



Northwestern Michigan College

Dear Community Partner,

Northwestern Michigan College (NMC) is pleased to invite you to consider a unique and exciting opportunity: the lease of our Boardman Lake Campus, located at 2200 Dendrinos Drive in Traverse City.

This Request for Proposals comes at a pivotal moment in our institution's journey. As outlined in our strategic facilities master plan, *NMC Thrive: A Plan for a Vibrant College*, we are actively reshaping our campus footprint to better serve our students, strengthen our financial stewardship, and contribute to a thriving Grand Traverse region. In doing so, we are opening the door for visionary partners to help us reimagine the Boardman Lake Campus as a dynamic community asset.

We are seeking proposals from individuals, organizations, or development teams that share our commitment to innovation, community impact, and value creation. With over 62,000 square feet of space and access to developable land, the Boardman Lake Campus is well-positioned for a transformative new chapter.

Our goal is to identify a partner (or partners) who not only sees potential in the property, but also brings a clear vision, the capacity to deliver, and a commitment to enhancing community wellbeing. We welcome concepts that reflect the needs and values of our region and reinforce NMC's mission to serve as a resource for lifelong learning and community vitality.

Thank you for your interest, and we look forward to seeing your ideas take shape.

Sincerely,

Troy Kierczynski
Vice President of Finance & Administration
Northwestern Michigan College
(231) 995-1147

REQUEST FOR PROPOSALS (RFP)

Master Lease of the Northwestern Michigan College Boardman Lake Campus



Issue Date: October 3, 2025

Reissue Date: October 17, 2025

Proposal Deadline: February 1, 2026

Contact: Seth Johnson, Vice President of Client Strategies & Solutions with Cunningham-Limp Development Company, sjohnson@clc.build, 641-583-0107.

INTRODUCTION

Northwestern Michigan College (NMC) invites qualified individuals, organizations, or development teams to submit proposals for a lease of the Boardman Lake Campus, located at 2200 Dendrin Drive in Traverse City, Michigan. NMC is seeking visionary, mission-aligned partners who will activate the Boardman Lake Campus as a vibrant community asset.

This Request for Proposal (RFP) represents a unique opportunity to reimagine and revitalize a prominent institutional property in a manner that reflects both the mission of NMC and the evolving needs of the Grand Traverse region. Through this process, NMC seeks to engage with partners who will bring innovative thinking, community impact, and value to the Boardman Lake Campus and the surrounding community.

BACKGROUND

Within [*NMC Thrive: A Plan for a Vibrant College*](#), the Boardman Lake Campus was identified as underutilized, with a long-term vision to consolidate NMC operations to the Front Street Campus for improved financial stewardship and campus cohesion. The long-term vision is to reduce NMC's operational footprint at the Boardman Lake Campus and explore new uses that align with institutional goals and provide broader community benefit (see *NMC Thrive* pgs. 40-41, and 63).

The Boardman Lake Campus is a 62,210 square foot facility constructed over 2 phases beginning in 1986 and situated on a 28.31-acre site with approximately 7–9 acres of developable land. It features classroom and office space, conference areas, substantial private parking, and flexible-use zones. The building currently houses the Greenspire High School, a public charter school, with a lease through 2030 and a tenant's option to renew through 2035. The school occupies approximately 18,300 square feet, and its continued tenancy should be considered in any development plan.

The location offers excellent access to major transportation routes and proximity to regional institutions, making it a strategic location for innovation, collaboration, and community-focused redevelopment.

OPPORTUNITY SUMMARY

NMC is offering a lease of its Boardman Lake Campus. Proposals may include a lease term within one of the following ranges:

- 5–15 years
- 15–25 years
- 25–35 years
- 35 years and above

All types of leases will be considered such as short-term, long-term, gross, net, or master leases. A master lease, in this context, grants the selected lessee broad operational control over the entire Boardman Lake Campus, including the potential to occupy or sublease portions of the space, manage day-to-day operations, and invest in renovations or redevelopment. This structure enables the lessee to tailor the use of the facility to meet evolving community needs supporting financial sustainability for both the tenant and NMC.

In addition to the lease term, respondents should propose:

- A price per square foot (initial base rate)
- An annual escalation structure
- Proposed use and vision for the facility
- Improvement or renovation concepts
- Any desired collaboration with NMC regarding campus services, programming, or site access

Other types of proposals, such as outright purchase offers or lease offers for a portion of the building or excess land, will also be considered and evaluated.. Respondents are encouraged to propose terms that align with their vision, financial capacity, and ability to deliver community benefit.

PROPOSAL REQUIREMENTS

Proposals must include the following components:

1. **Cover Letter & Executive Summary**
 - Brief overview of the proposer, key partners, and summary of the proposal
2. **Vision and Use Plan**
 - Clear articulation of the proposed use(s) for the facility
 - How the proposal meets regional needs
3. **Financial Offer**
 - Proposed lease rate per square foot
 - Term of lease requested
 - Proposed escalation rate and any alternative financial structures
4. **Development Team and Experience**
 - Description of the organization
 - Key personnel—include biographies with qualifications

- Identification of any potential conflicts of interest
- 5. **Preliminary Improvement or Renovation Plan**
 - Conceptual plans or description of any proposed renovations or upgrades
- 6. **Timeline**
 - Projected timeline from lease execution through occupancy or full build-out
- 7. **Community Engagement Strategy**
 - Approach to engaging neighbors, community stakeholders, and the public
 - Strategy for ensuring transparency and inclusivity throughout the project
- 8. **Other**
 - Please include any other information or details that you deem relevant to NMC's evaluation and decision-making process

EVALUATION CRITERIA

Proposals will be evaluated based on the following weighted criteria:

- Alignment with NMC's mission and strategic objectives
- Vision and innovation of proposed use
- Financial terms and economic sustainability
- Qualifications and experience of the development team
- Anticipated community and regional benefit
- Readiness to proceed and implementation timeline

Short-listed respondents may be invited to present to an evaluation committee, which may include members of the NMC Board of Trustees, College staff, and community stakeholders. The final selection and approval of any proposal will rest solely with the Northwestern Michigan College Board of Trustees.

NMC will strive for a 45-60 day evaluation, engagement, and decision process. Following the selection and approval of a proposal (or proposals), NMC and the bidder will negotiate and finalize the terms of a master lease.

SUBMISSION INSTRUCTIONS

Proposals must be submitted electronically in PDF format to Seth Johnson at sjohnson@clc.build, by February 1, 2026.

SITE TOURS AND ADDITIONAL INFORMATION

Respondents are encouraged to schedule a site tour to better understand the building's layout, current condition, and context.

Supplemental documents available upon request include:

- Floor plans of the Boardman Lake Campus facility
- Site and zoning maps

- Summary of current utilities, infrastructure and costs
- Greenspire lease terms (summary)

Requests for tours or supplemental documents should be directed to Seth Johnson.

RIGHTS AND DISCLAIMERS

NMC reserves the right to:

- Reject any or all proposals
- Waive irregularities or informalities in the process
- Request additional information or clarification
- Cancel or modify this RFP at any time
- Negotiate with selected respondent(s) before awarding a final agreement
- Make no award under this RFP if it determines that no proposal sufficiently meets the College's objectives, requirements, or best interests, as determined by NMC.

Submission of a proposal does not create a binding agreement or any obligation on the part of NMC. No agreement is created between bidder and NMC unless and until a lease or similar agreement is signed by both parties. All facts and representations in this RFP are made in good faith but should be verified by bidder.