

Detroit Land Bank Authority

500 Griswold, suite 1200,
Detroit, MI 48226 – (313) 974-6869

DLBA Proposal guidelines for Commercial Opportunities

1. Provide a brief statement of who you are and why you want to purchase the property. Please also include a proposed purchase price, contact information for the buyer (phone and email), and the name of the buyer or purchasing entity.
2. What is your development plan for the property?
3. What are your estimated renovation costs and development timeline for your project? A detailed scope of work is helpful.
4. How do you intend to finance the project? Please include proof of funds for at least the equity portion of the development costs in addition to pre-approval letters from lenders for construction loans if applicable.
5. Do you have any real estate development experience?
6. Do you plan on pursuing tax abatements for your project, such as the NEZ (Neighborhood Enterprise Zone), OPRA (Obsolete Property Renovation Act), or PA 210 (Commercial Rehabilitation Act)?
7. You are welcome to submit additional information that you think would be helpful when evaluating your proposal; such as: letters of support, a portfolio of past work, references, commitment to Detroit, etc.

Scoring Criteria

The DLBA evaluates offers using the following criteria: Price, Feasibility of Project, Experience, Financing, and Neighborhood Benefit. To receive points for Neighborhood Benefit, respondents must meet with neighborhood representatives and introduce their proposed project. Projects that offer tangible community benefit will receive additional points. The DLBA, and/or City of Detroit, can provide more information about active community organizations in each neighborhood. Lastly, points may be awarded for proposals where the applicant has included a certificate from the Office of Civil Rights, Inclusion and Opportunity for their business or company. More information about certificates offered can be found at their website

<https://detroitmi.gov/departments/civil-rights-inclusion-opportunity-department>

Tax Capture Disclaimer – 5/50

Buyers seeking certain tax abatements or lot combinations that conflict with the land bank's 5/50 tax capture may have to make an additional payment to the DLBA. After a Michigan land bank conveys property to a non-tax-exempt entity, the land bank receives 50% of taxes collected on that property for five years, known as a 5/50 (P.A. 260 & 261). The Assessor's office places properties sold by a land bank on a specific tax roll to process the tax capture. However, the Assessor's office also uses specific tax rolls for many abatements such as the NEZ, OPRA, PA 210, etc. Since the State of Michigan does not allow a property to be on two specific tax rolls at the same time, DLBA buyers need a 5/50 waiver from the DLBA before seeking applicable tax abatements and lot combinations. If buyers seek a waiver, the DLBA requests payment of the estimated five-year tax capture amount upfront.

