REQUEST FOR QUALIFICATIONS

3410 & 3450 Orleans

Issued November 9th, 2026

Responses due December 7th, 2026

Eastern Market Development Corporation

Invest Detroit

Contents

1. Background 3
   1.1. Objective 3
   1.2. Eastern Market Development Corporation (EMDC) Background 3
   1.3. 1.3 Invest Detroit Background 3
2. Development Opportunity 4
   2.1. The Eastern Market District 4
   2.2. Eastern Market Planning Priorities 5
   2.3. Environmental Conditions 5
   2.4. Zoning 6
   2.5. Property Location Map 7
3. RFQ Information 8
   3.1. Proposal Submission 8
   3.2. Schedule 8
   3.3. Conflict of Interest 8
4. Minimum Qualifications 8
5. Statement of Qualifications 9
      5.1.1. Cover Letter (2 pages) 9
      5.1.2. Team Structure and description of experience 9
      5.1.3. Examples of Prior Work and References 9
      5.1.4. Capital raising and Incentive Experience 10
      5.1.5. Project Vision 10
      5.1.6. Resumes for Key Project Staff 10
      5.1.7. Financial Capacity 10
6. Selection Criteria 10
      6.1.1. Minimum Qualifications 10
      6.1.2. Experience 10
      6.1.3. Site Activation 11
      6.1.4. Financial Capacity 11
   6.2. Selection Process 11
   6.3. Right to Request Additional Information 11
   6.4. Right of Refusal 11
7. Deal Structure 11

1. Background

1.1. Objective

Eastern Market Development Corporation (EMDC) and Invest Detroit, acquired a 2-acre property located at 3410 and 3450 Orleans as part of a broader strategy to encourage investment along the citywide Joe Louis Greenway. The property is adjacent to the Dequindre Cut segment in the Eastern Market District. The goal of this Request for Qualifications (RFQ) is to procure a qualified developer to transform this long vacant site with a vibrant mixed use development project.

1.2. Eastern Market Development Corporation (EMDC) Background

EMDC is a 501(c)(3) organization established in 2016 by the Eastern Market Partnership (EMP)to support development in and around the Eastern Market District that is authentic, equitable, connected, and densely developed with diverse land uses. EMDC combines real estate expertise and community input to (1), catalyze investment in Eastern Market and (2), support a stronger regional food system that welcomes all Detroiters by providing space for food industry growth, improving the quality of life for all those who live within or near the Eastern Market District.

EMDC has completed 2 commercial renovations in the District: the $5M Metro Accelerator project and the $17M renovation of Shed 7, a wholesale produce distribution facility. EMDC's development efforts are focused on commercial and industrial development that would not occur without intervention. EMDC seeks to partner with an experienced mixed-use developer to bring additional housing and activation of the Dequindre Cut to support our urban food district.

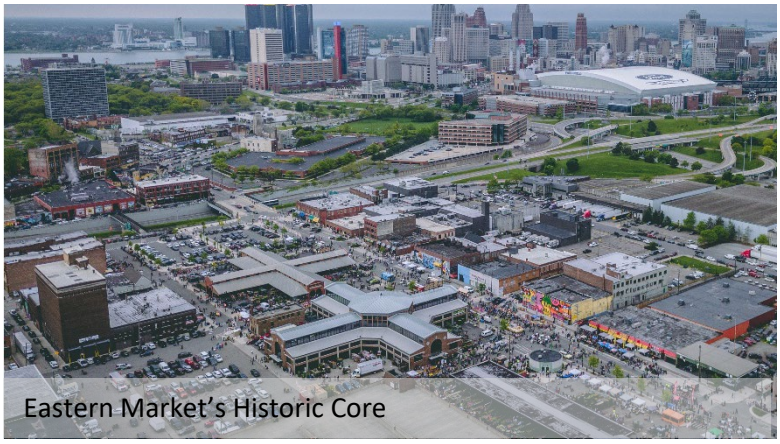
1.3. 1.3 Invest Detroit Background

Invest Detroit is a mission-driven, nonprofit Community Development Financial Institution (CDFI) that has served as a catalyst for economic growth in Detroit and the broader region for nearly 30 years. Invest Detroit provides gap financing and investment across real estate development, small business and commercial lending, and venture capital, with a focus on projects that might not otherwise move forward without its support. To date, the organization has deployed hundreds of millions of dollars into the city, prioritizing investments that increase density, create jobs, and expand access to capital in underserved neighborhoods and commercial corridors. Through initiatives such as the Strategic Neighborhood Fund, Invest Detroit works in partnership with the City of Detroit, philanthropic partners, and community stakeholders to drive catalytic, mixed-use development in strategic areas of the city — including the Eastern Market District and the Joe Louis Greenway corridor.

2. Development Opportunity

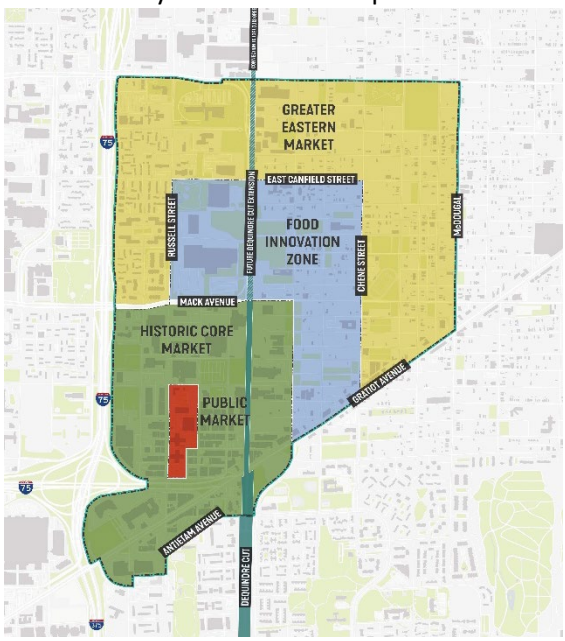
2.1. The Eastern Market District

Detroit's Eastern Market District stands out as a uniquely positioned neighborhood for investment due to its rare combination of historic authenticity, economic infrastructure, and public amenities. Located less than 1.5 miles from downtown Detroit, Eastern Market has served as the region's food center since 1891 It is one of the oldest and largest public market districts in the United States, with over a century of continuous operation and a dense cluster of food-related businesses. This legacy has evolved into a modern, 43-acre mixed-use hub with more than 150 businesses spanning retail, wholesale, food production, and creative industries.

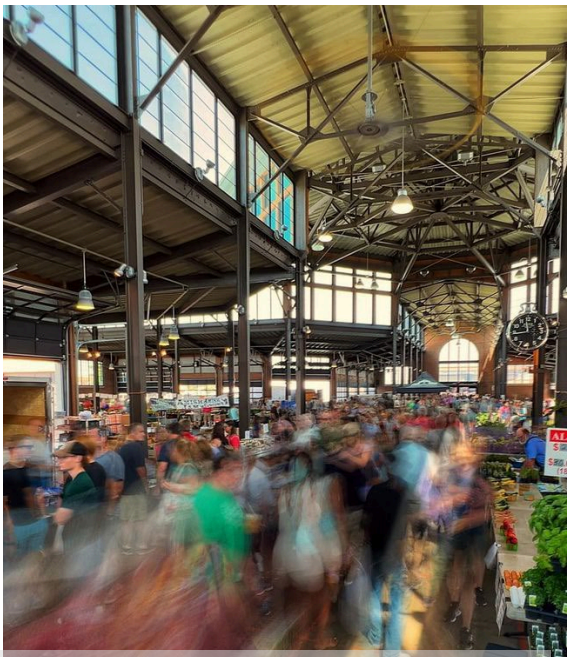

Eastern Market's Historic Core

Eastern Market is best known for its Saturday Public Market. But it is not just a weekend destination. With a variety of processing, distribution, and hospitality businesses, the District serves as a launchpad for small businesses and a key node in the region's food economy. It has three components:

- The Public Market includes six primary buildings or sheds on 11 acres in the heart of the Historic Core of the Eastern Market District. It is owned by the City of Detroit and managed by Eastern Market Partnership.
- The Historic Core has long served as the Eastern Market District around the public market that includes a high concentration of historic buildings, legacy businesses, and food processing and distribution businesses.
- Greater Eastern Market (GEM) is a larger area adjacent to the north and east boundaries of the Eastern Market District that will be impacted by its growth.



Culturally, the District blends its industrial heritage with a vibrant arts scene, including large-scale murals, galleries, and festivals that drive tourism and consistent foot traffic. This mix of culture and commerce creates a strong sense of place that is difficult to replicate. Anticipating this unique environment, would attract investment, EMP and the City have partnered on several planning efforts to ensure the ongoing authenticity of growth in Eastern Market.



Eastern Market's Saturday Public Market

In 2016, EMP developed a ten-year strategic plan, Eastern Market 2025, that called for expansion to provide space for growing food businesses. This led to the establishment of the EMDC and the commencement of land assembly activities. In 2019, the Detroit Economic Growth Corporation and the City of Detroit, in partnership with the Eastern Market Partnership and the Nature Conservancy, developed the Eastern Market Neighborhood Framework Plan.

In 2024, the City issued the Joe Louis Greenway Planning Study that further supported efforts to encourage mixed use development along the Greenway. To implement the recommendations developed in the planning efforts, EMP, EMDC, Invest Detroit and the City have collectively worked to identify opportunities for key catalytic projects that benefit from the Greenway as an amenity to drive investment. Potential respondents can review the following documents for further information:

- 2015 Eastern Market 2025 Strategy
- 2019 Greater Eastern Market Framework Plan
- 2024 Joe Louis Greenway Planning Study Playbooks

2.2. Eastern Market Planning Priorities

The Eastern Market Neighborhood Framework Plan and the Joe Louis Greenway Framework plan laid out similar priorities for mixed-use projects along the Dequindre Cut that should inform future development on this Site. EMDC will work with the Developer to ensure that the future development aligns with stakeholder developed priorities including:

- Prioritization of mixed income housing
- Creation of recreational connections of the Dequindre Cut
- Activation of the Dequindre Cut with future mixed-use development
- Design appropriate to the context which includes the adjacent rock-climbing gym, the Joe Louis Greenway and the Keep Growing Detroit's market garden.

2.3. Environmental Conditions

This site is a brownfield. Eastern Market will provide the environmental information including a due care memo that outlines the impacts to future development to attendees of the RFQ overview call.

2.4. Zoning

As a result of the framework plan, the City of Detroit completed a major rezone of the Greater Eastern Market area to align future land use with the priorities in the Framework Plan. Commercial and industrial uses are prioritized and by right in the historic core. Mixed use and housing development is prioritized adjacent to amenities such as the Dequindre Cut and Gratiot business corridor.

The property that is the subject of this RFQ sits along the Dequindre Cut and was zoned SD2. This zoning is designed to encourage a complementary mixture of more intensive pedestrian- and transit-oriented uses compatible with a neighborhood center. Parking requirements are reduced in certain circumstances to promote use of transit and non-motorized transportation. The SD2 zoning designation allows a variety of retail and commercial uses along with residential by-right along with lower parking requirements.



Eastern Market Zoning

2023 Rezoning for Eastern Market

2.5. Property Location Map



Legend

- EMDC or Partner Asset
- Planned Project
- Current Projects
- Project Site

3. RFQ Information

3.1. Proposal Submission

All communication concerning the RFQ should be directed to:

Sarah Pavelko
Eastern Market Development Corporation
spavelko@easternmarket.org

All qualification statements should be submitted electronically by December 7th, 2026. Statements should include the Respondent's full response including all attachments.

3.2. Schedule

A conference call will be hosted to answer questions on the RFQ. Only members verified to be part of an active development firm will be sent the call information.

Please email Sarah Pavelko, spavelko@easternmarket.org, with a link to your firm's website to be registered and receive details on the meeting. If you do not attend the conference, but would like to receive notes of any changes to the RFQ or Q/A distributed please email.

Release of RFQ	November 9th, 2026
RFQ Overview Conference	2pm, Wednesday, November 18thth, 2026
Q & A distributed	Weekly as questions are submitted
Qualification Statements Due	8am, December 7th, 2026

3.3. Conflict of Interest

EMP, EMDC, and Invest Detroit are working in collaboration to select a development team. Respondents shall notify the EMDC in writing of all potential conflicts of interest related to any of the 3 entities for any prospective business association, interest, or other circumstance, which may influence or appear to influence the respondent's judgment or quality of services being provided hereunder in the submitted Qualifications Statement. Such written notification shall identify the prospective business association, interest, or circumstance, the nature of work that such a person may undertake, and request an opinion as to whether the association, interest, or circumstance would, in the opinion of the EMDC or Invest Detroit, constitute a conflict of interest. By submitting this proposal, the respondent certifies that it has no conflict of interest with any employee, agent, elected official or officer of the EMDC or its parent company, EMP, Invest Detroit and its related entities, or any other conflict as may be set forth herein.

4. Minimum Qualifications

The development of a 2-acre site requires experience, financial capital and a strong understanding of how to leverage various resources for a successful project. The following list of minimum qualifications was developed to support the success of the project and ensure it aligns with our mission. The minimum qualifications must be met by at least one

member of the development team. The development team are those members that are involved in the day-to-day management of the project and will have an ownership stake in the project. A member of the project team that is a service provider, such as the architect or contractor, will not be considered to meet the minimum qualifications. The following minimum qualifications must be demonstrated in the submitted statement of qualifications:

- Completion and stabilization of a 50+ unit, new construction, mixed-use project as the lead developer within the last 3 years.
- Completion and stabilization of a 50+ unit mixed-use project (new or a renovation) in Detroit within the last 3 years (as of the date of the RFQ due date).
- A diverse team that consists of a range of professional, social, and cultural backgrounds. Specifically, the team should include individuals underrepresented in the real estate industry.

Qualification statements submitted that do not meet these minimum requirements will not be reviewed or considered by the selection team.

5. Statement of Qualifications

4.1 General information

The proposal submission is limited to **10 pages excluding** the cover letter and resumes of key persons. This page limit includes all collateral, examples of prior work and any other documents for review. Please note this is a firm requirement and will not be changed. A complete proposal should include the following sections and statements:

5.1.1. Cover Letter (2 pages)

Identify all members of the development team. Include the name, title, address, e-mail address, and telephone number of the person who is authorized to represent the firm and to whom correspondence should be directed, as well as who will be the primary point of contact for the entire engagement. The cover letter should highlight how each minimum qualification is met with additional information provided in the subsequent sections.

5.1.2. Team Structure and description of experience

List the full name of your firm, any affiliates, subsidiaries, and/or parent company, as well as firms joining the team. Provide a brief history and background information for each participating member. Clearly identify the individual(s) who will be directly responsible for the performance of the work under this contract and identify their responsibilities. Identify the project manager that will be responsible for executing the project.

While the qualification statement can include information on potential service providers such as the architect and the general contractor, EMDC is interested in the capacity and experience of the members who will be involved in the day-to-day management of the project and financially responsible for securing project financing.

5.1.3. Examples of Prior Work and References

Provide examples of relevant, previously completed work within the last 3 years as an

indicator of the team's capacity to develop a 2 acre site. Descriptions of work should include details on how you structured the deal, raised the funding and brought the project through stabilization. Provide information on unique and creative approaches implemented related to retail, site activation, public space and connectivity to other amenities. Provide references for each project example including the name, position, phone number and email.

5.1.4. Capital raising and Incentive Experience

Describe your experience and approach to raise a variety of funds for similar mixed used project. This should include private equity, private financing and creative gap funding.

5.1.5. Project Vision

Provide a brief description of the development team's vision for future development on the property and how the following priorities would be incorporated.

- Site activation
- Design and scale within the surrounding area specifically the connection to the Dequindre Cut and adjacent KGD Market Garden.
- Housing typologies and priorities.

This section does not require design work.

5.1.6. Resumes for Key Project Staff

Include the resumes of key staff who will be working regularly on the project and identify the lead team member who will serve as the project manager.

5.1.7. Financial Capacity

Outline the development teams prior experience raising a variety of funding necessary for a project of this size including debt, equity and other sources of funding.

EMDC may request the following financial information to assess the financial capacity of firms that meet the minimum requirements outlined in section 4 and are top respondents based on the selection criteria in section 6.

6. Selection Criteria

Respondents will be evaluated based on the following selection criteria:

6.1.1. Minimum Qualifications

- One member of the team who will have an ownership stake in the project must meet the minimum qualifications. The requirements can be met through the aggregated experience of the team that will have an ownership stake.

6.1.2. Experience

- Experience of team members working on completed and stabilized projects of a similar scope and scale in Detroit.
- Experience of all team members working on completed and stabilized projects of a similar scope and scale in other locations.

6.1.3. Site Activation

- Ability to uniquely activate a site based on past examples and vision outlined in the RFQ.

6.1.4. Financial Capacity

- Prior history raising the capital necessary to complete projects of a similar nature and scale.
- Additional information documenting the capacity to raise sufficient equity and secure financing for a future project maybe requested as a part of the review process.

6.2. Selection Process

a. EMDC and Invest Detroit will evaluate proposals based on the information provided in the proposal and interviews conducted as may be conducted. Additional information and clarifications may be requested.
b. If additional financial information is requested, this will only be reviewed by EMDC and Invest Detroit.

6.3. Right to Request Additional Information

EMDC reserves the right to request any additional information, which might be deemed necessary after the review of the submissions. Once the selection team has made their initial decision, additional follow-up may be completed to assess the financial capacity of the members of the team to develop a 2 acre site.

6.4. Right of Refusal

EMDC reserves the right to reject any or all proposals, either in whole or in part. EMDC also reserves the right to postpone or cancel selection of a development team throughout the selection process.

7. Deal Structure

EMDC anticipates the land will be contributed to the deal with patient and flexible return expectations. The specifics for the structure will be based on the project's underwriting. The deal team will be responsible for raising the capital necessary for this project including equity independent of EMDC and Invest Detroit.

The Project Team will enter into an agreement with EMDC. All members of the development team will be parties to the agreement and changes to the structure of the development team could impact the transfer of ownership for the property.