide more detail to ensure the level of effort is clear.</p>	<p>schedule projections on items needed to prepare the site for construction. Improvement projections are not expected.</p>
<p>4. The RFP mentions 15 “Strategic Sites”. What is the intended size, or range of sizes of these sites?</p>	<p>Strategic sites are sites less than 1,000 acres located in one of Michigan’s 10 prosperity regions that covers the entire state, as may be needed. In some regions, local partners will identify a site.</p>
<p>5. What method of control does MEDC seek for the various parcels? For example, fee simple purchase, land lease, or option?</p>	<p>Currently, the MEDC is controlling property through option agreements that may run 2-3 years.</p>
<p>6. It is our understanding that at least two “Mega Sites” have been assembled so far: one in the Marshall, MI area and one in the Lansing, MI area. Is there a third? How does this compare to the three Mega Sites that are mentioned as needed in this RFP? Are the RFP Mega Sites incremental to the ones already assembled, or does the RFP refer as well to the existing Mega Sites that still need some level of real estate coordination?</p>	<p>There are 3 mega-sites currently in process and all have brokerage contracts in place. The MEDC has identified additional general locations to pursue a mega-site, one is state-owned land. The highest priority is locating a site in the Ann Arbor/SE Michigan region.</p>
<p>7. The RFP mentions that the contract to be awarded is to run through April 30, 2023. Given the size, scope, and complexity of the work to be carried out, is it possible that the contract can be extended throughout 2023, as our experience has dictated that land assemblages, especially of a large and complex type, require many months to complete.</p>	<p>The dates provided in the RFP were placeholders at the time the contract was drafted and does not reflect the contract dates. It is anticipated that the contract will run for 1 year. The MEDC in its sole discretion, may extend the Term and allocate additional resources, subject to available funding.</p>
<p>8. Seeking clarity on the dates listed in the proposal. The proposal calls for the Creation of three Strategic Mega-Sites (over 1,000 acres) by December 31, 2023, with two mega-sites by December 31, 2022; but the awarded contract is from December 2022 - April 2023. We want to ensure those contract dates are correct or ask for additional clarification.</p>	<p>Same answer to #7 above.</p>
<p>9. Please define Strategic Site vs (Strategic) Mega Site, specifically in regards to land size and proposed users.</p>	<p>Strategic sites are less than 1,000 acres and mega sites are 1,000+ acres.</p>
<p>10. Is this RFP intended to be transaction brokerage work or consulting brokerage</p>	<p>The intention is that it be both. That there is transactional in the sense that the brokerage</p>

<p>work? e.g. are you looking to engage a broker team to assist with the acquisition and / or marketing of the land, or are you looking for a brokerage team to provide consulting of site data and to define the best opportunities in the defined Regions.</p>	<p>team will be pursuing land assemblage as indicated previously and also acting as an extension of the MEDC's real estate team as may be necessary to coordinate due diligence and provide consultant expertise.</p>
<p>11. Price proposal question; Can we base our proposal for brokerage services / consulting on a no-cost model to the MEDC, where our fees would be based on a split commission structure and paid for by the Seller?</p>	<p>Yes, pricing models may be a factor in the selection of a brokerage firm. However, keep in mind that it is likely that most of the properties being pursued will not be listed and the seller may not be inclined to want to pay a commission.</p>
<p>12. In the Technical Proposal it calls for Technical Work Plans for Section 1 of the RFP, specifically which section are the work plans (outlines, timelines, etc.) required for in the proposal? And is there a preferred format you are looking for in this plan, e.g. Gantt / RACI charts incorporating acquisition process, critical dates, etc.?</p>	<p>The technical work plan should address how the brokerage firm will complete the deliverables requested in the RFP. This information can be submitted in any format that presents a timeline and specifies the deliverable being completed. Gantt and RACI charts are acceptable.</p>
<p>13. Does the MEDC actually plan to close on some of the identified sites or simply identify those that might be of interest to companies looking at Michigan?</p>	<p>The MEDC does plan to close on sites, through whatever funding mechanism works best – meaning, funding and optionee will likely be through a local EDC or other partner. It is the intention of the state to own sites and continue to press forward with site readiness to better position the state in the race to market against other states.</p>
<p>14. Does the MEDC intend to hire multiple brokers?</p>	<p>It is the intention of the MEDC to select one brokerage firm, but may decide to select more than one broker depending on responses. There are 3 different brokerage firms working on mega-site assemblage at this time.</p>
<p>15. Have the mega sites been identified?</p>	<p>3 site specific are in process and at least 2 other general areas to pursue have been identified.</p>
<p>16. Does MEDC intend to purchase the mega sites?</p>	<p>Yes, see answer to #13 above.</p>
<p>17. Is the timeline for the creation of the mega sites accurate?</p>	<p>Yes, the timeline is accurate, but there has been much progress on the 3 sites we have identified since the RFP was written, so the additional mega-sites and strategic-sites will focus in the areas with greatest potential for business attraction opportunities.</p>

18. Does the MEDC intend to purchase the strategic sites?	Yes, see answer to #13 above.
19. What is the budget for establishment of the mega sites?	There is not a budget established for the mega-sites. The mega-site assemblage is part of a greater incentive package and the MEDC and the brokerage firm will collaborate on parameters for seeking options.
20. Is there a budget for land acquisition and for site improvements?	See answer to #19 above.
21. What is considered a strategic site?	Less than 1,000 acres
22. Would an exclusive agency representing the seller of a parcel of land be considered a conflict of interest for the bidder?	No, assuming required disclosures.
23. Does active civil litigation against the bidder disqualify bidder, specifically fraud or breach of contract?	Yes