



Michigan Avenue Corridor Improvement Authority

Board of Directors Meeting

Friday, November 15th, 2024 – 8:30 AM

Foster Community Center
200 N. Foster Ave., Room 211
Lansing, MI 48912

AGENDA

1. Call to Order / Roll call
2. Approval of the MACIA Meeting Minutes (Oct. 18, 2024) – **Action**
3. Public Comment
4. Updates on Supporting Michigan Ave. Businesses
5. Updates on Corridor Projects (Eric Helzer)
6. Discussion MACIA's 2025 Projects
7. Other Business
8. Adjournment



Michigan Avenue Corridor Improvement Authority

Board of Directors Informational Meeting

Wednesday, November 20th, 2024 – 9:30 AM

Foster Community Center
200 N. Foster Ave., Room 211
Lansing, MI 48912

AGENDA

1. Call to Order / Roll call
2. MACIA End of the Year Updates
3. Public Comment
4. Other Business
5. Adjournment



**Michigan Avenue Corridor Improvement Authority
Board of Director's Meeting
Friday, October 18, 2024 – 8:30 AM
Foster Community Center
200 N. Foster Ave., Room 211
Lansing, MI 48910**

Members Present: Scott Gillespie, Joan Nelson, Jon Lum, Laurie Baumer, Tim Daman

Mayoral Designee:

Members Absent: Elaine Barr (excused), Yvette Collins (excused)

Facilitator Present: Kahleea Washington (LEDC)

Public Present: Kris Klein

Recorded by: Kahleea Washington

Call to Order/Roll call

Chair Lum welcomed everyone and called the MACIA Board of Directors meeting to order at 8:35 a.m.

Approval of September 20, 2024, MACIA Meeting Minutes - Action

MOTION: Baumer moved to approve the September MACIA Meeting Minutes. Motion seconded by Daman.

YEAS: Unanimous. Motion carried.

Public Comment

None

Updates on Block 2000 Façade Project

Gillespie provided an update: He has paused his Block 2000 façade efforts in respect of the business owners dealing with the Michigan Ave. road construction.

Marketing Efforts Update

Nelson asked the board members if they had any contributions to the mailer the City of Lansing plans to send to nearby residents. Daman suggested using the Dotheavenue website to collect contributions from the business owners.

Discussion on supporting Michigan Ave Businesses

The board discussed reinstalling the signage to support businesses along Michigan Ave. Washington agreed to contact Capital Imaging to replace the original post with “A” frames. Daman agreed to explore if there are any Chamber Members in the area of focus that are willing to host the signage on their property.

Nelson volunteered to reach out to Andy Kilpatrick from the City’s Public Service department with a list of questions and concerns from the board. The board discussed contacting local journalists to write an article on the Michigan Ave. construction project and highlight the businesses affected by the construction.

The board discussed establishing and managing the Red Cedar Social District. Washington and Lum plan to contact Jennifer McKinstry to acquire the sticker needed for the social district.

Discussion on AmeriCorps Vista Job Descriptions

Lum moved the board’s conversation to hiring a staff person to help complete projects. The board highlighted previous issues with bringing on part-time staff personnel and them falling short on finishing efforts. The board members debated what the staff person should focus on, whether it's marketing/events or pursuing development efforts.

Other Business

Baumer led a conversation on what the MACIA’s focus/scope of work should be to organize their efforts better.

Lum suggested that the board members review MACIA’s Development and TIF Plan to prepare to refocus the board’s endeavors in 2025. Washington plans to work with MACIA to develop an annual spending/projects plan.

Adjournment

Chair Lum adjourned the Michigan Avenue Board of Directors at 10:01 a.m.

Jonathan Lum, Chair
Michigan Avenue Corridor Improvement Authority

ADVANCED REDEVELOPMENT SOLUTIONS

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NOVEMBER 14, 2024

Ms. Laurie Strauss Baumer, President & CEO
Community Foundation
330 Marshall St, Suite 300
Lansing, MI 48912

Transmitted Via Email:
lbaumer@ourcommunity.org

Subject: Scope of Work – Potential Redevelopment Project Evaluation
Michigan Avenue Corridor Improvement Authority ("MACIA")
Lansing, Michigan

Dear Ms. Baumer,

We are pleased that Advanced Redevelopment Solutions is being considered as a Consultant ("ARS" or "Consultant") to assist the Michigan Avenue Corridor Improvement Authority (herein referred to as "Client" or "MACIA") with a Potential Redevelopment Project Evaluation in Lansing, Michigan, as a pilot project of MACIA.

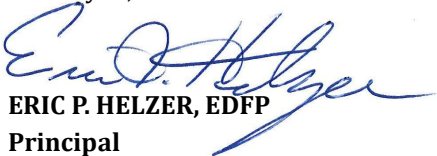
According to the Lansing Economic Development Corporation's website we understand that the: "Michigan Avenue Corridor Improvement Authority was established to oversee the strategic economic development of the Michigan Avenue Corridor. The Michigan Ave. corridor is a commercial corridor that runs along E. Michigan Ave. from S. Larch St. to the city's limit to the east. The MACIA's sole purpose is to generate economic development and revitalization along the commercial corridor to improve the overall community."

Per MACIA's request, we have prepared a Scope of Work that will help MACIA's redevelopment evaluation of a potential project along the Michigan Avenue Corridor. This Scope of Work will also provide an opportunity to investigate creative concepts for integrating new supportive uses and incentives that will thrive in the ever-changing economy. The resulting recommendations in our Scope of Work will assist MACIA in their discussions to improve upon a road map for future development and the use of various incentives to support needed economic development and revitalization along Michigan Avenue. This letter is for discussion purposes with MACIA to consider the attached potential Scope of Work to engage ARS in a formal agreement.

Advanced Redevelopment Solutions has supported hundreds of redevelopment projects and is well-qualified to evaluate the targeted properties. Moreover, we bring experience with over 60 enhancement programs at the federal, various states & local government level incentives and of particular importance to MACIA, CIA plans and other TIF Authority (i.e. Brownfield Redevelopment Authority, Downtown Development Authority) plans in Michigan.

Again, we appreciate MACIA's consideration of Advanced Redevelopment Solutions for this important assignment. Please let me know if you have any questions or need additional information.

Thank you,


ERIC P. HELZER, EDPF
Principal

Scope of Work

TASK 1 – POTENTIAL REDEVELOPMENT PROJECT EVALUATION

Advanced Redevelopment Solutions, at the request of the Michigan Avenue Corridor Improvement Authority (“MACIA”), shall complete an evaluation of one potential redevelopment project area under one redevelopment scenario to evaluate what will fit best with different financial structures for prospective developers. Tasks proposed are as follows:

Task 1A – Project Start-up

The project will commence with a kick-off meeting between Advanced Redevelopment Solutions and designated representatives of MACIA and possibly a meeting with an ad hoc MACIA committee. During those meetings we will discuss the Scope of Work to clarify goals & objectives for the following:

- Review schedule, and mutual expectations; discuss and confirm communication channels.
- Target key parcels and or areas in an evaluation process to select the potential redevelopment project area.
- Determine the potential redevelopment scenario for the selected redevelopment project area to evaluate what will fit best with different financial structures for prospective developers.

Task 1B – Potential Redevelopment Project Area Selection

Advanced Redevelopment Solutions will collect pertinent data and conduct field investigation to support the analysis and recommendation to select the potential redevelopment project area that will be evaluated under the preliminary incentives’ evaluation. Information to be collected and evaluated will include the following (if available):

- Existing land use.
- Current ownership.
- General building and site conditions.
- Current assessed and taxable value information.
- Other information deemed pertinent.

Task 1C – Preliminary Incentives Evaluation

The following tasks will be completed to support the selected potential redevelopment project’s preliminary evaluation of available incentives.

Advanced Redevelopment Solutions understands that it will need to evaluate a variety of available incentives under the selected potential redevelopment scenario to evaluate what will fit best with different financial structures for prospective developers.

Redevelopment incentive programs are specific to the existing condition of the property selected and its end redeveloped use which will be determined under the selected potential redevelopment scenario between ARS and MACIA. Advanced Redevelopment Solutions will complete the preliminary incentives evaluation for the selected potential redevelopment scenario that will:

- Evaluate and identify potential applicable incentive programs that may support the potential project.

Scope of Work & Fee

- Assist the Client in identifying potential project estimated costs. Cost estimates will be for illustrative purposes only.
- Estimate the potential project's preliminary projected future taxable values and incremental taxable value over the current taxable values for the selected potential redevelopment project area.
- Estimate the potential project's total annual taxes paid and annual capturable tax increment revenues under the selected tax increment financing ("TIF") Plan that could be made available toward the reimbursement of eligible activity costs, depending upon the incentive tool that is recommended.
- Estimate the duration of a TIF Plan's capture after completion of the potential projects because of the potential project's estimated eligible activity costs.
- Evaluate and possibly estimate alternate forms of property taxation, such as a Workforce Housing Payment in Lieu of Taxes ("Workforce Housing PILOT") or applicable tax abatement, values for the potential project.
- Provide estimates, if applicable, as to how potential incentives can work together or independently.

Local and state government agencies offer these incentives, but their availability depends on the willingness of these agencies to engage and support the recommended incentives, the roles and structure of the development team, and the aspirations and goals of private developers.

Task 1D – Summary Letter Report and MACIA Presentation Meeting

Upon completion of the preliminary incentive's evaluation effort, Advanced Redevelopment Solutions will prepare a "summary letter report" of the potentially applicable economic development tools/financial incentives. Included in this report will be recommendations for the next steps. This summary letter report is ARS's final deliverable under this Scope of Work. The summary letter report will be provided to the Client as a starting point in our discussions with MACIA to pursue the redevelopment of the potential redevelopment project area. The potential incentive mechanisms identified in the summary letter report could be useful in bridging financing gaps to manage the site-specific conditions, building needs, and market conditions of a potential redevelopment project for the selected redevelopment project area.

Advanced Redevelopment Solutions will present to the MACIA Board our findings and recommendations outlined in the summary letter report. Our presentation to the MACIA Board will form the basis for a discussion amongst board members. Advanced Redevelopment Solutions will be prepared to answer questions and give input.

TASK 2 – MEETINGS (virtual or in-person after submission of the Summary Letter Report and Presentation to MACIA or any extraordinary meetings beyond what are identified in Task 1)

If meetings are needed beyond the date of the summary letter report presentation meeting to MACIA, additional costs will be charged on a time and expenses basis as defined in the fee section.

Scope of Work & Fee

FEE

ARS's fees for Services on the Project appearing in the scope of work (Tasks) are structured as a combination of 1) Time and Expenses Not To Exceed (T&E NTE) and 2) Fixed Fee (FF), and based, in part, on the Schedule of Fees that will be attached to the ARS Agreement and the following table. Any additional tasks will be performed by ARS on a T&E basis unless agreed in a writing signed by the Client and ARS. ARS typically requires a retainer at the time of the execution of the ARS Agreement but has waived this requirement.

After MACIA and Advanced Redevelopment Solutions have an opportunity to discuss the proposed Scope of Work, Advanced Redevelopment Solutions will provide a revised Scope of Work and Fee, if needed, in the form of an agreement.

Task #	Task Name	Cost Type	Unit	Hourly/ Unit Rate	Cost
TASK 1	POTENTIAL REDEVELOPMENT PROJECT EVALUATION	FF	1	\$10,000.00	\$10,000.00
<i>Task 1A</i>	<i>Project Start-up</i>				
<i>Task 1B</i>	<i>Potential Redevelopment Project Area Selection</i>				
<i>Task 1C</i>	<i>Preliminary Incentives Evaluation</i>				
<i>Task 1D</i>	<i>Summary Letter Report and MACIA Presentation Meeting</i>				
TASK 2	MEETINGS (virtual or in-person after submission of the Summary Letter Report and Presentation to MACIA or any extraordinary meetings beyond what are identified in Task 1)	T&E NTE	16	\$240.00	\$3,840.00
Total Estimated Cost					\$13,840.00