



CITY OF NEWBURGH

REQUEST FOR QUALIFICATIONS (RFQ)

Department of Planning and Development



Mid-Broadway Redevelopment Opportunity

- City-owned sites totaling approximately 2.5 acres– just over 1/2 mile to waterfront
- Dense mixed use residential commercial project sought
- Soliciting qualifications and a statement of interest from experienced real estate developers

April 2011

Request for Qualifications (RFQ) Mid-Broadway Redevelopment

Introduction and Purpose

The City of Newburgh is soliciting qualifications and a statement of interest from experienced real estate developers for the preparation of redevelopment plans for the City-owned, mid-Broadway properties. The City seeks creative approaches to the redevelopment of the parcels and wishes to potentially establish long-term relationships with the developer (s).

Intent

This RFQ may result in a short list of developers who would be invited to an interview, which could result in the issuance of a Request For Proposals (RFP) to prequalified developers. The City of Newburgh intends, but is not obligated, to use this process as the first step in selecting a developer or developer team to whom it will award negotiating rights. The City reserves the right to waive any inconsistencies and take actions that optimize the benefits to the City.

The Economic Climate

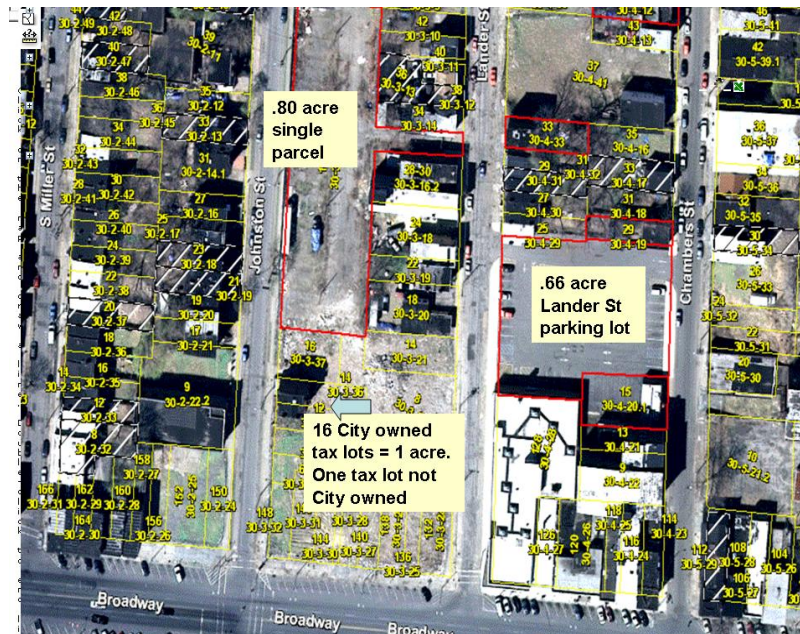
It is the City's intent to utilize this period of relative economic inactivity to address the various planning, environmental and regulatory challenges associated with these sites, thereby laying a foundation for rapid progress as economic conditions become more favorable. Accordingly, the City expects to establish a rigorous planning schedule but also to be flexible with respect to construction commencement and completion dates.

Due Date

RFQ submissions shall include a two-to-four- page cover letter with supporting materials (see Submission Requirements). Submissions will be accepted up until **May 20, 2011 at 3 pm** and should be mailed with seven (7) copies to: Edward Lynch, Director of Planning and Development, 83 Broadway, Newburgh, NY 12550.

Project Site

Mid-Broadway development proposals may include the City-owned .66 acre Lander Street surface parking lot (between Chambers Street and Lander Street) as well as the 1.8 acre principal site that fronts on Broadway. The combined acreage of these sites is approximately 2.5 acres. One privately owned (2600 sq. ft.) residential lot on Johnston Street within the main parcel (Block 3, Lot 36, Section 30) is not controlled by the City, and the City does not currently plan to use eminent domain powers to acquire this parcel.



Project Background

The site had been subject to an earlier development proposal to build SUNY Orange's Newburgh campus. Properties were acquired and buildings demolished. No detailed environmental assessments have been conducted for the properties, but Sanborn maps show predominantly residential attached buildings, which became dilapidated over time. SUNY Orange found another site just a few blocks away, overlooking the Hudson River.

Growth Trends, Economic Data, and Strategic Location.

Residential demand patterns are shifting nationally. These shifts include smaller household sizes, families delaying marriage and child rearing, increasing numbers of retirees and changing attitudes towards mixed use inner city development. There is a move towards rental properties and walkable, urban neighborhoods and active lifestyles. In the past, Broadway and its adjacent historic neighborhoods have enjoyed that lifestyle.

According to the 2010 census, Newburgh's population increased slightly from 2000 by about 2 percent, to 28,866 residents. As the New York metropolitan area market strengthens, it is expected that Newburgh will again become an affordable and attractive destination for empty nesters and commuters. The mid Broadway development site is very accessible to Route 9-W and to Interstates 84 and 87. Stewart International Airport's Passenger Terminal is a six mile drive from the site. The Airport is currently served by JetBlue Airways, Delta Air Lines, and US Airways, and handles more than 300,000 passengers annually, with an anticipated future capacity of up to 1.5 million travelers per year. The site is within walking distance to a boat ferry service that connects to the Metro North commuter rail station across the River in Beacon.

This neighborhood in Newburgh is underserved in terms of fresh, quality food markets, pharmacies and other providers of basic goods and services. The City also lacks hotels, hospitality and entertainment activities. Quality market rate housing is considered essential to create a mixed income and more stable community.

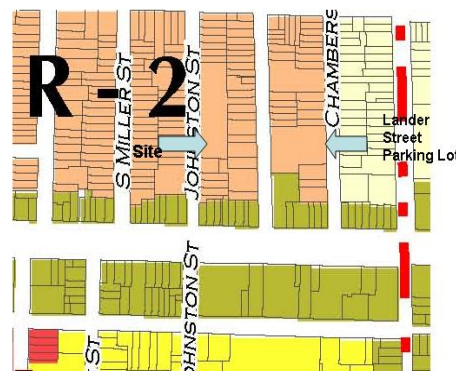
Existing Zoning and Proposed Future Land Uses

The current zoning on the Broadway Fronting Parcels is Tourist Commercial (TC-1) allowing a maximum height of 3 floors, 45 feet, and mixed residential and commercial uses. The rear lots (most of the site) and the Lander Street parking lot are zoned Two Family Residential R-2 Two Family, with a maximum height. 2 ½ floors, residential only.

Existing Zoning

Broadway Fronting Parcels: TC-1, max. 3 floors, 45 feet, mixed-uses

Rear parcels (most of site): R-2 Two Family, max. 2 ½ floors, residential only



The City is finalizing a Land Use Plan, which is expected to become a major policy document for amending zoning regulations throughout the city. For these development sites, the Land Use Plan recommends high density, mixed commercial and residential uses, with a maximum allowable height of 6 stories or 65 feet. It also recommends a lower parking standard for mixed use buildings. Council has agreed to consider those uses, heights, and reduced parking standards for proposals that might be generated by this solicitation.



Location advantages of the site.

The City-owned parcels are within walking distance to several anchor institutions, to the waterfront, and to major historic and tourist destinations in Newburgh, as follows:

a. Newburgh Waterfront

From the site, Newburgh's waterfront is just over **half a mile walking distance**, where numerous upscale restaurants, bars, condos, marinas, parks and other attractions are located. The City offers an ambitious summer program of public events. A Metro North commuter rail station is located across the River in Beacon, and Newburgh residents are ferried daily to and from New York City, able to enjoy a comfortable and scenic trip of just over one hour each way.



b. Orange County Community College

The Newburgh Campus of SUNY Orange is located **less than a quarter mile from the site**. It contains a state-of-the-art, 87,000 sq. ft. environmentally friendly building with multi-level underground parking garages and a new campus green. The recently completed \$45 million, three-story Kaplan Hall houses classrooms and science laboratories, as well as a two-story library, a cybercafé, and office space for faculty and administration.

The Tower Building will undergo a complete renovation in Spring 2011 and will re-open for additional office and classroom space in Spring 2012. At that time, Kaplan Hall and the Tower Building will allow SUNY Orange to double the number of students in Newburgh from 600 full time students to nearly 1200. Students are offered a free shuttle bus to the Middletown campus.



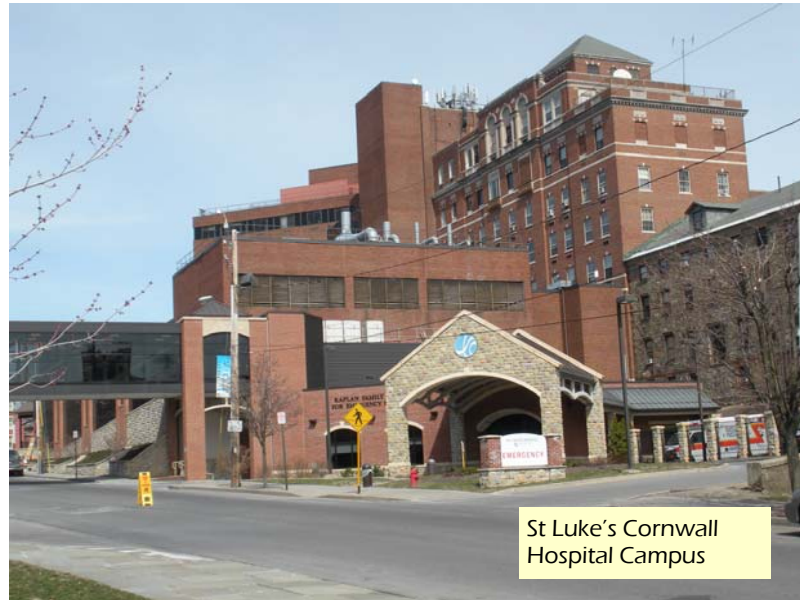
Kaplan Hall at Orange
County Community
College

c. St. Luke's Cornwall Hospital

In January 2002, St. Luke's Hospital and The Cornwall Hospital merged to create an integrated health care delivery system, providing quality comprehensive health care services.

Saint Luke's Cornwall Hospital (SLCH) was the first hospital in the region to earn New York State Stroke Center designation, and has one of the newest Emergency Departments in the region. A recent \$11 million renovation and expansion has resulted in state-of-the-art facilities designed for patient comfort and convenience.

General trauma bays and specialty treatment bays for cardiac, asthma, women's health and pediatrics enable SLCH's highly skilled ER team to provide comprehensive, quality care in a patient-centered environment.



The 242-bed Newburgh campus, founded in 1874 and located on Dubois Street, is a regional center for neonatology, thanks to its Neonatal Intensive Care Unit, and offers pediatric subspecialties, in part through its affiliation with New York Presbyterian Hospital. The Newburgh campus also provides cardiac rehabilitation, pain management/palliative care, and a speech and swallowing center. A cardiac catheterization lab opened in February 2005.

SLCH has nearly 300 physicians on staff, representing dozens of medical specialties. Additionally, more than 1,500 clinical and support personnel work at the hospital, making it one of the largest employers in Orange County. The hospital's main entrance is **less than a quarter mile from the site.**

d. Mount Saint Mary College

Mount Saint Mary College is located **less than one half mile distance from the site** on a 44 acre campus. It was ranked a Top-Tier Regional University (North) by *U.S. News & World Report*, and is on the President's Higher Education Community Service Honor Roll. The student body is made up of 2,700+ students representing over 16 states and several countries. 1,800 are traditional undergraduate students. It offers 50 undergraduate programs leading to a Bachelor Degree and Master's Degrees in education, business and nursing.

Aquinas Hall and the Kaplan Family Mathematics, Science & Technology Center (MST) is the Mount's main campus building. "MST" has state-of- the-art nursing laboratories, newly equipped science and technology classrooms and labs, and a large glass atrium. You'll also find the brand new dining commons, *The View*, the campus store, student lounge, administrative offices and the 1,100-seat Aquinas Hall Theatre. There's even a "Starbucks" style coffee and tea cafe called Jazzman's.



Two recent mixed use proposals on Broadway at Liberty Street

e. Other nearby mixed use developments and tourist areas

In late January, the City Council gave its blessing to two mixed use projects proposed to be built on vacant parcels across Broadway **from the site**. If funding is approved by the State, these two initiatives will represent about \$24 million in new construction. City Center at 91 Broadway is being undertaken by the Hudson Valley Property Group. It is proposed to contain 15 rental units and 3,500 sq. ft. of retail. Liberty House, on the west side of Liberty Street, is being undertaken by Safe Harbors of the Hudson and Mountco Construction and Development Corporation. It is proposed to contain 68 rental units and 10,000 sq. ft. of day care, museum and other community facilities.



Less than 400 feet **from the site** residents and visitors are able to enjoy Newburgh’s historic Liberty Street, with its art and curio shops, boutique retailers, restaurants and pubs. Also the nationally famous Washington’s Headquarters State Historic Site is on Liberty Street, within a short walking distance **from the development site**, providing expansive views of the Hudson and attracting thousands of tourists each year.

Immediately across Broadway **from the site** is the Old Armory Building, which has been historically restored to house County offices and other uses. The development parcels and the Old Armory are located within the East End Historic District.

New construction on the site will be subject to review and approval by an Architectural Review Commission.



City of Newburgh's Vision for the Mid-Broadway Properties

The City envisions a contextual but dense mixed use commercial and residential development on these sites with any necessary parking. Because of existing ownership constraints and "L" configuration of the sites, it is possible that there may be two or three building typologies, including row housing development, multi-storied mixed use buildings, and possibly parking structures. City Council has agreed on several policies to guide development proposals. Mixed commercial and residential uses are sought, within the allowable building envelope of up to 65 feet in height over all parcels. Some public plazas and open spaces are expected as well as environmentally sustainable building construction and historic design sensitivity.

Activities that generate active pedestrian use along Broadway are desired and access to parking facilities should be on side streets. If the Lander Street Parking Lot is included in developer proposals, a minimum of half of the existing 52 spaces (26) must be kept available to the public. Parking for the entire proposed development must be realistic in terms of use but does not have to fully comply with current zoning standards, especially if mixed uses with shared parking are proposed. Proposals that would be allowed to seek property tax exemptions and/or payments in lieu of taxes are **not** desired. Developers are encouraged to use design creativity but proposals must be market driven.

Submission Requirements

A two-to-four page summary cover letter briefly summarizing all of the following items is required. You may attach additional information as you deem appropriate. Site plans and detailed financial forms are not required at this time.

- A. Development team description/resources.
- B. Financial Strength and Responsibility
- C. Team experience:
 - Previous projects:
 - Project name, location, photos, construction value, year, team member's role in project.
 - Project references (minimum 2 from financial institutions and 2 from clients).
 - Key team member resumes.
- D. Proposed project concept and schedule
 - Public/private partnership approach
 - Design concepts, users, developer's approach and phasing.
 - Financing, funding, marketing and roles of public and private sectors.

Selection Criteria

- A. Qualifications
- B. Relevant Experience
- C. Financial Strength and Responsibility
- D. Project Concept
- E. Implementation Approach
- F. Other

RFQ Schedule and Supplemental Material

- A. Due date for qualifications and letters of interest: May 20, 2011
- B. Review letters of interest and short list: two-to-four weeks
- C. Schedule and interview: two weeks

Additional Information

For additional information, please contact:

City of Newburgh
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Newburgh, NY 12550
(845) 569-9400
Fax: (845) 569-9700
elynch@cityofnewburgh-ny.gov

Minority-owned and women-owned business enterprises are encouraged to apply.



Current site conditions- probably fill composed of construction debris (masonry rubble, foundations, some environmental concerns from bulldozing older homes)





**CITY OF NEWBURGH
DEPARTMENT OF
PLANNING AND
DEVELOPMENT**

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