



6/23/2025

St. Johns - Townsend Road - Residential Development Opportunity

[Request for Proposal](#)

[City of St Johns](#)
[100 E. State St Suite 1100](#)
[989-224-8944](#)



REQUEST FOR PROPOSALS

St. Johns - Townsend Road - Residential Development Opportunity

PROPOSAL DEADLINE

July 18, 2025, 2:00 p.m.

Introduction

This Request for Proposals (“RFP”) is being issued by the City of St. Johns, Michigan (“City”) to select a qualified developer or development team (“Developer”) to design, construct, finance, purchase, own and sell the development of certain City-owned property described herein.

Project Overview

The “Project Area” consists of the following two tracts of land as identified as Clinton County parcel numbers 300-021-200-050-11 (Exhibit A) and 300-021-200-050-12 (Exhibit B). Parcel 11 is approximately 3.8 acres and Parcel 12 is approximately .5 acres. Both parcels are in close proximity of each other, with the realigned right-of-way for County Farm Road between both parcels. Access to Parcel 11 should be taken from Burbank Drive to the west.

Both parcels are zoned R-1, Low Density Residential.

Development Objectives

The City is seeing a Developer to bring in a single family residential subdivision similar to the surrounding residential. The proposed subdivision should comply with all applicable R-1 dimensional standards outlined in the City of St. Johns Zoning Ordinance. The City is not interested in engaging with a Developer for a density different than what is allowed in the R-1 zone district.

With the proposed development, the City contemplates the realignment of County Farm Road to line up with Swegles Street. The realignment would be required of the Developer. However, the City may consider contributing to the construction the realigned County Farm

Road, and such request should be identified as part of the submitted proposal. Water and sanitary sewer are located in the Burbank Drive right-of-way and it is anticipated that Parcel 11 will connect to utilities in Burbank Drive, which Parcel 12 will have access to water and sanitary sewer in Townsend Road and would be the responsibility of the Developer to connect to.

Coordination of electric, gas and other utilities will be the responsibility of the Developer.

Submittal Information

The following information shall be included in your proposal.

1. **Company Information.** Please provide company background, mission, completed and pipeline projects, and relevant information.
2. **Development Concept.** Provide a development concept for the subdivision including layout of roads, construction type and materials, etc.
3. **Financial Capability.** Although the final purchase price would be subject to negotiation, provide an estimate of the purchase cost of the land that would be anticipated. Relevant information should be included that demonstrates the Developers financial capability to execute the project.
4. **Affordability.** Provide information on anticipated cost of the housing product and its affordability in the area.
5. **Timeline.** Provide an anticipated timeline for project milestones, including due diligence, closing, financing, design and permitting, and construction. The timeline does not need to include specific dates, but should include anticipated time that each phase should take.

The City will coordinate possible interviews with selected firms submitting a proposal that meet the objectives of this RFP.

Submission Deadline:

Proposals are due by July 18, 2025 at 2:00 p.m. The proposals may be submitted via mail to the following address:

City of St. Johns Clerk
Attn: Townsend Road Residential Development RFP
100 E. State Street, Suite 1100
P.O. Box 477
St. Johns, MI 48879

or **electronically to Mindy Seavey, City clerk at mseavey@stjohnsmi.gov with the subject line noted RE: Townsend Road Residential Development RFP.**

Disclaimer for Electronic Submission:

The City shall not be held responsible for any technical difficulties encountered by respondents during the electronic submission of proposals. This includes, but is not limited to, issues related to internet connectivity, server downtime, file format compatibility, or any other technical malfunctions. Respondents are advised to ensure their proposals are submitted well in advance of the deadline to mitigate any potential issues. The City will not accept late submissions due to technical difficulties.

Evaluation Criteria

Each proposal will be evaluated based on the following criteria:

Criteria	Maximum Points
Company and team experience and qualifications	15
Creative and attainable concept	20
Affordability of housing	10
Financial plans and capacity	25
TOTAL:	70

Contact Information

If you have any questions, or require additional information, please contact Chad A. Gamble, P.E., City Manager, via email at cgamble@stjohnsmi.com or by phone at 989.224.8944, ext. 231.

All materials submitted become the property of the City of St. Johns and will not be returned. The City accepts no responsibility for costs incurred by the company in responding to this RFP. Proposals will be reviewed by City Staff and a recommendation will be forwarded to the City Commission for their consideration at the July 28, 2025 Commission meeting.