

REQUEST FOR PROPOSAL

THE DISTRICT DETROIT
2200 Woodward

Business and Workforce Recruitment Consultant



KEY PERSONNEL:

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RFP DOCUMENTS ENCLOSED

1.0	INTRODUCTION AND BACKGROUND	3
2.0	EQUITY, DIVERSITY AND INCLUSION DIRECTIVE	4
3.0	SCOPE OF SERVICES	6
4.0	SUBMISSION GUIDELINES AND REQUIREMENTS	7
5.0	ACKNOWLEDGEMENT OF RECEIPT	8
	EXHIBIT A – PLANNED FIVE YEAR TRANSFORMATION PLAN	9

1.0 INTRODUCTION AND BACKGROUND

This is a Request for Proposal for work and services pertaining to The District Detroit (“TDD”) new development of 2200 Woodward (the “Project”). The objective of this Request for Proposal is to identify a Business and Workforce Recruitment Consultant that will provide the best overall community outreach and recruitment for the Project. The following pages provide general information on the Project Background, intended to aid potential consultants in preparation of their proposal.

Olympia Development + Related Companies

Related and Olympia Development (“Partnership”) proudly come together to continue the development of The District Detroit. These two organizations bring a purpose-driven approach to creating a transformational development in the heart of downtown that will increase access to opportunity for Detroiters, help nurture and retain talent, and drive positive social and economic impacts throughout the city, region, and state.

A premier urban live, work, play, learn destination featuring professional sports, entertainment, residential, retail, educational, and office space in Detroit. By connecting downtown Detroit to growing nearby neighborhoods such as Midtown, Corktown and Brush Park, The District Detroit is having a dramatic economic impact on Detroit and is a driving catalyst of the city’s remarkable resurgence.

Related and ODM are seeking a Business and Workforce Recruitment Consultant for 2200 Woodward with the opportunity for contract extension inclusive of other listed projects. The ten projects at The District Detroit to be completed within a five-year period include:

1. 2200 Woodward (new construction)
 - a. Superblock Office Tower
 - b. 30 months construction duration
2. 2250 Woodward (new construction)
 - a. Superblock Residential Tower
 - b. 286 Units
 - c. 18 month construction duration
3. Detroit Life (renovation)
 - a. Historic Rehab Residential
 - b. 16 Units
 - c. 18 month construction duration
4. UMCI Residential Building (new construction)
 - a. 261 Units
 - b. 24 month construction duration
5. Little Caesars Arena Hotel (new construction)
 - a. 290 Keys
 - b. 24 month construction duration
6. UMCI Business Incubator (renovation)
 - a. Mixed-Use Office
 - b. 15 month construction duration
7. 2300 Woodward (new construction)

- a. Mixed-Use Office
 - b. 18 month construction duration
- 8. Fox Hotel (renovation)
 - a. 177 Keys
 - b. 20 month construction duration
 - 9. The American (restoration)
 - a. 131 Units
 - b. 21 month construction duration
 - 10. 2300 Cass (new construction)
 - a. Office Tower Near UMCI
 - b. 18 month construction duration

Refer to **Exhibit A** for Five Year Plan demonstrating the potential Project schedule overlap.

Property Description and Location

Designed by Architect Kohn Pedersen Fox, 2200 Woodward will be the heart of The District and is centered on Detroit’s main commercial street with views of Comerica Park, home to the Detroit Tigers. The Project is across from the build-to-suit headquarters of Little Caesars Pizza and the Huntington Bank tower and is less than a five-minute walk from the Little Caesars Arena and the Fox Theater. The building will include a large, actively-programmed plaza running between Woodward Avenue and Comerica Park and a unique mix of retail and F&B facing the Fox on Woodward Avenue and Comerica Park off the plaza and on Witherell Street. Tenants in the building will enjoy expansive views of the ballpark and downtown city skyline.

Project Funding Sources

The Project will be funded by the City of Detroit (“the City”) and the State of Michigan Transformational Brownfield Plans (“TBP”) and TDD private financing partners. The selected Respondent(s) shall be required to execute and complete all consents relating to the financing of the Project, which will follow the most stringent of those required by TDD’s financing partner, the City, and the TBP (“Lenders”).

2.0 EQUITY, DIVERSITY, INCLUSION DIRECTIVE

The Partnerships Equity, Diversity and Inclusion Directive (EDID) is an internal program that promotes the development of sustainable careers and business ventures for underrepresented individuals and companies through programs and practices designed to empower individuals and small businesses. The EDID outlines required policies and practices across all of our projects and its core mission is to:

- Create equity, diversity and inclusion programs that support the hiring of Detroit Businesses, Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) in the trades and in professional services.
- Support and promote the development of sustainable careers and business ventures for underrepresented individuals and companies.
- Provide mentorship and tools to support small businesses as they develop and pursue additional sustainable opportunities.

- Foster and promote inclusion in the supply chain for Detroit, minority and female owned businesses.

The Owner is committed to the successful execution of construction projects that are reflective of the communities we serve in addition to fulfilling contractual requirements. The Project is subject to City of Detroit minimum fifty-one (51) percent city residency and thirty (30) percent for Detroit Businesses (collectively the “Project Participation Goals”) based upon funding guidelines for City of Detroit funded projects. In addition, the following owner-imposed requirements beyond the standard participation goals shall be applied to the project:

- Equitable, diverse and inclusive workforce, contracting and hiring.
- Maximum Local Business, MBE /WBE combined subcontracting participation reflective of the community.
- Youth outreach and education to careers in the building industry including professional services, management and the construction trades.
- Local hiring across all professional, clerical, trade, logistics, warehousing and manufacturing careers.

To achieve this, owner aims to partner with consultants, subcontractors and suppliers who share this vision, and require that respondents to this Request for Proposal identify their strategy to achieve the objectives of this EDID in practice, contracting, hiring, and the jobsite.

Project Participation Requirements

The Project shall meet or exceed the City of Detroit Executive Orders on Local Residency and Local Business utilization participation goals. Only “bona-fide Detroit residents” as confirmed by the City of Detroit’s Civil Rights, Inclusion and Opportunity Department (“CRIO”) and certified Detroit Businesses as confirmed by the MBE/WBE firms certified by the City of Detroit Business Opportunity Program (“DBOP”) will be recognized by the City of Detroit and shall count toward meeting the project participation goals. The District Detroit Participation Requirements are as follows:

City of Detroit		
Executive Order 2021-02	Utilization of Detroit Residents	Workforce Target: 51% of the workforce hours by a Detroit Resident, failure to comply with requirement will result in liquidated damages assessed to subcontractor (“Local Workforce”)
Executive Order 2014-5	Utilization of Detroit Businesses	Businesses Target: 30% of all construction contracts awarded to Detroit Businesses certified by the Detroit Business Opportunity Program (DBOP) (“Local Business”)
Reporting + Tracking	The City of Detroit and any other funding source that may be secured for the Project shall require adherence to specific reporting requirements.	Weekly submission of certified payroll via LCP Tracker, Monthly reporting on City Residency Hours via LCP Tracker and Monthly reporting on City of Detroit Business contracting via EDID Tracking Report

3.0 SCOPE OF SERVICES

The scope of services rendered by the Business and Workforce Recruitment Consultant for the successful achievement of the Project Participation Requirements include the following expected deliverables in addition to participant's proposed plan:

- Develop successful strategies and comprehensive plan necessary to achieve Project goals.
- Identify a comprehensive pool of Local Business and M/WBE firms to engage in the subcontractor bidding process;
- Prepare a comprehensive Local Workforce Utilization Plan to ensure achievement of the Project Participation Requirements set for the Project;
- Manage the Community Hiring process to ensure achievement of the community hiring goals set for the project;
- Collaborate with Detroit At Work ("DAW"), Fast Track Program; City of Detroit Skills Trades Employments Program ("STEP"), prior to construction starting;
- Collaborate with GC on required compliance reporting documentation and language to be inserted into sub trade agreements;
- Confirm and finalize community hiring commitments;
- Confirm and finalize Local and MWBE project plan;
- Ensure workforce diversity and inclusion
- Work in Partnership with the Opportunity Center staff for outreach days for both Local business, M/WBE, and Local Workforce;
- Monitor and report subcontractor deficiencies in achieving the 51% City of Detroit residency requirement following weekly review of payroll reports;
- Manage GPTS System that will be utilized to report weekly certified payrolls for the project;
- Monitor and rectify wages reported on certified payroll reports in GPTS in accordance with the wage decision assigned for each project;
- Report on and drive conformance on Executive orders requirements
- Monthly preparation and submission of regulatory project status report including:
 - Verify residency
 - On site workforce verification
 - Calculate penalties
- Prepare Civil Rights, Inclusion & Opportunity (CRIO) Department necessary paperwork to close out the project from a regulatory standpoint;

4.0 SUBMISSION GUIDELINES AND REQUIREMENTS

Submission Guidelines

The submission to the RFP shall provide the following:

1. A comprehensive roadmap to achieving the Project Participation Requirements;
2. Cost proposal for 2200 Woodward
3. An alternate cost if all ten projects at The District Detroit were to be awarded.
4. Qualifications as outlined below:
 - a. Respondents to the Request for Proposal shall have a proven ten-year track record that (i) demonstrates success in identifying, recruiting, and driving major project inclusion of minority-owned small and medium sized businesses, (ii) demonstrates familiarity with all federal and State of Michigan minority-owned business inclusion programs, and (iii) demonstrates familiarity with the minority business inclusion programs administered by the three casinos and other major employers in the City of Detroit. Relationships with and or familiarity with organizations such as the Michigan Minority Supplier Development Council and the Michigan Minority Contractors' Council preferred.

Submission Timeline

Friday, July 14, 2023	If you are interested in submitting a proposal please sign and return the Acknowledgement of Receipt form.
Friday, July 21, 2023	All proposals shall be submitted by 5:00 PM
July 31, 2023 – August 4, 2023	Interviews

All documents must be submitted to Yanet Garcia (ygarcia@relatedmidwest.com)

5.0 ACKNOWLEDGEMENT OF RECEIPT

THE DISTRICT DETROIT – 2200 WOODWARD
BUSINESS AND WORKFORCE RECRUITMENT CONSULTANT

Acknowledgement of Receipt Due: Friday, July 14, 2023

I HEREBY ACKNOWLEDGE RECEIPT OF THIS REQUEST FOR PROPOSAL (RFP) FOR THE DISTRICT DETROIT, 2200 WOODWARD, BUSINESS AND WORKFORCE RECRUITMENT CONSULTANT . MY COMPANY INTENDS TO SUBMIT A PROPOSAL ON OR BEFORE **5:00 PM ON FRIDAY, JULY 21, 2023** ON THE PROJECT AS SPECIFIED IN THE ‘SUBMISSION GUIDELINES AND REQUIREMENTS’.

FURTHERMORE, I HAVE READ THE REQUIREMENTS SET FORTH FOR THIS PROJECT AND UNDERSTAND THAT I, THE CONSULTANT, WILL BE REQUIRED TO COMPLY WITH ALL TERMS AND CONDITIONS IF AWARDED A CONTRACT.

Company

Contact Person

Email address

Phone number

**EXHIBIT A
PLANNED FIVE YEAR TRANSFORMATION PLAN**

