

# REQUEST FOR STATEMENT OF INTEREST

## REDEVELOPMENT OPPORTUNITY



**92 West Main Street  
Benton Harbor, MI**

Issued: June 19, 2019

Closed: July 31, 2019



**Cornerstone Alliance**  
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# REQUEST FOR STATEMENT OF INTEREST

## Downtown Redevelopment Opportunity

### 92 West Main Street, Benton Harbor, Michigan

## Introduction

Cornerstone Alliance, Berrien County's lead economic development agency, invites developers and established proprietors to submit a statement of interest for the purchase and redevelopment of a prime real estate parcel on West Main Street in the downtown Benton Harbor.

Cornerstone Alliance is searching for a reputable, experienced developer who seeks a new location in Michigan's GREAT Southwest. Located just off the banks of Lake Michigan and within a 90 minute drive to such metropolitan areas as Chicago, IL, South Bend/Elkhart, IN, Grand Rapids, MI, and Kalamazoo, MI, Benton Harbor is poised for growth.

## The Benton Harbor Market

The Niles-Benton Harbor Metropolitan Statistical Area (MSA) is a prime location for a proprietor who wants to establish themselves or expand their footprint. Demand is high. While nearly 155,000 residents live here, the summertime population swells as tourists from all over the Midwest come to enjoy over 40 miles of beautiful Lake Michigan coastline, with 3 public beaches within a few miles of the project site. In addition to its lakefront location, Southwest Michigan is also known as the fruit and wine capital of Michigan, with 18 vineyards and wineries in the area that capture over \$35.2 million in annual tourism expenditures.



Berrien County is home to Whirlpool Corporation, the largest home appliance manufacturer in the world. Benton Harbor is home to Whirlpool's Global and North American Headquarters, in addition to several technical campuses that support Whirlpool's Laundry, Dishwasher, and Refrigeration divisions, to name a few. Berrien County's largest employer, Spectrum Health Lakeland, is a Top 15 hospital that recently merged with Grand Rapids-based Spectrum Health, one of Michigan's largest not-for-profit health systems.

**Large Employers in Berrien County Include:**

- Whirlpool Corporation
- Spectrum Health Lakeland
- Andrews University
- Four Winds Casino
- Indiana Michigan Power/Cook Nuclear Plant
- Leco Corporation
- Berrien County Government
- Modineer Company
- Chassix
- JVIS USA, LLC



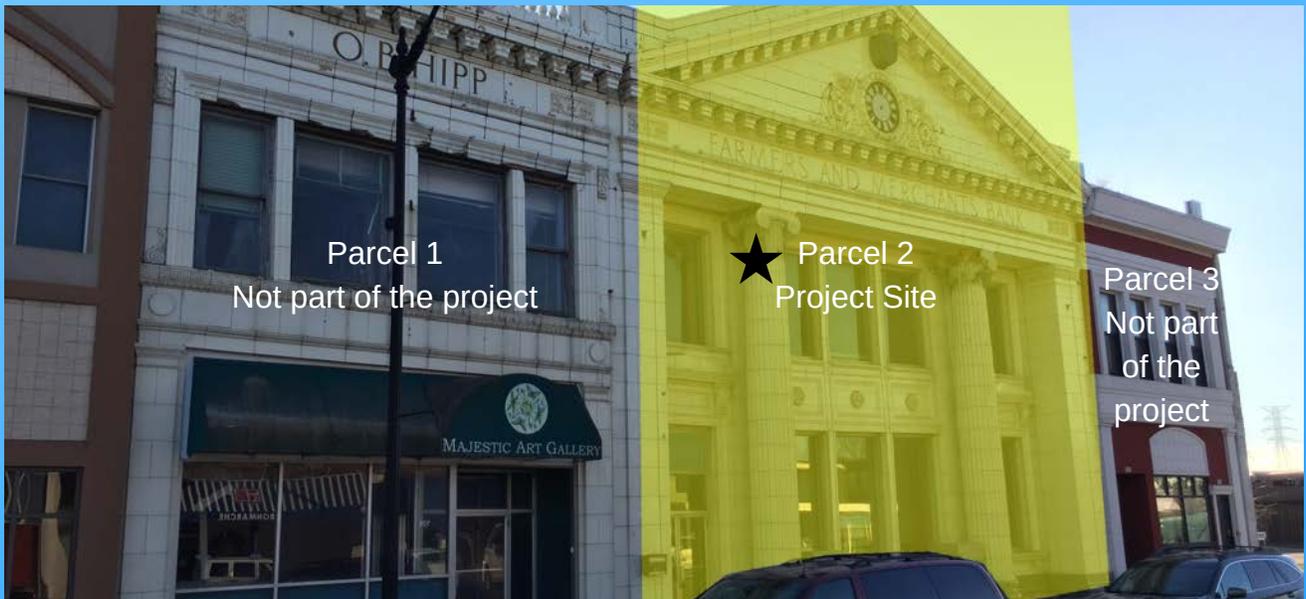
Source: Spectrum Health Lakeland



## Site Info

The historic Farmers and Merchants Bank (F&M) building is located at 92 West Main Street in the heart of downtown Benton Harbor and presents a unique opportunity for redevelopment. With its neo-classical facade, the two-story, 12,500 square foot building sits on a 50 x 130 square foot lot. The building dates back to the 1880's and features a marble staircase, two Mosler bank vaults on the main floor, a basement, an elevator, and dumb waiter.

The bank building consists of 3 separate parcels as shown on the photos below. The site that is referenced in this Request for Interest consists of the middle parcel only, referred to below as Parcel 2.



# Main Street Redevelopment Plan

The F&M site is a key component of Cornerstone Alliance's plan for the resurgence of downtown Benton Harbor. Commonly referred to as the "Main Street Plan," the plan includes strategic investment in several key buildings on Main Street between Pipestone Street and Eighth Street.

The first project completed as part of the Main Street Plan occurred in 2016 with the redevelopment of 80 W. Main Street, which is the site of Cornerstone Alliance's business office. The second project to occur, and currently under construction, is the renovation of the historic Sheffield Building at 132 Pipestone Street. Once completed, this mixed-use building will contain four upper story lofts with restaurant space on the first floor.

The third project that is currently in the development phase is the redevelopment of the vacant Harbor Center Building at 126 Pipestone Street, on the corner of W. Main Street and Pipestone Street. The plan calls for redeveloping the 2-story building into a mixed-use space with loft-style apartments and commercial spaces on the ground floor.

We have some exciting news! Beginning in June 2019, the F&M Building will undergo a 3-month facade renovation project that will consist of the cleaning and restoration of the original terracotta facade and the installation of new windows and doors. In addition, Cornerstone has partnered with NBA Star and Benton Harbor native, Wilson Chandler, owner of the "O.B. Hipp" (Parcel 1 in the photo above) portion of the building, to manage the restoration of that facade as well. See page 8 for the project schematic.

## F&M Facade Renovation

### Facts

- *Project consists of restoring the original building facades, new windows and doors at the F&M and O.B. Hipp Buildings.*
- *F&M Building (~12,500 sq. ft.) and O.B. Hipp Building (~6,000 sq. ft.)*
- *\$250,000 Total Budget (funded by Wilson Chandler and Cornerstone Alliance)*
- *Work to commence in June 2019, and take approx. 3 months to complete.*

**Your project at the historic F&M Building can be the centerpiece to in the city's continued resurgence!**

# Site Highlights

**Just some of the highlights of the F&M Building site include:**

*Convenient access to I-94, downtown St. Joseph, and Lake Michigan beaches*

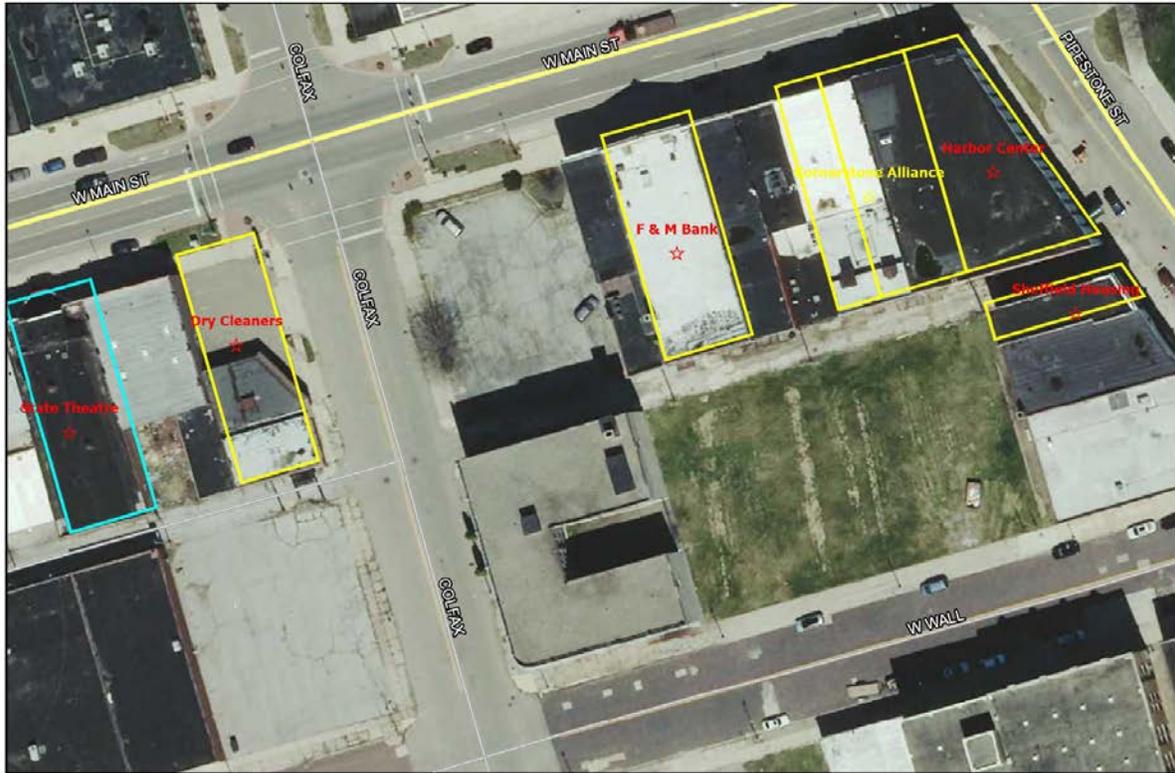
*Close to popular tourist attractions, shopping and 12 hotels, many of which are newly built, such as The Inn at Harbor Shores, SpringHill Suites, Hilton Garden Inn, Holiday Inn Express, The Boulevard Inn & Bistro, and Staybridge Suites.*

*Within walking distance to the Benton Harbor Arts District, home to a variety of unique art galleries and studios, shops and boutiques, restaurants, and residential apartments.  
[www.newterritoryarts.org/index.html](http://www.newterritoryarts.org/index.html)*

*Within walking distance to the Harbor Shores Resort, which includes the Harbor Shores Golf Club, a Jack Nicklaus Signature Course and home to the KitchenAid Senior PGA Championship; the Inn at Harbor Shores; and six Harbor Shores residential communities.*



## Main Street Development



Project Main Street  
11.28.2018

## Plan for Revitalized Building Facades



## Current View





**F&M Building Facade  
Renovation Plan  
(to begin June 2019)**

## Minimum Requirements

- Cornerstone Alliance seeks developers or proprietors interested in revitalizing the historic F&M Building by creating a unique destination experience.
- Cornerstone Alliance is most interested in projects that include commercial, retail, grocery, or residential uses for this building or, a mixture of those uses. Preference will be given to proposals that include an "activity generator", a use that attracts people to live, work, and/or play downtown, year round, day and night, as well as other downtown investment.
- Preference will be given to developers or proprietors with successful experience planning, developing, establishing, opening and operating the proposed use.
- Preference will be given to for-profit uses.
- Proposals must be unique and deviate from options already available in the Benton Harbor/St. Joseph area - whether in ambiance, offerings, business model, or otherwise.
- Applicants are not required to be Michigan based.

## Other Considerations

- By the end of 2019, Cornerstone Alliance will have invested \$400,000 - \$500,000 in the building. Cornerstone Alliance is prepared to offer up to \$100,000 in flexible project assistance. Potential incentives depend on the project and individual needs.
- Cornerstone Alliance will provide the developer with assistance in obtaining other available financial incentives.
- Cornerstone Alliance has access to sites throughout Berrien County. The developer is **not** limited to the featured property, however, financial incentives may not be available for other sites.
- Proposed renovation and/or demolition plans for the building facade must take into consideration the historic building elements, including those of surrounding buildings.
- Any appraisal, survey, legal, market, architectural, engineering or other costs shall be incurred by the developer.
- Stronger consideration may be given to proposals that include a grocery, brewery, or winery, or other commercial/mixed use component.
- Stronger consideration will be given to minority-owned and woman-owned businesses and the use of local contractors.

# Submittal Requirements and Timeline

The following process is required for all interested developers:

1. *STATEMENT OF INTEREST*: Interested developers must submit the Statement of Interest Google form located on the Cornerstone Alliance website at <http://bit.ly/2wbqGo2>. **All replies must be received by close of business (5:00 pm EST) on July 26, 2019.** Statements of Interest received after the deadline will not be considered. REQUIRED.
2. *BUILDING TOURS*: Based on responses received in the Statement of Interest, Cornerstone Alliance will send an e-mail to developers inviting them to tour the F&M building. **Tours will take place July 8 - July 25, 2019, Monday through Friday, between the hours of 8:00 am and 3:00 pm EST only. No Exceptions!** A staff member will contact you by email to schedule a tour. TOURS ARE OPTIONAL. Note: Only those who stated in the Statement of Interest that they would like to tour the building will be contacted to schedule a tour.
3. *REQUEST FOR PROJECT PROPOSALS (RFP)*: Upon review of the Statement of Interest, select developers will be provided with a copy of the official Request for Proposal (RFP) by email. **All responses to the RFP must be received by close of business (5:00 pm EST) on July 31, 2019.**