WAYNE STATE UNIVERSITY

STUDENT HOUSING DEVELOPMENT PROJECT
MANDATORY PRE-PROPOSAL MEETING
FEBRUARY 9, 2016

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WAYNE STATE
EST. 1868

programmanagers.com
1. Introductions
2. Opportunity Overview
3. Selection Process
4. Offeror Submissions
5. Project Site Tours
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INTRODUCTIONS
WAYNE STATE UNIVERSITY
DETOUR, MICHIGAND

Public research university founded in 1868
- One of nation’s 50 largest public universities
- Carnegie Classification: Research university (very high research activity)
- 13 colleges / schools with 380 academic programs offered
- 245,000+ alumni internationally

27,222
Enrollment
Fall 2015

3,100
On-campus
Bed Capacity
Fall 2015

99.6%
Occupancy Rate
Fall 2015

+12%
Fall 2016 Admits
National program management firm
- 10 offices nationwide
- Clients include colleges and universities, PK-12 school districts, professional sports organizations

Specialization in higher-education
- Planned 450+ student housing projects on 275+ campuses
- Resulted in 100,000+ beds and 25M GSF of residential space

Development Advisor to Wayne State
Wayne State University completed a 10-year Student Housing Master Plan in January 2016.

The Plan includes:

- Construction of 838 apartment-style beds with ground-level retail
- Demolition of existing 206,500 GSF student apartment building
- Renovation of existing 2,852 beds / 5 buildings / 996,000 GSF

Completion of the Plan targeted for fall 2026:

- New construction delivered in two phases, first opening in fall 2018 and second in 2019
- Demolition completed in fall 2019
- Renovations of existing housing sequenced and completed in coordination with Wayne State
# Opportunity Overview

**Anticipated Phasing Schedule**

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2017-18</strong></td>
<td>New</td>
<td>New</td>
<td>New</td>
<td>New</td>
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<tr>
<td><strong>2018-19</strong></td>
<td>Reno - M</td>
<td>Renovated</td>
<td>Renovated</td>
<td>Renovated</td>
<td>Renovated</td>
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<tr>
<td><strong>2019-20</strong></td>
<td>Construction</td>
<td>New</td>
<td>New</td>
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<td>New</td>
</tr>
<tr>
<td><strong>2020-21</strong></td>
<td>Demo</td>
<td>Off-line</td>
<td>Off-line</td>
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<tr>
<td><strong>2021-22</strong></td>
<td>New</td>
<td>New</td>
<td>New</td>
<td>New</td>
<td>New</td>
</tr>
</tbody>
</table>

- **Thompson Home**
  - Construction
  - Reno - M
  - Renovated
  - Renovated
  - Renovated

- **Anthony Wayne Drive (Phase I)**
  - Construction
  - New
  - New
  - New
  - New

- **Deroy**
  - Existing
  - Existing
  - Demo
  - Off-line
  - Off-line

- **Anthony Wayne Drive (Phase II)**
  - Construction
  - New
  - New
  - New
  - New

- **Chatsworth**
  - Existing
  - Existing
  - Existing
  - Reno - H (off)
  - Renovated

- **University Towers**
  - Existing
  - Existing
  - Existing
  - Existing
  - Reno - M

- **Ghafari**
  - Existing
  - Existing
  - Existing
  - Existing
  - Existing

- **Atchison Towers**
  - Existing
  - Existing
  - Existing
  - Existing
  - Existing
## Opportunity Overview

### Anticipated Phasing Schedule

<table>
<thead>
<tr>
<th></th>
<th>FY 2023/24</th>
<th>FY 2024/25</th>
<th>FY 2025/26</th>
<th>FY 2026/27</th>
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</thead>
<tbody>
<tr>
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<td>Renovated</td>
<td>Renovated</td>
</tr>
<tr>
<td>Anthony Wayne Drive (Phase I)</td>
<td>New</td>
<td>New</td>
<td>New</td>
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<tr>
<td>Deroy</td>
<td>Off-line</td>
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<td>Off-line</td>
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<tr>
<td>Anthony Wayne Drive (Phase II)</td>
<td>New</td>
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<td>New</td>
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<tr>
<td>Chatsworth</td>
<td>Renovated</td>
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<td>Renovated</td>
<td>Renovated</td>
</tr>
<tr>
<td>University Towers</td>
<td>Reno - M</td>
<td>Reno - M</td>
<td>Reno - L</td>
<td>Renovated</td>
</tr>
<tr>
<td>Ghafari</td>
<td>Existing</td>
<td>Existing</td>
<td>Reno - L</td>
<td>Renovated</td>
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<td>Atchison</td>
<td>Existing</td>
<td>Existing</td>
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<td>Reno - L</td>
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<td>Towers</td>
<td>Existing</td>
<td>Existing</td>
<td>Existing</td>
<td>Reno - L</td>
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</table>
Wayne State University seeks to select a qualified Private Entity to implement its Plan in whole or in part.

Wayne State requires the Private Entity to propose a transaction structure that is most advantageous to the University.

Selected Private Entity shall design, build, and fund the Plan’s implementation and may negotiate operation and maintenance scopes.
OPPORTUNITY OVERVIEW
DEFINITION OF SCOPE OPTIONS

A Scope (A): Implementation of the Plan in its entirety – new construction, demolition, & renovations

B Scope (B): Implementation of new construction & demolition ONLY

C Scope (C): Implementation of either Scope (A) or Scope (B), based on University’s preferred scope
**SELECTION PROCESS**

**RFP ADDENDA**

- RFP issued to solicit detailed proposals from interested Private Entities
  - Proposals due by March 14, 2014, at 2:00 P.M.
  - Evaluation will be based on compliance to RFP requirements and solutions proposed to implement the Plan

- Shortlist of qualified Private Entities will be identified
  - Required to respond to Wayne State’s key considerations for student housing
  - Present to & engage Wayne State on proposed concept

- Finalists selected to negotiate from among shortlisted firms
1. RFP Distribution: February 1, 2016
2. Pre-proposal Meeting: February 9, 2016, 11 A.M.
3. Offeror Question Deadline: February 22, 2016, 5 P.M.
4. Submission Deadline: March 14, 2016, 2 P.M.
5. Notification of Short-list: Week of April 4, 2016
7. Finalists Selected: Week of April 25, 2016
Refer to Section 11 of the RFP for detailed submission requirements.

All proposing Entities (Scopes A, B, & C) must submit information required in Tabs 1-10, including:
- Cover letter with statement of scope interest / capability
- Firm history / economic capacity of Private Entity
- Budget, schedule, pro forma for New Development
- Proposed transaction structures and sources of funds

Entities responding to Scopes A or C must also submit information required in Tab 11.

Additional, voluntary information in Tabs 12-13 submitted at proposing Entities’ discretion.
Addenda will be issued no later than five (5) days before the submission deadline.

Anticipated addenda to include:

- **Appendix B**: Site Inventory Portfolio (New Development)
- **Appendix J**: Supplement Information for Existing Housing (Renovations)

Responses to written and pre-proposal questions will be issued periodically.
All submissions must be delivered to:
Rachel Lynn, Senior Project Manager
Brailsford & Dunlavey, Inc.
500 Griswold Street
Suite 2310
Detroit, Michigan 48226

Ten (10) hardcopies and one (1) electronic copy of the submission package

Submission deadline: March 14, 2016, at 2:00 P.M.
PROJECT SITE TOURS
PROJECT SITE TOURS

SCHEDULE

- Tours to follow information session at 11:50 A.M.
  1. New Development site on Anthony Wayne Drive
  2. Helen L. DeRoy Apartments
  3. Chatsworth Apartments

- Tours will commence in 25-minute intervals: 11:50 A.M., 12:15 P.M., 12:40 P.M.
  - Attendees will rotate among project sites
  - Sites staffed by Wayne State’s Housing & Residence Life / Facilities Planning & Management Department

- Campus maps provided
PROJECT SITE TOURS

SITE TOUR GROUPS

◆ Group A
  - American Campus Communities
  - EdR
  - The Christman Company
  - Above the Fold
  - La Salle Inc.

◆ Group B
  - Walbridge
  - Hallmark Campus Communities
  - Rise Real Estate
  - Giffels Webster
  - MVP Partners LLC

◆ Group C
  - Neumann / Smith Architecture
  - Sterling Group
  - Corvias Campus Living
  - Peter Basso Associates
  - Servitas
  - Other
Verbal statements or instructions during the site tours will not constitute an addendum to this RFP. Private Entities are encouraged to hold their questions until after the tours and direct them to Rachel Lynn in writing.

Subsequent visits to the project sites, if desired by the Private Entities, will require prior approval by the University and coordination through Rachel Lynn. Failure by any Private Entity to comply with this notification requirement may result in disqualification from this RFP process.
QUESTIONS & ANSWERS

STUDENT HOUSING DEVELOPMENT PROJECT
WAYNE STATE UNIVERSITY

All written questions must be directed to:
Rachel Lynn
Senior Project Manager
Brailsford & Dunlavey, Inc.
rlynn@programmanagers.com

Deadline for written questions: February 22, 2016,
at 5:00 PM