



Ferndale Schools RFP Response

February 25, 2016



www.RobertsonHomes.com

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1. Detailed Project Summary

Robertson Brothers Homes is pleased to provide this response to the Ferndale Schools' RFP for development of the former Taft and Wilson school sites in the City of Ferndale, Michigan. Our vision is to construct quality for-sale residential developments that would complement the current fabric of the built environment. On the Wilson site, Robertson proposes to construct its detached-garage single family product which is currently being constructed nearby at the former Royal Oak School District Administration building (Lexington on the Park). On the Taft site we propose to construct our attached single family townhome product currently under construction in Royal Oak near 11 Mile and Woodward (Sherman Oaks). The single family product consists of either three to four bedroom units, ranging from just over 2,000 livable square feet to 2,400 livable square feet, while the townhome product features two and three bedroom units averaging 1,500 livable square feet.

Robertson Brothers will be the primary developer of the property and will contract out consulting and contractor services to reputable third party entities. Names and resumes of Robertson Brothers staff that will be involved with the project are attached to this RFP. Potential third party partners include:

Architectural Services:	Alexander V. Bogarts + Associates; TK Design
Engineering Services:	Nowak Fraus; Atwell Group
Landscape Arch./Planning:	Land Design Studio
Environmental Consultants:	McDowell and Associates, ASTI

2. Concept Plans

Attached are conceptual plans as prepared by Land Design Studio indicating 30 single family units on the Wilson site and 62 townhome units on the Taft site. The overall density of the Wilson project will be approximately 7 dwelling units per acre. The overall density of the Taft project will be approximately 15 dwelling units per acre. Both developments are designed to utilize either existing storm sewer capacity or utilize the adjacent parks for drainage and retention purposes. The latter option would require coordination with the City of Ferndale on the location and design to accommodate the flows.

Following the site plan are conceptual elevations for both housing product types, which are under construction in several other Southeastern Michigan communities including Royal Oak, Troy, Wixom and the Village of Milford.

Ferndale Schools RFP Response, February 25, 2016
Robertson Brothers Homes

CONCEPTUAL SITE PLANS (Following Pages)



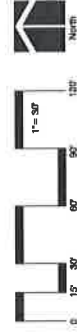
Wilson Site

Site Data:

Development Area +/- 4.25 Ac.
Total Units 30 Du.
Density 7.06 Du/Ac.

Single Family Lot Information:

- Corner Lot Width: 50' & 54'
- Typical Lot Width: 42' & 45'
- Min. Lot Depth: 110'



Conceptual Site Plan

City of Ferndale, Michigan

Prepared For: Robertson Brothers Homes
6905 Telegraph Road - Suite 200
Bloomfield Hills, MI
(248) 282-1454

Prepared By: Land Design Studio
18161 W. Thirteen Mile Road - Suite B-4
Southfield, MI
(248) 594-3220

February 2016



SAMPLE SINGLE FAMILY ELEVATIONS



SAMPLE TOWNHOME ELEVATIONS



3. Due Diligence

For each site, Robertson will be provided an initial one hundred and twenty (120) day due diligence period to review the property records and to conduct preliminary due diligence work on the site, including but not limited to municipal inquiries, soil investigations, title reviews and environmental investigations. Ferndale Schools agrees to provide Robertson access to the site and Robertson will provide the school district with proof of insurance and will commit to restore any damage to the site caused by its actions. Ferndale Schools will provide copies of all property files in its possession within ten days of signing a formal agreement.

Once all approvals are secured so that a pre-construction meeting can be scheduled as described below, Robertson will schedule a closing within thirty (30) days.

4. Financial Capabilities

Robertson Brothers Homes is a professionally managed home builder that has been developing communities in Southeast Michigan for 70 years. The company has demonstrated the ability to build quality homes throughout the region. Robertson works with an established group of internal and external equity investors on all its projects and currently uses Flagstar Bank as the primary acquisition, development and construction lender. The organization is fully capable of funding the development of the subject property. Robertson Brothers expects to close on approximately 120 single family and multi-family homes this year and over 150 in 2017, further demonstrating the financial stability of the company.

Robertson Brothers is a private company headquartered in Bloomfield Hills, MI.

5. Consents and Approvals needed for closing and timing

At the end of the initial due diligence period Robertson will advise the City of its intention to proceed or to terminate the agreement for either site. If Robertson elects to proceed they will be granted a six (6) month approval contingency period. If Robertson diligently pursues municipal approvals for each site during the contingency period and is unable to complete the process in six months they will be granted two additional thirty day extensions as necessary to complete the process. It is expected that the Taft property will require a rezoning to Multifamily or Planned Unit Development while the Wilson site may have a less lengthy approval process consisting only of site plan and design review.

6. Supplemental Information

Robertson Brothers has been in the new home building business in Southeastern Michigan for the past 70 years, starting by building homes in Royal Oak on lots left over from the Great Depression. Projects have included townhome, detached condominiums, single family, and mid-rise developments throughout the region. Notable past projects include Adams Woods and the Heathers community in Bloomfield Township, the Willits mixed-use building in Birmingham, Alexander Place in Royal Oak, Links at Fellows Creek in Canton Township, Northwyck in Troy, the Links of Northville, and Tribute at Wixom. Included within this RFP response is a list of selected completed projects for the past 70 years.

Individual resumes have been attached for primary team members. Robertson Brothers has consistently scored high customer satisfaction ratings and has been a solid contributing member of the local home building industry.

7. Purchase Offer

Taft Site

Robertson proposes to purchase the entire site for an overall price of \$464,000 or approximately \$100,000 per acre, provided approvals can be secured for a 62 unit townhome condominium community. The offer is contingent on receiving entitlement approvals to permit the housing product proposed for the development, including but not limited to: rezoning to PUD or Multiple Family districts, height restrictions, density allowances, lot size and configuration, and setback requirements. The terms in regard to timing for the entitlement approval contingency period is described in Section 3 above.

Additionally, this offer is contingent on Robertson Brothers securing Brownfield credits from the City of Ferndale equal to the cost of the demolition and installation of the new dedicated roads (as shown on the attached site plan) with a repayment schedule that is acceptable to Robertson, including the utilization of a revolving loan fund.

Robertson will escrow a \$15,000 refundable deposit with First American Title once a formal agreement of purchase is entered into between the parties. The deposit will remain refundable through the due diligence period. If Robertson elects to proceed after the due diligence period the initial deposit will be increased by \$10,000 to a total of \$25,000. At that time the entire deposit will become non-refundable unless rezoning and site plan approval is not granted for the agreed upon number of townhome units. Payments will be structured in two separate transactions. The first payment of 50% of the total sales price will be paid at closing and the remainder will be paid on the anniversary date of the first closing.

Wilson Site

Robertson proposes to purchase the entire site for an overall price of \$525,000 or approximately \$115,000 per acre, provided approvals can be secured for a 30 lot single family residential community. The offer is contingent on receiving entitlement approvals to permit the housing product proposed for the development, including but not limited to: density allowances, lot size and configuration, maximum lot coverage percentage, and setback requirements. The terms in regard to timing for the entitlement approval contingency period is described in Section 3 above.

Additionally, this offer is contingent on Robertson Brothers securing Brownfield credits from the City of Ferndale equal to the cost of the demolition and installation of the new dedicated road (as shown on the attached site plan) with a repayment schedule that is acceptable to Robertson, including the utilization of a revolving loan fund.

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Robertson Brothers Homes

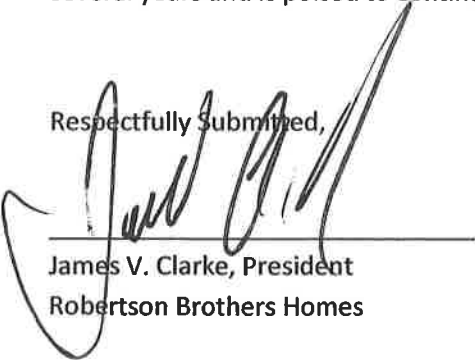
the initial deposit will be increased by \$10,000 to a total of \$25,000. At that time the entire deposit will become non-refundable unless site plan approval is not granted for the agreed upon number of single family units. Payments will be structured in two separate transactions. The first payment of 50% of the total sales price will be paid at closing and the remainder will be paid on the anniversary date of the first closing.

There is a possibility that additional units may ultimately be approved by the City of Ferndale for either site. In the event that this occurs, Robertson will pay an additional \$5,000 per unit gained on the Taft site and \$12,000 per unit gained on the Wilson site above what is currently reflected on the site plans provided. It is expected that pricing will be in the high \$100,000s for the Taft property and high \$200,000s for Wilson property, with both selling at a pace of two to three units per month. Construction would commence immediately following entitlement approvals and land closing.

Robertson will be responsible for payment of all third party costs for municipal approvals for the sites and will coordinate the approvals with the school district. If Robertson elects not to proceed with the development after securing the municipal approvals, the deposit will be forfeited and all work products will be turned over to the Ferndale Schools.

Robertson Brothers is pleased to submit this response to the Ferndale Schools' RFP for the former Taft and Wilson school sites. It is our intent to develop high quality developments that capitalize on the positive attributes that Ferndale has to offer. Robertson has been active in the immediate vicinity for several years and is poised to continue this pattern of success with the redevelopment of these sites.

Respectfully Submitted,



James V. Clarke, President
Robertson Brothers Homes

ROBERTSON BROTHERS

COMMUNITIES IN APPROVAL PROCESS

*For the latest community information visit our website at
www.RobertsonHomes.com*

<u>Name/Location</u>	<u>No. of Units</u>	<u>Product Type</u>	<u>Features</u>	<u>Status</u>
Milford Lakes Milford Township, MI	600	Mixed Community with Condominiums & Single Family Homes	Lakefront community offering on & off lake sites for condos & single family homes	Engineering Phase I
Orion Village Lake Orion, MI	33	20 Detached Condominiums 13 Townhomes	Existing mixed use development just off of I-75	Model Under Construction
Union Square Village of Milford, MI	24	Single Family Homes	Walking distance to downtown Milford	Model Under Construction
Colonial at Tribute Wixom Village Wixom, MI	86	Townhomes	Walking distance to downtown Wixom	Model Under Construction
Bradley Square Townhomes Troy, MI	30	Townhomes	Desirable Rochester Road location	Site Plan Approval
Normandy Oaks Royal Oak, MI	47 78	Single Family Homes Townhomes	Another quality infill development from Robertson Homes	Won RFP

ROBERTSON BROTHERS COMMUNITIES UNDER CONSTRUCTION

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<u>Name/Location</u>	<u>No. of Units</u>	<u>Product Type</u>	<u>Features</u>	<u>Status</u>
Oakhurst Clarkston, MI	SF- 40 CO- 28	Single-Family Homes & Detached Condominiums	Prestigious Arthur Hills Designed Golf & Country Club featuring upscale homes & condos	Sales began July 2011, Middlesboro phase sold out
Hills of Oxford Oxford, MI	52	Detached Condominiums	One level living condos within walking distance of downtown Lake Orion	Sales began April 2014, model home open
Charneth Fen Novi, MI	20	Attached Townhome Condominiums	Located in the desirable Novi school district, ½ mile north of I- 96 & Novi retail and walking distance to city parks	Sold out
Anthem at Tribute Wixom Village Wixom, MI	120	Single Family Homes	Walking distance to downtown Wixom	Models open October 2014
The Garden Villas at Cherry Hill Canton Township, MI	34	Detached Condominiums	Enclave of detached condominiums in prestigious Cherry Hill Village	Open for sales November 2014 Model home open
Lexington on the Park Royal Oak, MI	36	Single Family Homes	Adjacent to Royal Oak High School & the City's park complex	Open for sales February 15, 2015 Model home open
Spring Meadows New Hudson, MI	29	Single Family Homes	Excellent freeway access in Village of New Hudson	Sales began May 2015
Sherman Oaks Royal Oak, MI	37	Attached Townhome Condominiums	Walking distance to downtown Royal Oak	Sales began August 2015

ROBERTSON BROTHERS COMMUNITIES COMPLETED

*For the latest community information visit our website at
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<u>Name / Location</u>	<u>No. of Units</u>	<u>Features</u>	<u>Year Completed</u>
Adams Woods Bloomfield Township	359	Attached condominiums. Property includes a clubhouse, pool, tennis, heavily treed site.	1978
Hidden Woods Bloomfield Township, MI	24	Attached condominiums, gated community.	1980
Bingham Woods Bingham Farms	191	Attached condominium community including clubhouse, pool, tennis, nature trails, located on the Franklin River.	1986
Bingham Pointe Bingham Farms	29	Attached condominiums. Joint venture with office building developer.	1987
Hidden Ravines Birmingham, MI	20	Attached condominium community. In fill location, extraordinary topography.	1987
Hickory Glen Bloomfield Hills, MI	43	Attached condominium community. In fill location, unusual topography.	1988
Village Pines Beverly Hills	51	Attached and detached condominiums. Central location.	1988
The Heathers Bloomfield Hills, MI	433	Attached condominium community featuring private 9 hole golf course, clubhouse with dining room & bar, pool and tennis courts.	1994
TPC Dearborn, MI	20	Detached condominiums on Ford Motor Land's TPC golf course.	1994
Huron Chase Ann Arbor, MI	50	Attached condominiums. In town location, wooded site with a creek on three sides.	1995
The Links of Pheasant Run Canton Township, MI <i>(RBC selected via RFQ/RFP by Canton Township)</i>	218	An attached condominium, golf course community adjacent to Community Civic Center.	2000
Hancock Square Detroit, MI	12	Two 6 unit attached townhome buildings surrounding a private courtyard within the heart of midtown Detroit.	2001

ROBERTSON BROTHERS COMMUNITIES COMPLETED (CONT.)

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<u>Name / Location</u>	<u>No. of Units</u>	<u>Features</u>	<u>Year Completed</u>
Chatfield Commons Troy, MI	20	Luxury detached condominiums featuring first floor master bedrooms, European architecture and traditional neighborhood elements.	2002
Links of Northville Northville, MI <i>(RBC selected via RFQ/RFP by Wayne County)</i>	133	Attached condominiums. Arnold Palmer Golf Course Community. Pool Club and commons area within condominium site.	2003
Cressbrook Fourteen Mile Road Franklin, MI	22	Luxury detached condominiums overlooking the Franklin River and adjacent to the Village.	2003
Links West Canton Twp., MI	129	Attached condominiums. A continuation of our original Links project involving a cooperative effort with the municipality. A golf community with protected open space and clubhouse with pool.	2003
Northville Hollow Northville Twp., MI	24	Luxury detached condominiums located along a beautiful ravine	2004
The Ravines Joy Road Canton Twp., MI	60	Luxury detached condominiums surrounded by acres of preserved natural beauty, minutes from downtown Plymouth.	2005
The Brownstones at the Park Gross Pointe Park, MI	22	An infill project containing three building and 22 units clustered around a central park.	2005
The Willits Willits and Bates Birmingham, MI	58	Luxury mid-rise in downtown Birmingham with underground parking.	2006
Northwyck Rochester Rd. between South Blvd & Sq. Lake Troy, MI	170	An empty-nester community nestled alongside a beautiful wooded wetland in the heart of Troy.	2007

ROBERTSON BROTHERS COMMUNITIES COMPLETED (CONT.)

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<u>Name / Location</u>	<u>No. of Units</u>	<u>Features</u>	<u>Year Completed</u>
Links at Fellows Creek Lotz & Palmer Canton Twp., MI	300	Attached condominiums adjacent to Fellows Creek Golf Course within the Plymouth/ Canton school system.	2008
Saddlebrook Plymouth, MI	28	An enclave of detached condominiums nestled around a central park commons located minutes from downtown Plymouth	2010
Robertson In-Town Birmingham, MI	30	In-Town single family homes built throughout the greater downtown Birmingham area	2011
Lexington Place South Lyon, MI	38	Ranch & 1 ½ Story detached condominiums minutes from I-96 and close to charming downtown South Lyon	2012
The Links of Independence Independence, MI	138	Detached & attached condominiums. A golf course community minutes from downtown Clarkston and I-75 featuring a community clubhouse and pool.	2013
The Villas at Maple Creek Canton Twp, MI	44	Attached, four plex, slab ranch, age restricted condominium community	2014
Alexander Place Royal Oak, MI	21	Small lot, single family urban redevelopment just east of downtown Royal Oak	2014
Kilmer Place Troy, MI	16	Urban in-town development off Big Beaver Road Townhome Condominiums	2015

ADDITIONAL ROBERTSON COMMUNITIES

Adams Castle Bloomfield Bloomfield Township, MI	Charnwood Forest Troy, MI	Cherry Knoll Canton Township, MI	Colony Parks Farmington Hills, MI
The Crossings Oakland Township, MI	The Glens of Carlson Park Troy, MI	Hickory Heights Bloomfield Township, MI	Hickory Heights Woods Troy, MI
Maple Crest Royal Oak, MI	Northpointe I, II & III Troy, MI	Oak River Troy, MI	Pine Hill Troy, MI
Pinewood Canton, MI	The Shores of Long Lake Lake Orion, MI	Strawberry Hill Troy, MI	Whisperwood Bloomfield Township, MI

PAUL C. ROBERTSON, JR.
6905 Telegraph Road, Suite 200
Bloomfield Hills, MI 48301



EDUCATION

Registered Professional Engineer (Civil Engineering) October, 1968
University of Michigan: 1964 Graduate B.S. (Civil Engineering)
Treasurer, Inter Fraternity Council (IFC)
Member, Chi Epsilon (Civil Engineering, Scholastic Honorary)

Seaholm High School, 1960 Graduate - Class President

EXPERIENCE

Robertson Brothers Company, Bloomfield Hills, MI
Chairman 2004 – Present;
President, 1981 – 2004; Executive Vice President, 1976 – 1981;
Project Manager, Adams Woods Development, 1972 – 1976;
Estimator, 1969 – 1972

Townsend & Bottom, Ann Arbor, MI
Cost Engineer, 1964 - 1969

AFFILIATIONS

Republican State Central Committee Member, 1966 – 1968	The Heathers Club (Golf Club) Owner, 1988 – 1997 Member, 1988 – 2000
Builders Association of SE Michigan Board of Directors, 1975 – Present President, 1985	Pine Lake Country Club Membership Chairman, 1995 – 1997
Urban Land Institute, Member, 1985 – Present Residential Development Council Chair, 2000 – 2003 Detroit Dist. Council Exec. Committee, 2000 – Present	St. Joseph Mercy Hospital – Oakland Finance Committee, 1997 – Present
The Community House, Birmingham, MI Board of Directors, 1986 – 1992	Birmingham YMCA Board of Directors, 1999 – Present
Birmingham Athletic Club Board of Directors, 1988 – 1990 President, 1990	St. Joseph Mercy Hospital – Oakland Board of Directors, 2001 – Present
Sacred Heart Rehabilitation Center Board of Directors, 1990 – 1995	St. Joseph Mercy Hospital – Oakland Conference Committee, 2002 – Present

JAMES V. CLARKE
6905 Telegraph Road, Suite 200
Bloomfield Hills, MI 48301



EDUCATION

Registered Builders License

Registered Real Estate Broker License

Michigan State University 1980 Graduate

Bachelor of Science, Building Construction Management

Member Sigma Lambda Chi (Honor Society)

EXPERIENCE

Robertson Brothers Company, Bloomfield Hills, MI

(Residential Builder & Developer)

President: 2004 – Present;

Vice President: 1997- 2004;

Project Manager & Land Acquisition Director: 1993-1997

Land Acquisition Director: 1990-1993

The Dietz Organization, Birmingham, MI

(Income Property Sale Firm)

Investment, Analyst and Income Property Broker: 1983-1990

Hayman Company, Southfield, MI

(Office Management & Brokerage)

Leasing Specialist: 1983

Turner Construction Company, Detroit, MI

(General Contractor)

Field Engineer: 1981-1983

AFFILIATIONS

Builders Association of SE Michigan

Board of Directors

Sales & Marketing Council Member

Urban Land Institute

Residential Blue Council Member

Real Estate Roundtable

National Association of Home Builders

Builder 20 Group

Lighthouse of Pontiac

Path Board Member

Christ Church Cranbrook

Vestry Member

Building & Grounds Committee Member

Darian L. Neubecker
6905 Telegraph Road, Suite 200
Bloomfield Hills, MI 48301



EDUCATION

Central Michigan University 2005
Masters, Business Administration (Finance and Accounting)
Bachelor of Science, Business Administration (Accounting)
Member, Beta Alpha Psi (Accounting Honor Society)

EXPERIENCE

Robertson Brothers Company, Bloomfield Hills, MI
(Residential Builder & Developer)
Controller: 2007 - Present

Plante Moran PLLC, Auburn Hills, MI
(Regional Public Accounting Firm)
Tax Staff: 2005 - 2007

PricewaterhouseCoopers LLP, Detroit, MI
(International Public Accounting Firm)
Audit Staff: 2005

AFFILIATIONS

Michigan Association of Certified Public Accountants
Member

American Institute of Certified Public Accountants
Member

TIM M. LOUGHRIN
6905 Telegraph Road, Suite 200
Bloomfield Hills, MI 48301



EDUCATION

Registered Builders License

Arizona State University 2004 Graduate
Master of Business Administration (MBA)

Arizona State University 1999 Graduate
Bachelor of Science in Urban Planning

EXPERIENCE

Robertson Brothers Company, Bloomfield Hills, MI
(Residential Builder & Developer)

Manager of Land Acquisition and Development: 2014 – Present

Plante Moran, Southfield, MI

Consulting Manager: 2011-2014

Richmond American Homes, Scottsdale, AZ

Land Acquisition/Purchasing: 2010-2011

ReSEED Advisors, Phoenix, AZ

Principal: 2009-2010

Pulte Homes, Scottsdale, AZ

Land Project Manager: 2004-2009

City of Peoria, AZ

Planner: 1999-2004

AFFILIATIONS

Builders Association of SE Michigan

Urban Land Institute

CFMA

A NAME THAT WILL LAST FOR GENERATIONS



CORPORATE OFFICES
6905 Telegraph Road
Suite 200
Bloomfield Hills, Michigan 48301
(248) 644-3460
www.RobertsonHomes.com

SHERMAN OAKS

Exterior Elevation



RB
ROBERTSON
BROTHERS
HOMES

www.RobertsonHomes.com

All information herein was accurate at the time of publication. We reserve the right to make changes in price, specification, or materials, or to change or discontinue models without notice or obligation.

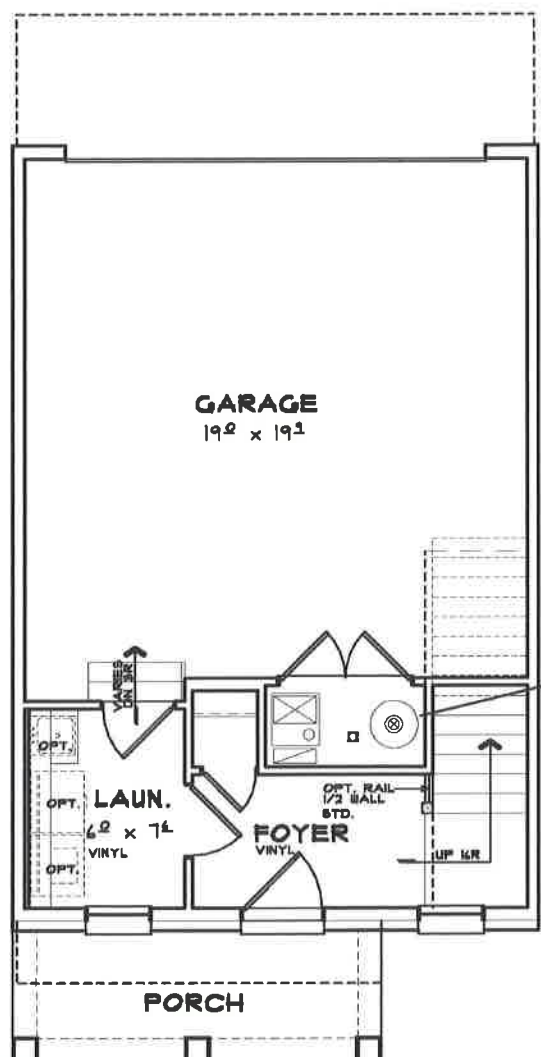


SHERMAN OAKS

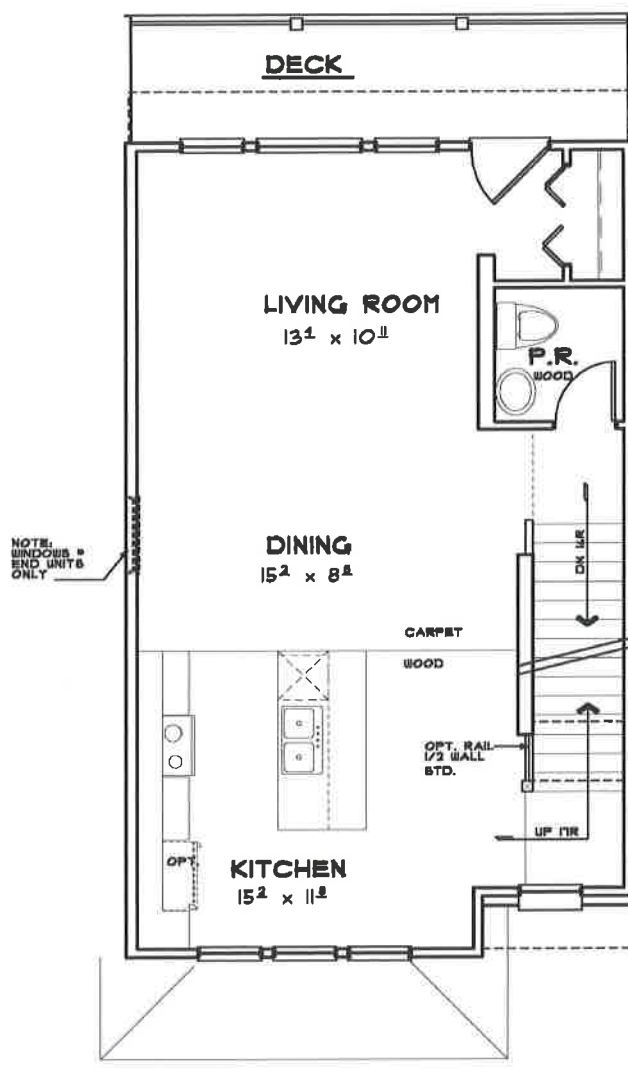
The Glendale

1,499 sqft.

Entry Level

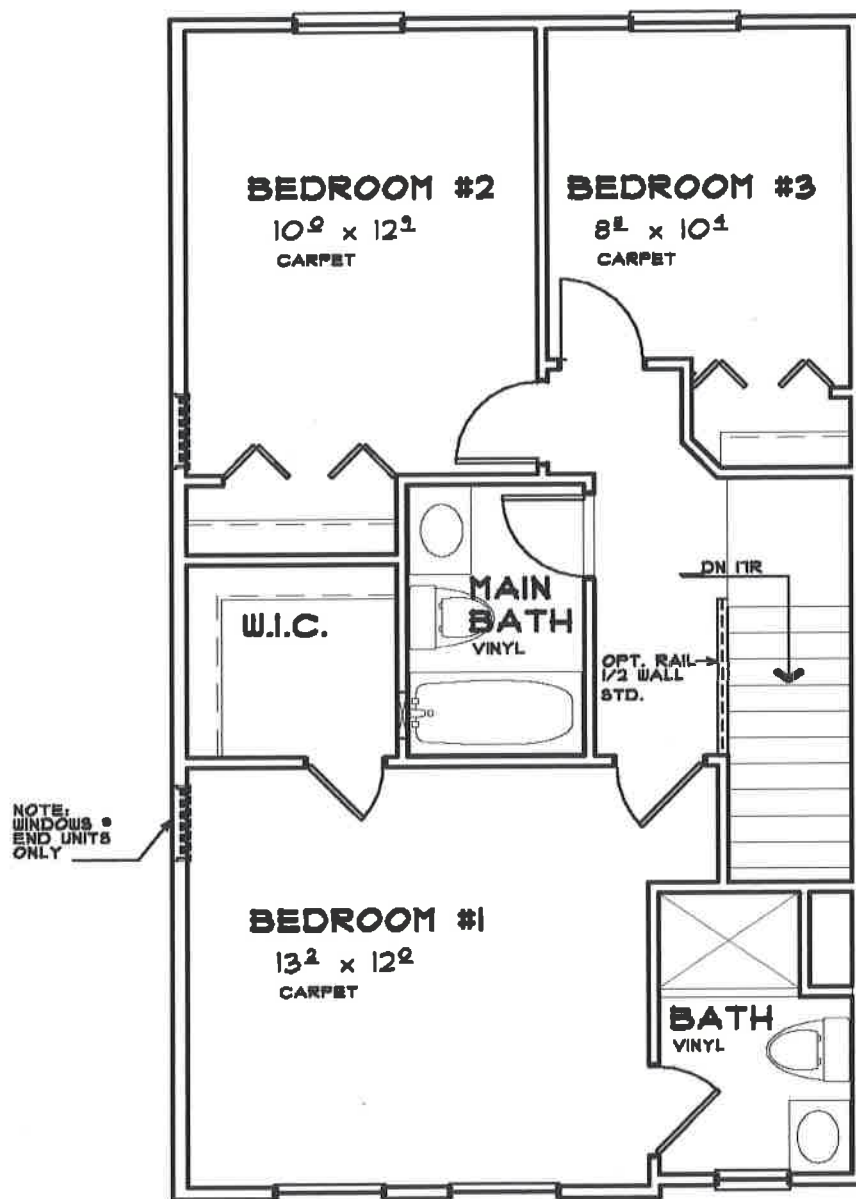


Main Level



SHERMAN OAKS

The Glendale *Bedroom Level*

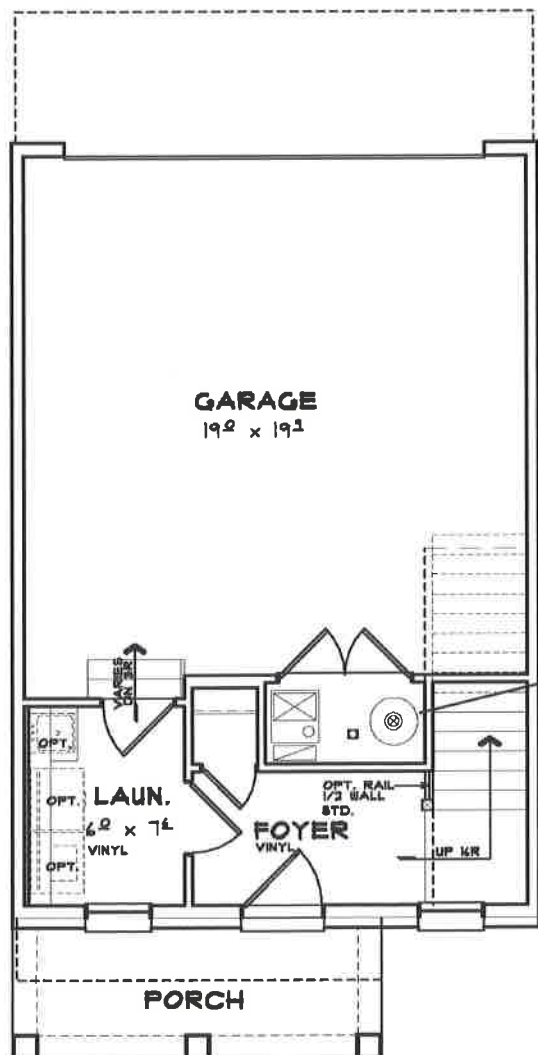


SHERMAN OAKS

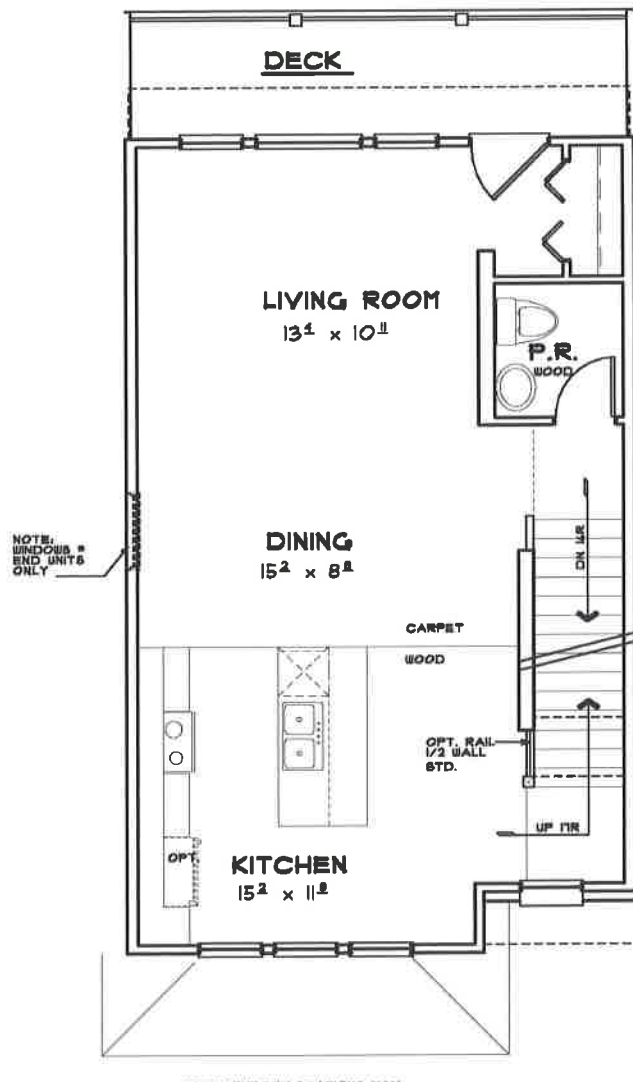
The Elmhurst

1,499 sqft.

Entry Level

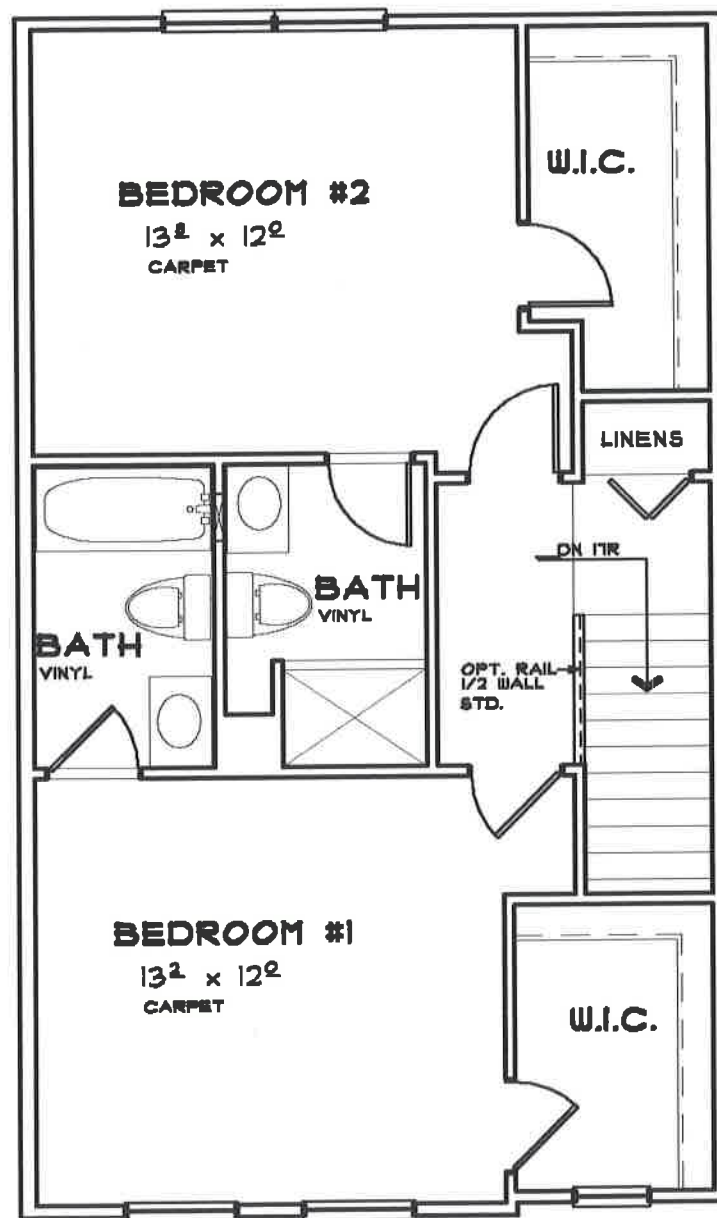


Main Level



SHERMAN OAKS

The Elmhurst *Bedroom Level*





The Winchester

Elevations



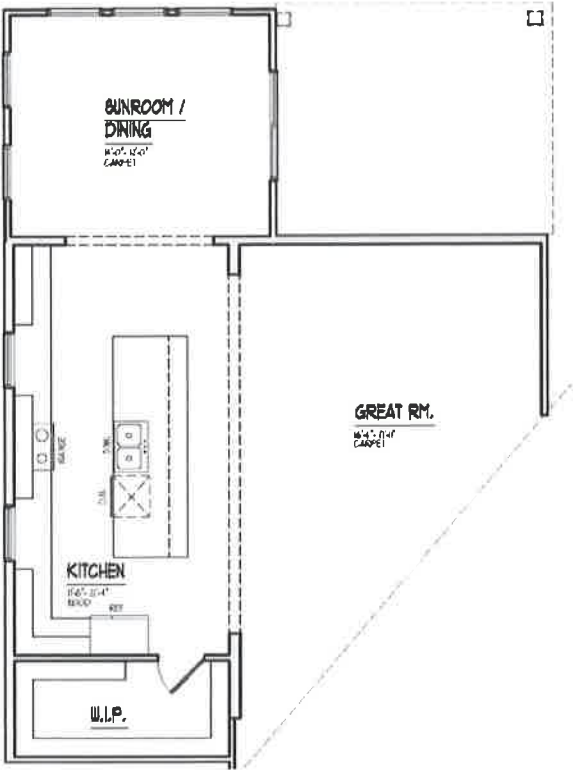
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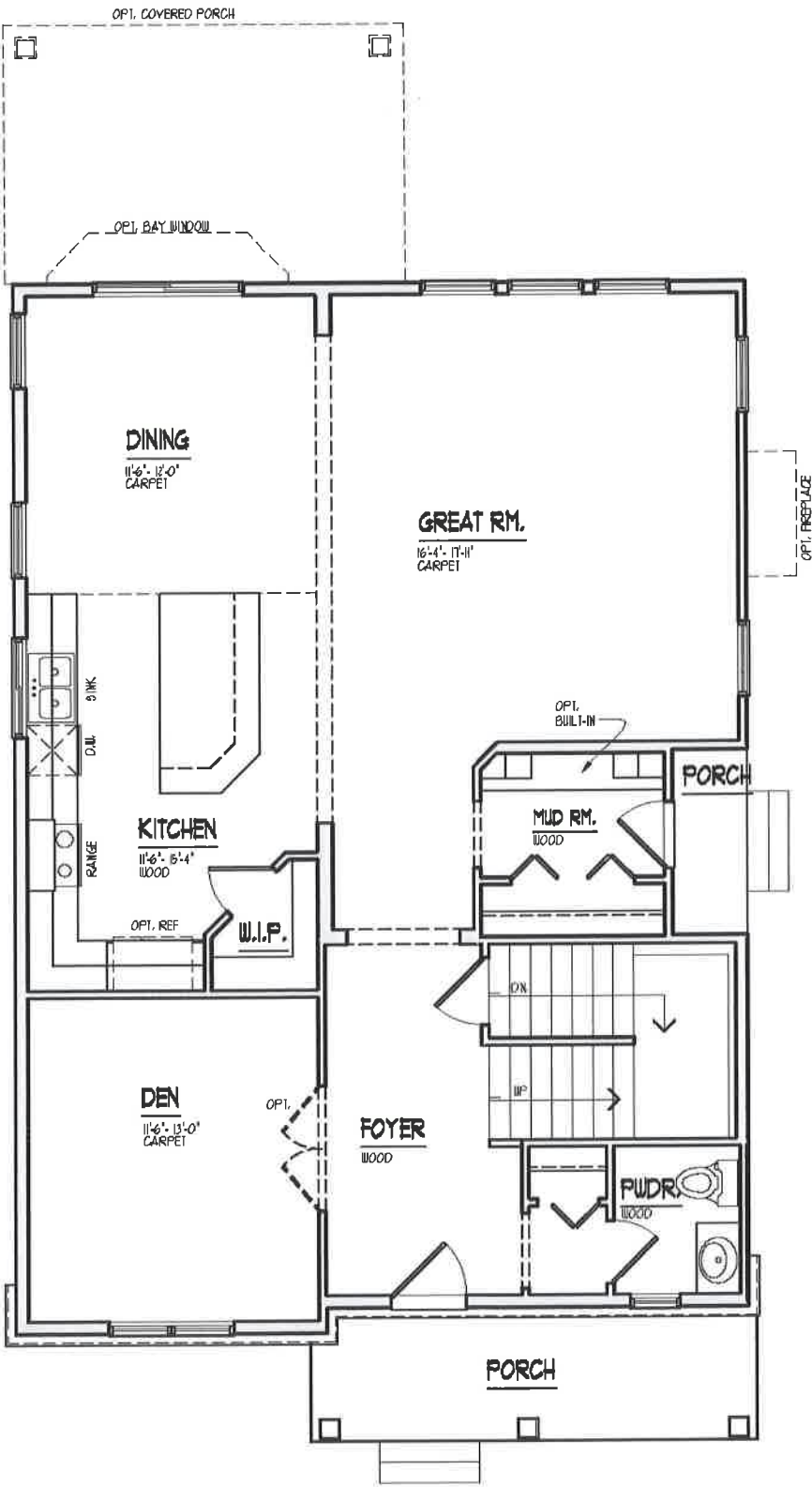


The Winchester

2,936 sqft

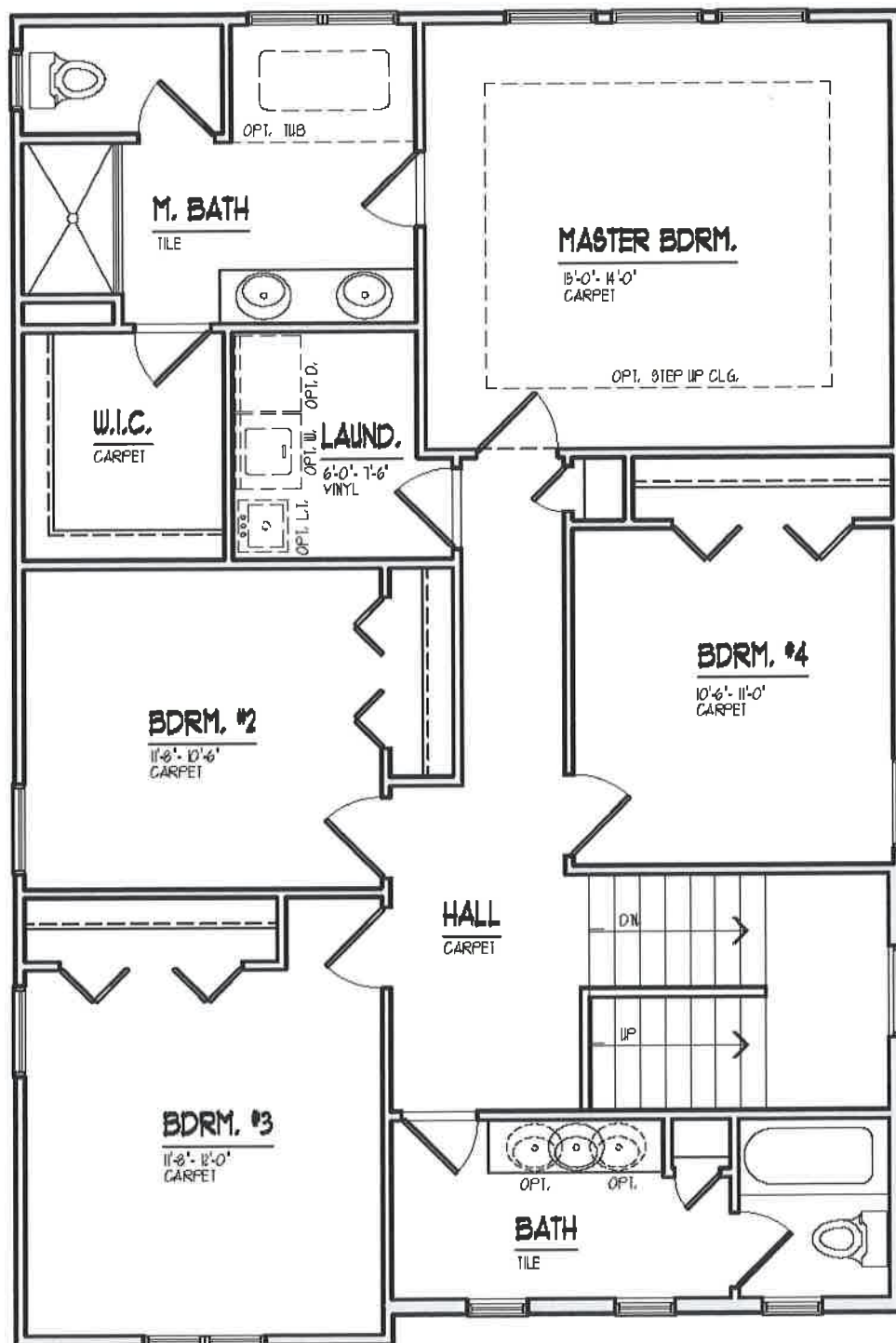


Optional
Sunroom/Dining Rm



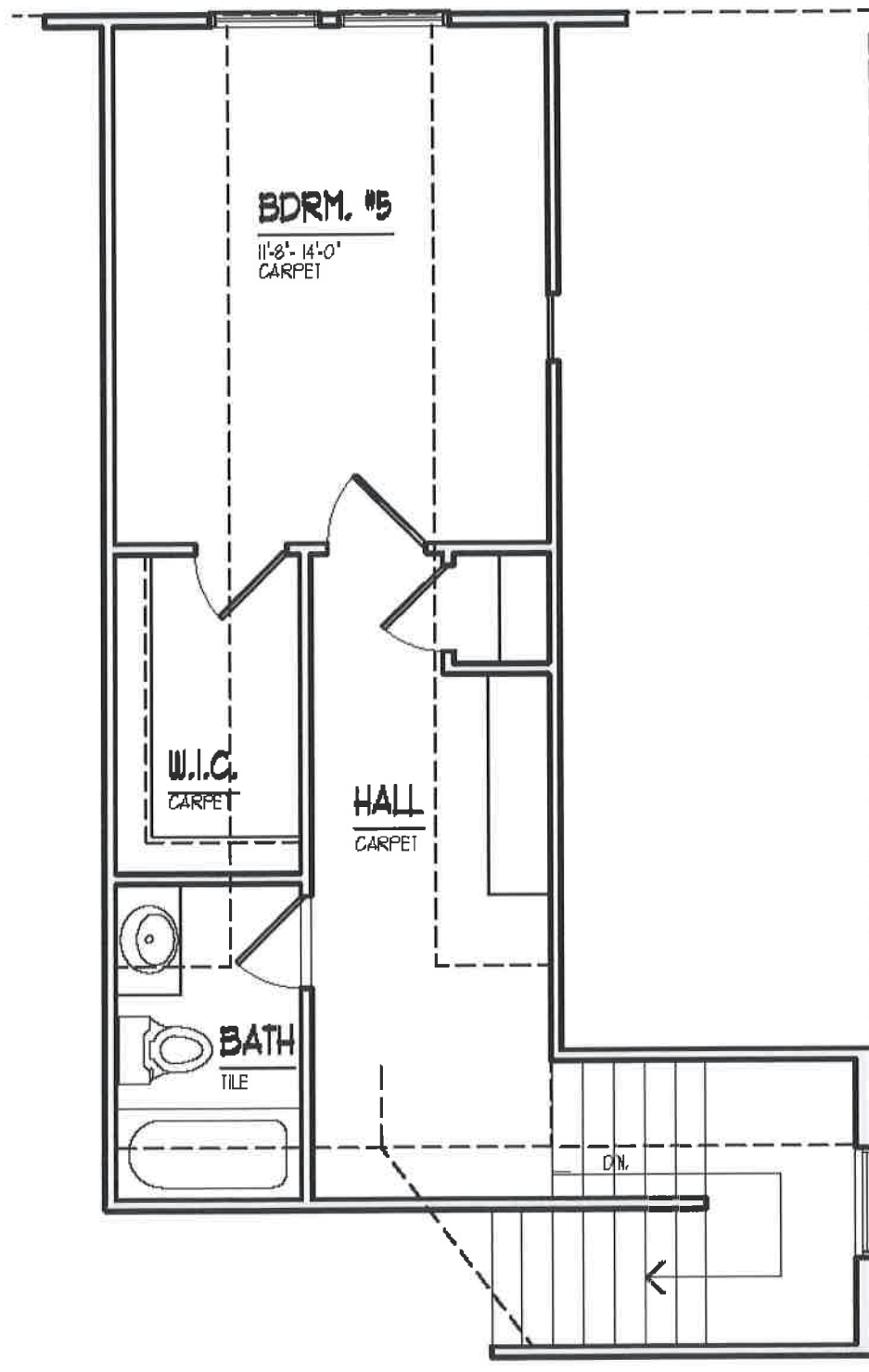
The Winchester

Second Floor



The Winchester

Third Floor





The Princeton Elevations



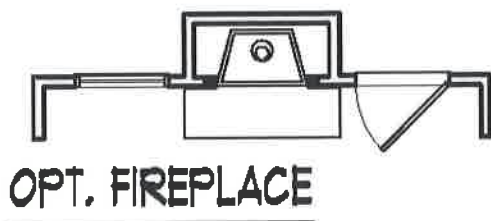
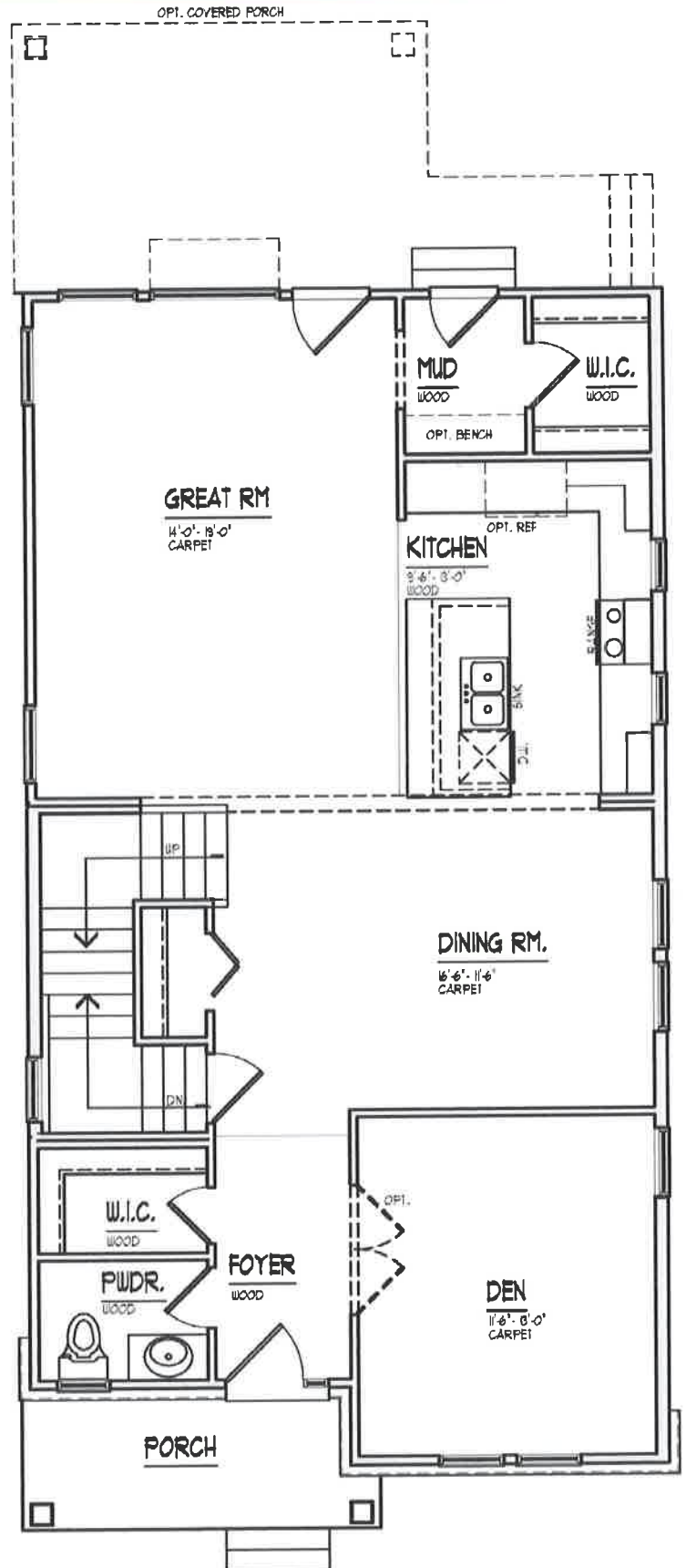
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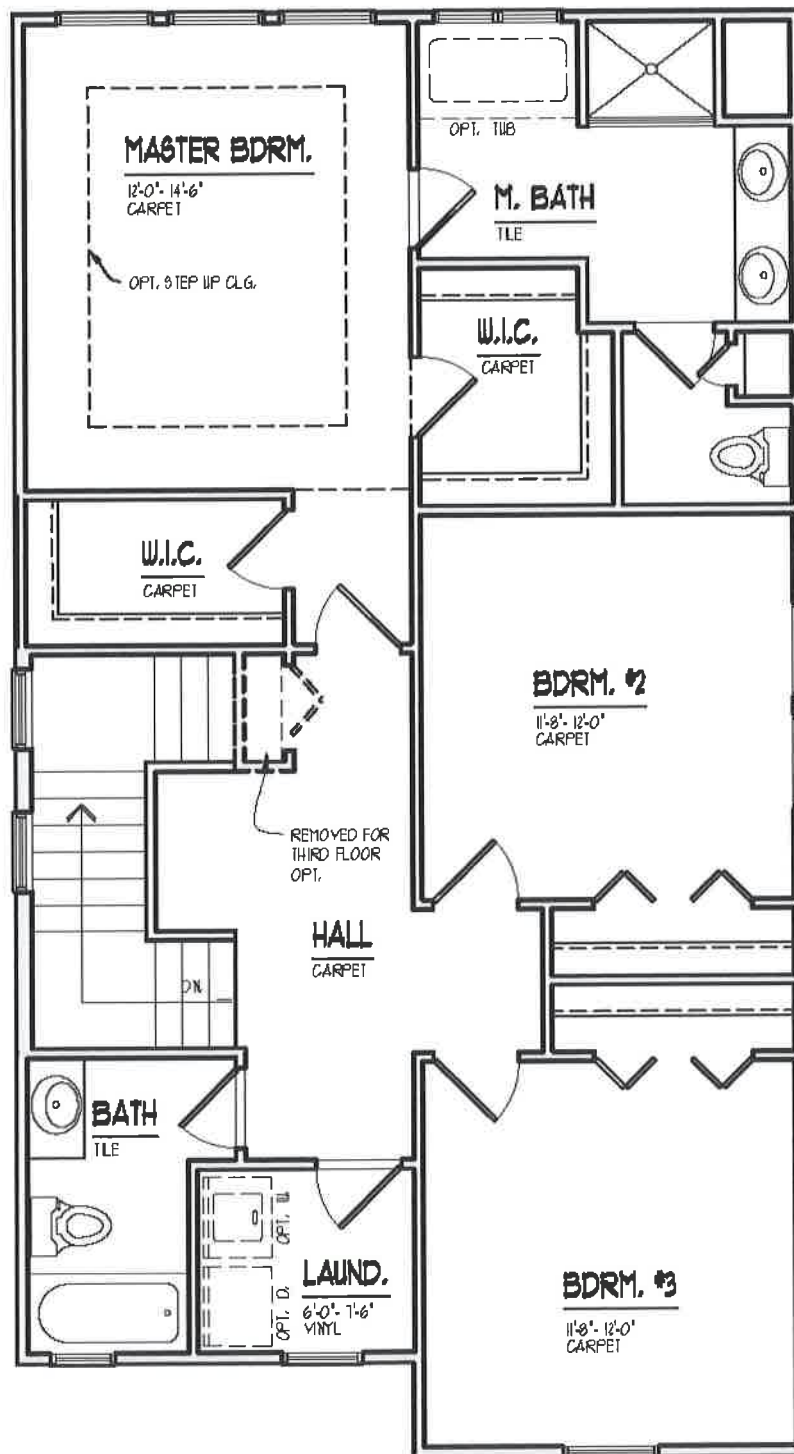
The Princeton

2,092 sqft



The Princeton

Second Floor





70 Years

The Addington

Elevations



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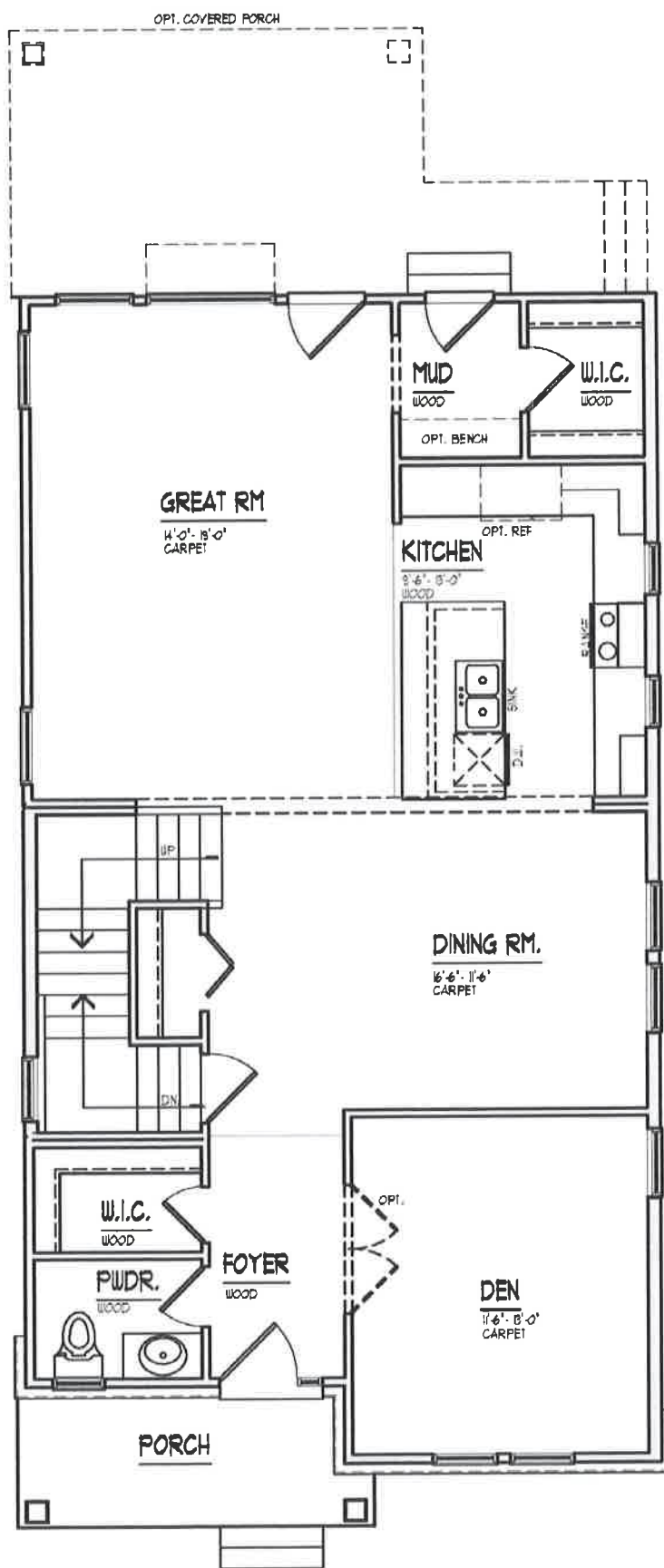
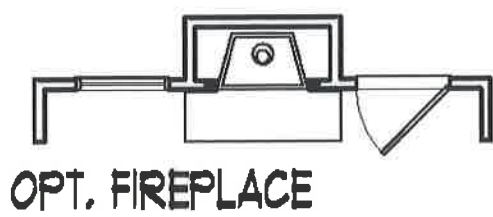


RB
ROBERTSON
 BROTHERS
HOMES

70 Years

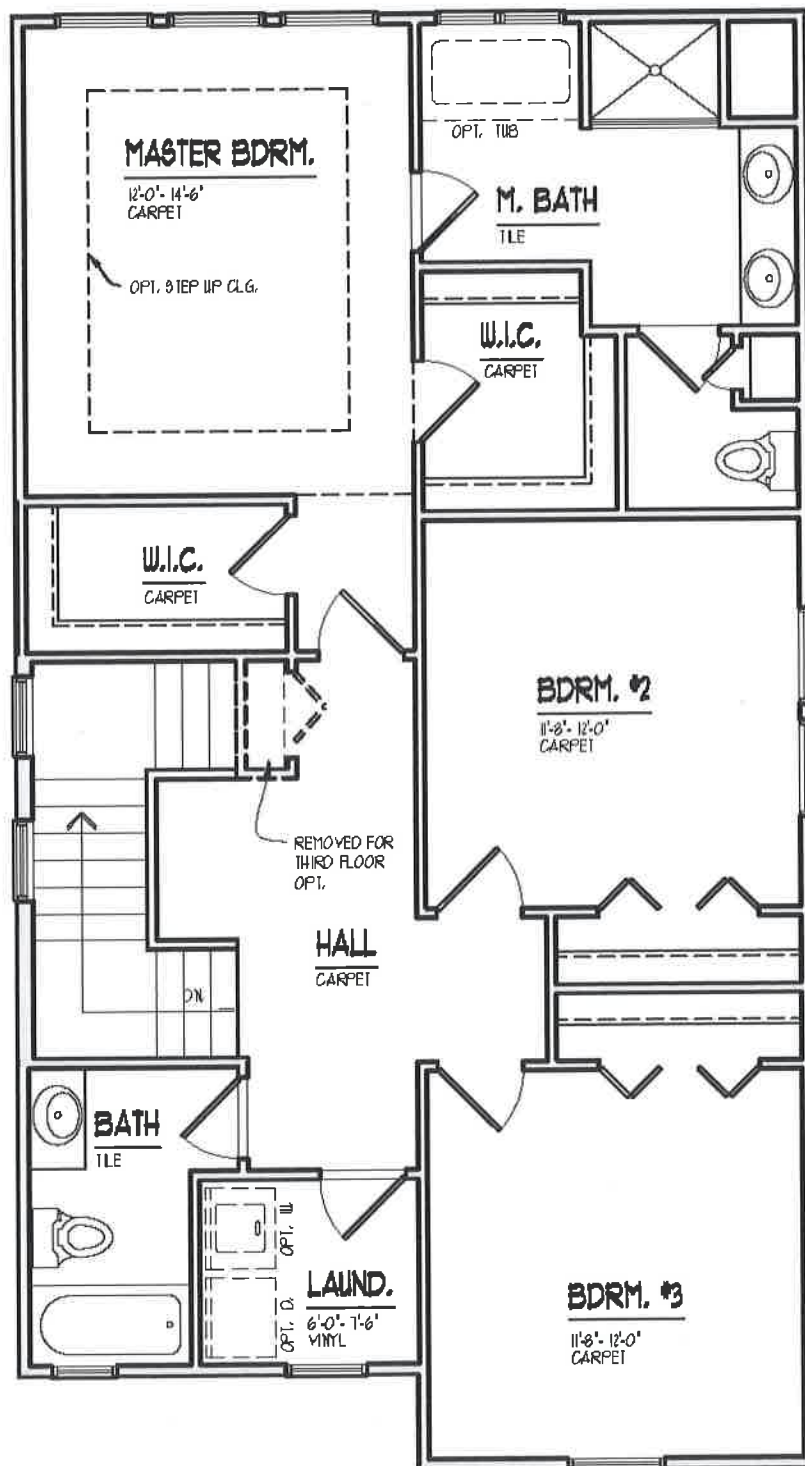
The Addington

2,585 sqft



The Addington

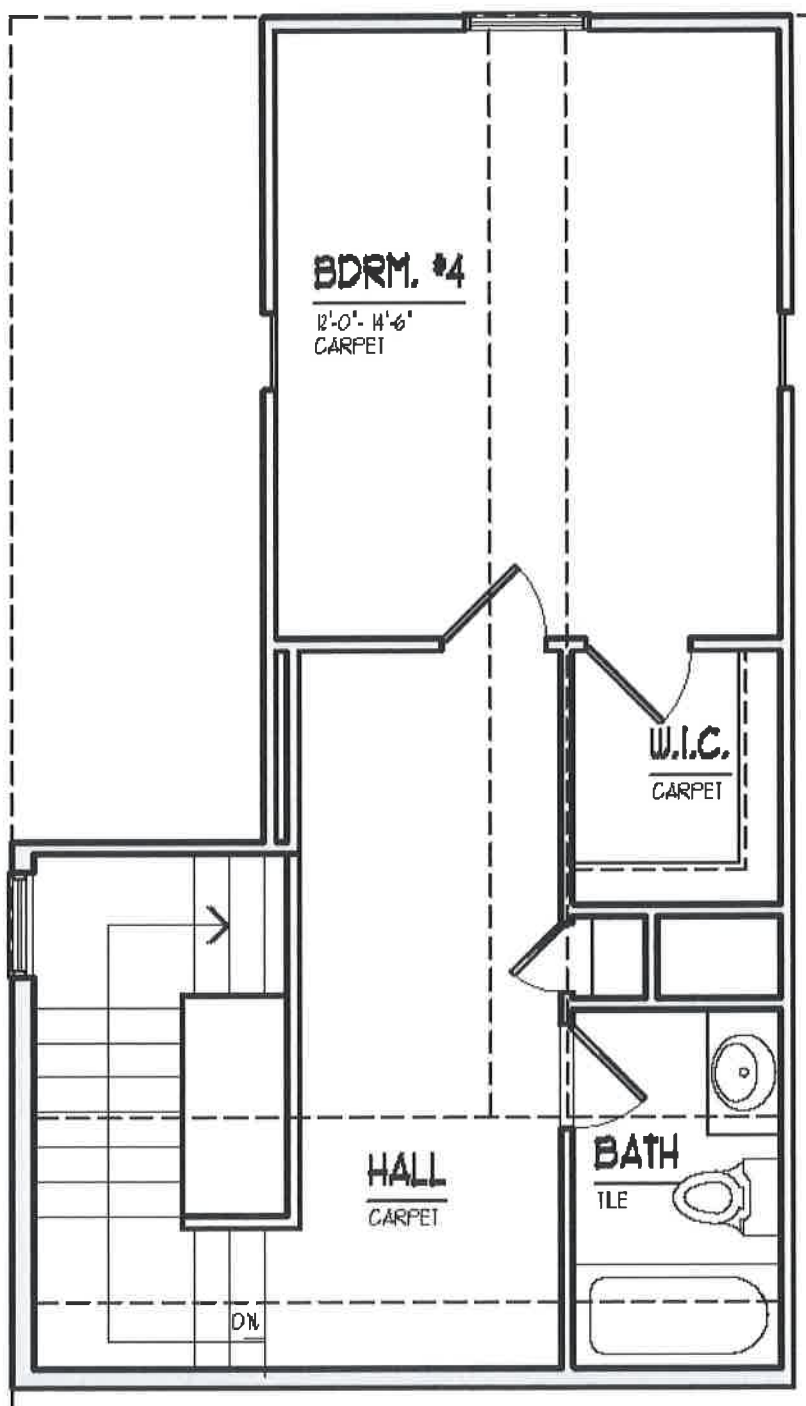
Second Floor





The Addington

Third Floor





The Franklin

Elevations

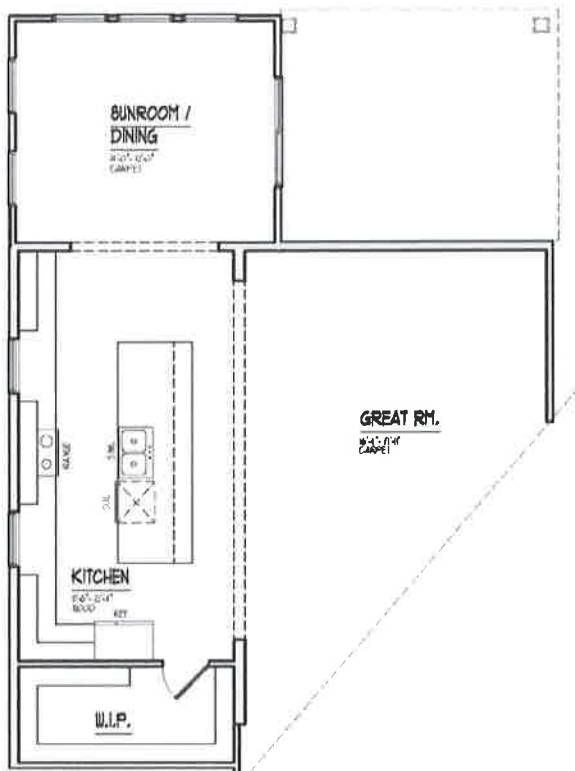


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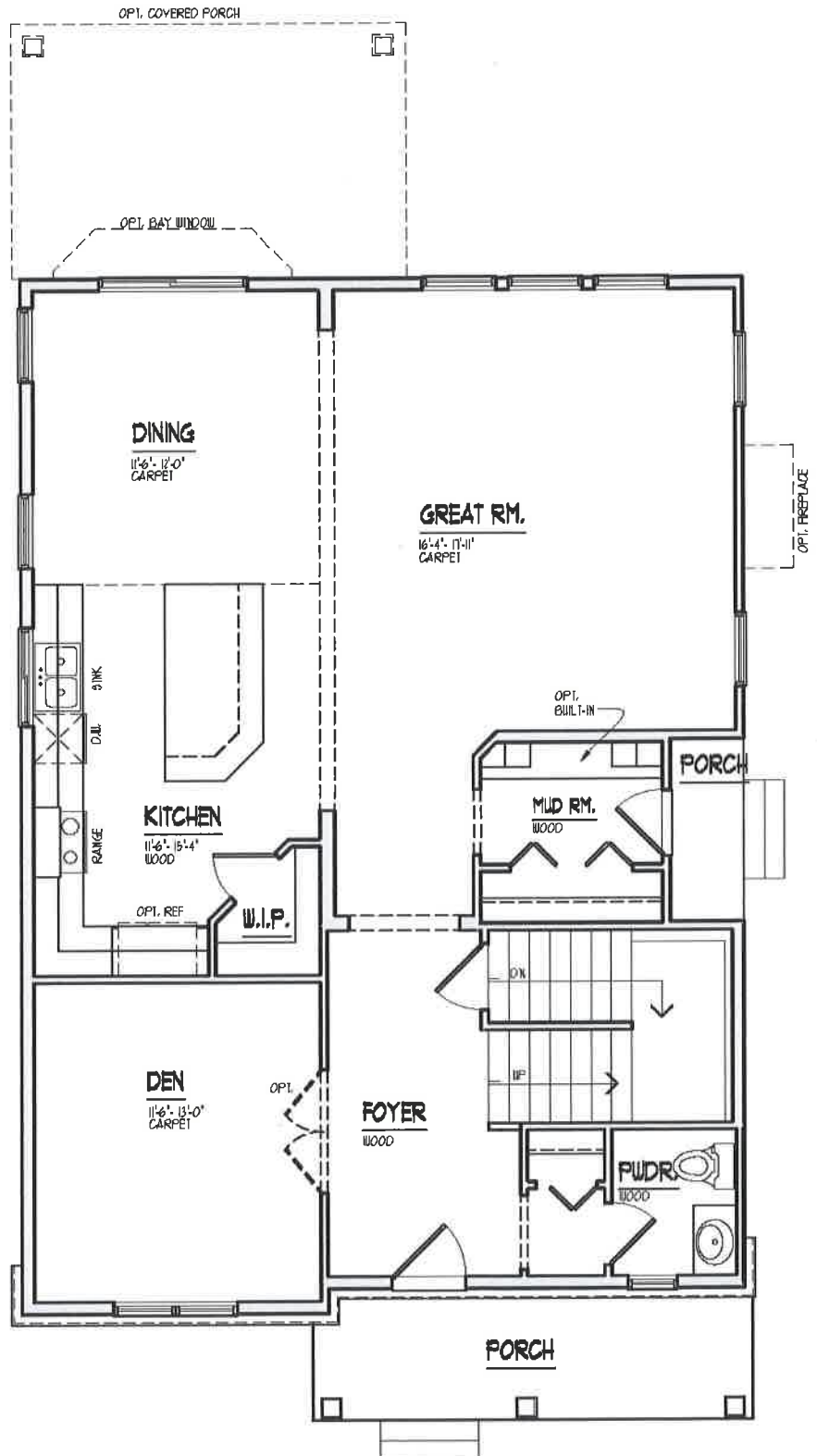


The Franklin

2,455 sqft



Optional
 Sunroom/Dining Rm



The Franklin

Second Floor

