



## Real Estate Underwriting Professional Services - Grand Rapids Brownfield Redevelopment Authority

### **Questions**

1. Does the BRA have preferred industry benchmarks or comparison data sources when evaluating cost reasonableness, return thresholds, or market assumptions, or should the consultant rely on its own standards for testing key inputs?
  - a. *The BRA expects the scope of review to be proportional to the project's size and complexity and guided by industry standards used for comparable developments. Reviews should consider project-specific factors, including risk, market conditions associated with the project location, and neighborhood context. Because many BRA activities occur in coordination with State partners, return and debt-coverage thresholds may align with broader State expectations.*
  
2. To what extent is the consultant expected to engage directly with developers to clarify missing information or validate assumptions, verses relying solely on materials provided by City staff?
  - a. *The consultant is not expected to engage directly with developers. Economic Development staff will complete initial evaluations, assess project merits, and lead all developer communication. The consultant's role is to supplement staff capacity and support the accuracy and consistency of financial analyses.*
  
3. To what extent is the consultant expected to engage directly with developers to clarify missing information or validate assumptions, verses relying solely on materials provided by City staff?
  - a. *The selected consultant will be responsible for establishing a standard template for the final underwriting reports.*

4. To what extent is the consultant expected to engage directly with developers to clarify missing information or validate assumptions, versus relying solely on materials provided by City staff?
  - a. *Upon receipt of a complete application package, the expected review turnaround time is three (3) business days per project.*
  
5. Is the consultant expected to review and confirm compliance with applicable State and local funding and incentive program requirements (e.g., MSHDA Housing TIF, other state housing or brownfield programs), or is the underwriting scope limited to evaluating financial feasibility and reasonableness based on assumptions provided by the applicant and City staff?
  - a. *The consultant is not expected to verify compliance with State or local incentive program requirements. The scope of services is limited to evaluating financial feasibility and the reasonableness of assumptions provided by applicants and City staff.*