

MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



Best Practice Five: Redevelopment Ready Sites

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Best Practice Five: Redevelopment Ready Sites®

Assesses how a community identifies, visions and markets priority redevelopment sites.

Traditional Way

Community waits for developer to propose a project.

Community input occurs after the city receives a proposal from a developer.

RRC Approach

Community markets opportunities to developers.

Community seeks input to identify sites & establish vision. Uses/provides data.

Think Like a Developer

Understand Real Estate Development Process
Understand Redevelopment Complexities
Market-Based Diligence
Be Development Ready

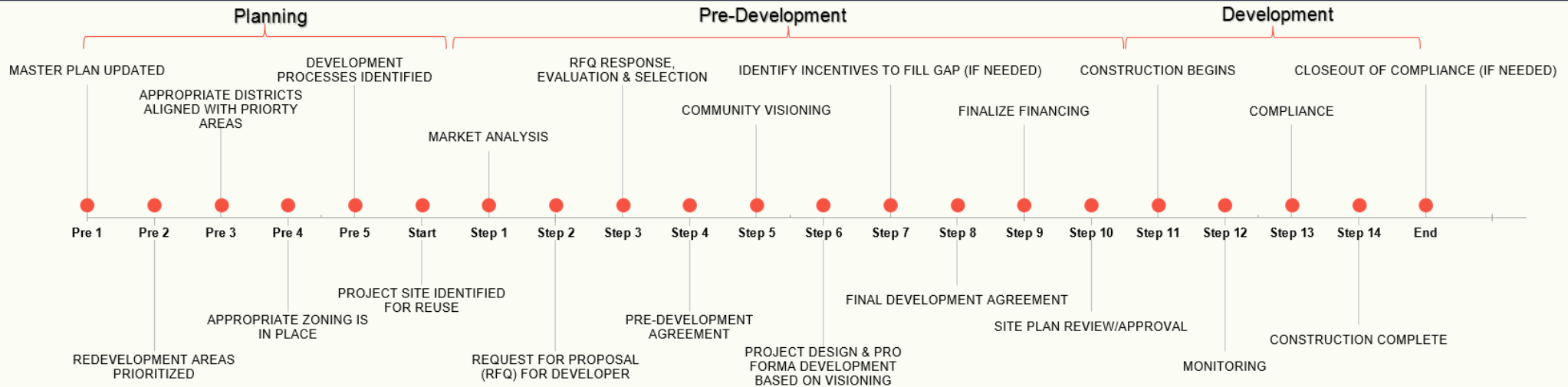
Think Like a Developer



Think Like a Developer

Municipal-Led Placemaking Project

Task Line



COMMUNITY KNOWLEDGE AND RELATIONSHIPS

- Is the city/community open to exploratory conversations with developers and other potential partners?
- Does the developer/city have relationships with city, county, and state partners?
- Does the developer/city have a thorough understanding of the complexities and challenges of each city where they are considering a development project?
- Does the developer/city understand the language of each other (example: Master Plan vs. Master PlanED)?

MARKET VIABILITY

- Has the city identified any unmet residential, retail, or commercial development needs?
- Are there any parameters in place that cannot be changed that will affect development?
- Are there any opportunities (financing mechanisms, available parcels/buildings, etc.) that are time sensitive or particularly well suited to this city?

ZONING

- Does the city have zoning ordinances that align with the goals of the master plan?
- Do current zoning ordinances and processes support density, infill, transit, mixed use, green infrastructure, parking issues, and walkable development strategies and products?
- Are the zoning requirements and the site plan approval process easily accessible?
- Does the zoning body respond to questions and reviews in a timely and informative manner?

DEVELOPMENT PROCESS

- Does the city have an updated master plan?
- Is the master plan accessible to developers?
- Does the master plan identify priority re-development sites and goals with timelines?
- Does the city have a downtown development authority or Main Street, transit, or Walkable Community initiatives and is it accessible to developers?
- How far along in the planning process are you - is this just an idea, or a fully fleshed out and researched strategy that is part of a bigger plan/concept?
- Are development policies, procedures, and applications available online?
- Are permits and inspections easy to schedule and timely?

SITES

- Has the city identified buildings or parcels that are available or may be available that align with strategic goals or that

What do developers want to know?

Evaluation Criteria 1:

The community identifies and prioritizes redevelopment sites.

Evaluation Criteria 2:

The community gathers basic information for prioritized redevelopment sites.

Evaluation Criteria 3:

The community has developed a vision for the priority redevelopment sites.

Evaluation Criteria 4:

The community identifies potential resources and incentives for prioritized redevelopment sites.

Evaluation Criteria 5:

Property information packages for the prioritized redevelopment sites are assembled.

Evaluation Criteria 6:

Prioritized redevelopment sites are actively marketed.

Plan for Development *OR* Development Planning

Soliciting Developers
RFP? or RFQ?

RFPs

- Rooted in Commodity Procurement Practice
- Assumes ALL due diligence/specifications are known
- *Development Project may have 100% known due diligence*
- *Redevelopment Projects rarely have 100% known due diligence*

RFQs

- FIRST select Developer based on skills/ability to deliver
 - THEN undertake PreDev due diligence in partnership
 - THEN proceed to Proposal/Development Agreement
 - CAN focus citizen engagement into design process
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- *Accommodates Redevelopment Projects with unknown specifications*

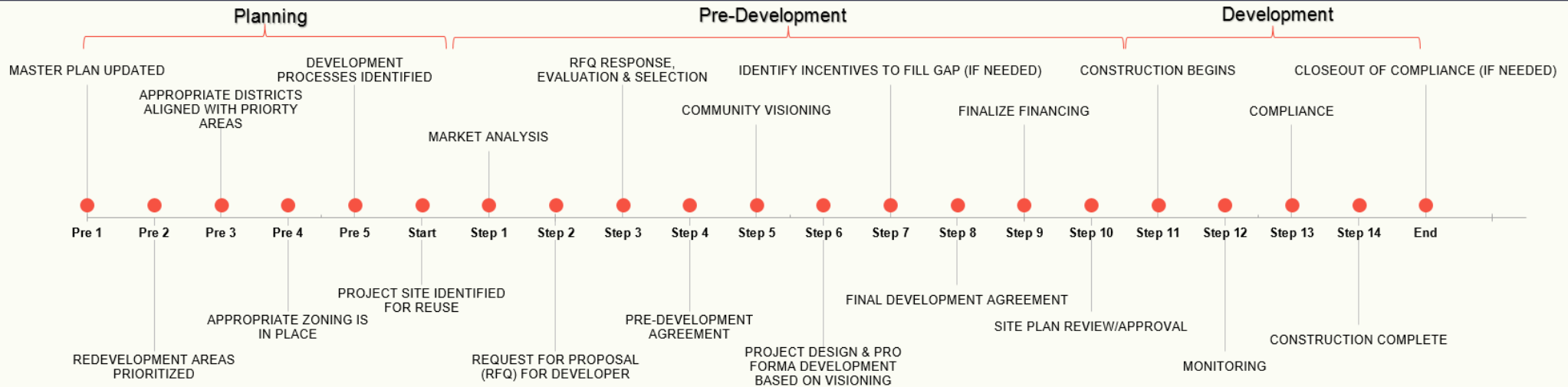
Development Partnership Stages

- Pre-Development Agreement
 - Due Diligence: Site, Market, Product
 - Community Involvement
 - Concept Plan - Link to Next Stage
 - Problem Resolution
- Project Development Agreement
 - Development/Financing Commitments
 - Process Steps & Execution

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Planning

MASTER PLAN UPDATED

DEVELOPMENT
PROCESSES IDENTIFIED

APPROPRIATE DISTRICTS
ALIGNED WITH PRIORITY
AREAS

MARKET ANAL

Pre 1

Pre 2

Pre 3

Pre 4

Pre 5

Start

Step 1

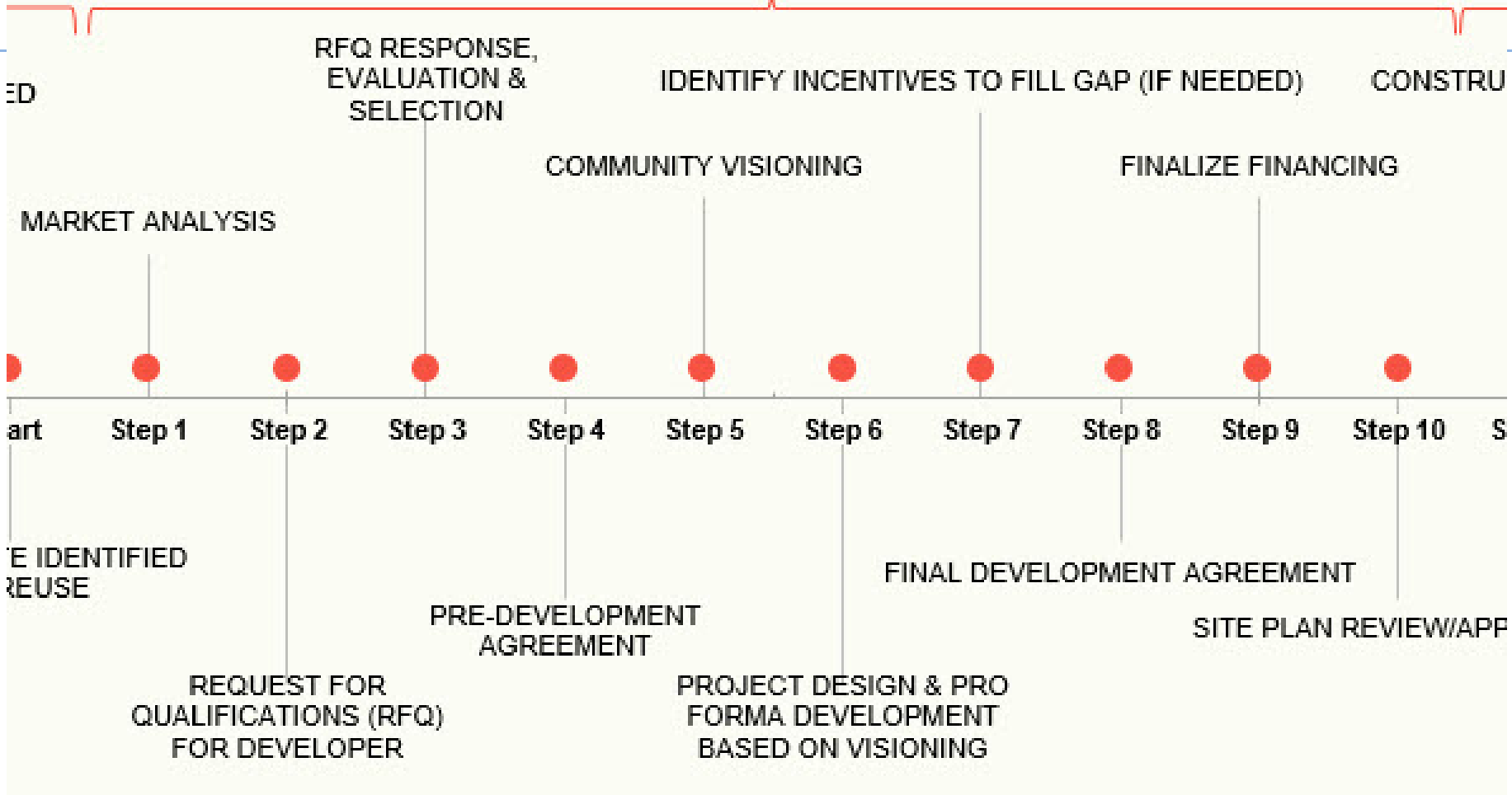
REDEVELOPMENT AREAS
PRIORITIZED

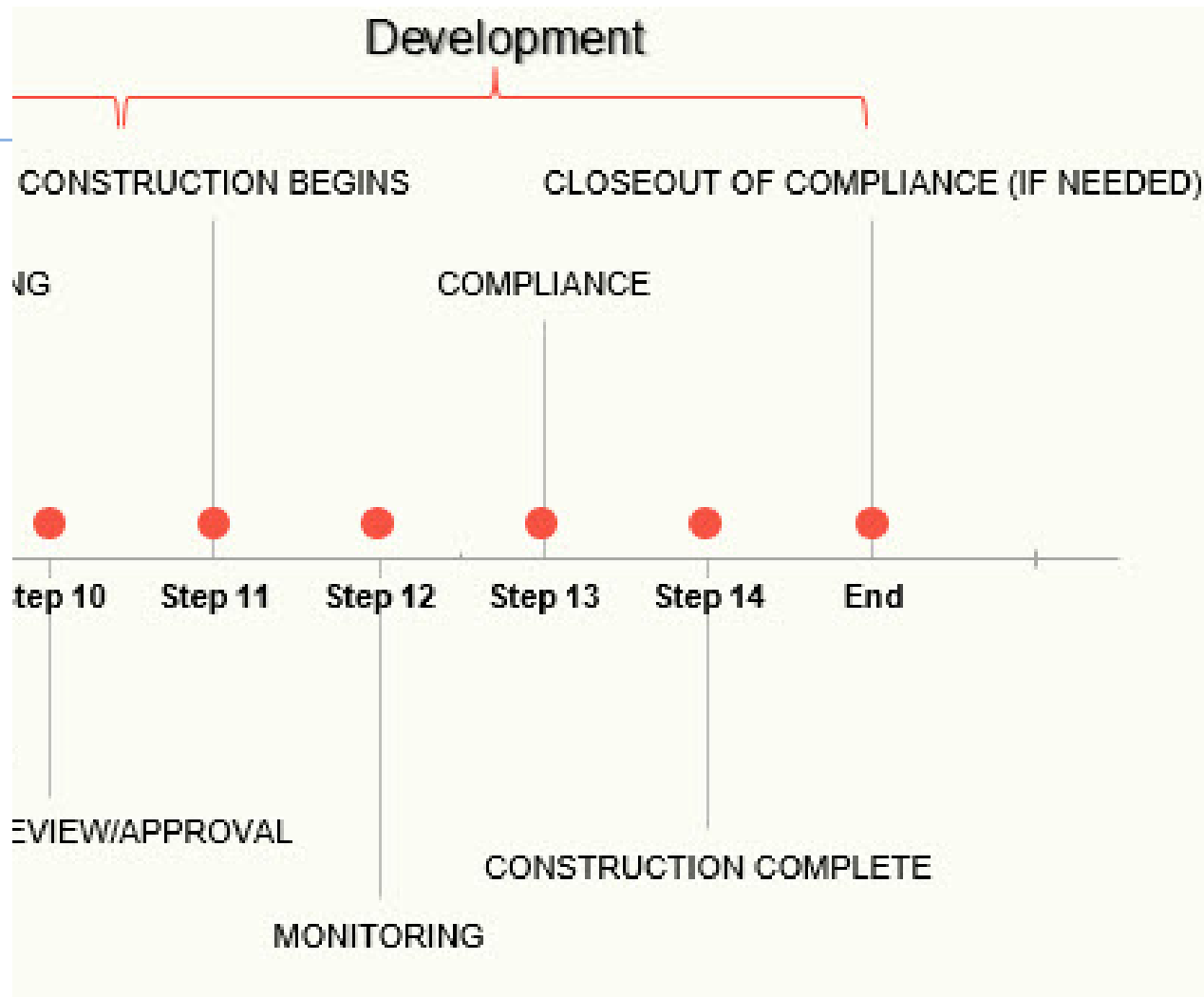
APPROPRIATE ZONING IS
IN PLACE

PROJECT SITE IDENTIFIED
FOR REUSE

R
QUAL
FC

Pre-Development





Questions?

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