

*City of Newburgh  
Department of Planning & Development*



*Request for Proposals*

**86 Wisner Avenue**  
*Former Jonas Automotive Site*

**April 2008**

*[www.cityofnewburgh-ny.gov](http://www.cityofnewburgh-ny.gov)*

## ***Overview: City of Newburgh, New York***

The City of Newburgh is an enthusiastic participant in the on-going revival of the Mid-Hudson Region. Among its many assets are:

- Developable commercial and industrial land.
- Easy access to an exceptional regional transportation network that includes Interstate Route 84, the NYS Thruway, Stewart International Airport, the Hudson River and the Metro-North commuter rail station at Beacon.
- A rich cultural and architectural heritage that includes works by Andrew Jackson Downing and the A.J. Davis-designed Dutch Reformed Church which has been named a World Monument site.
- NYS Empire Zone designation for the City.

The City Newburgh is located sixty (60)-miles north of New York City on the western side of the Hudson River in Orange County, New York. It is a small, densely settled community of 3.9 square miles bounded by the Town of Newburgh on the west and north, the Hudson River on the east and the Town of New Windsor on the south. The city and its immediate suburbs have a population of more than 100,000 persons.

## ***Development Area***

The site is located at 86 Wisner Avenue in the City of Newburgh. It is approximately 1.4 acres in size and contains a former foundry building and a smaller garage building. The remainder of the property is unpaved and covered with fill consisting of gravel and cinders with vegetation in less traveled areas. An overhead crane extends out of the east end of the foundry building to encompass a covered area containing a concrete pad. An abandoned railroad spur is located east of the building. The area around the site is mixed residential and commercial/light industrial in nature.

Poughkeepsie Iron Fabricators operated on the site from 1963 until the early 1990's. The site was then operated by Poughkeepsie Trim and Steel until 1993. Jonas Automotive Rebuilders operated the facility from August 1993 through March 1999. Jonas used the facility for the dismantling of automotive engines for salvaging. The City of Newburgh acquired the property through tax foreclosure in March 1999.

This site is near a heavily traveled intersection, Broadway and Wisner. The most valuable development of this site will establish a strong base for the economic and community revitalization of the surrounding community. The successful development scenario will be one which, to the maximum extent possible:

- Makes productive use of this site.
- Considers the size and scope of this project and its community impact; and,
- Clearly articulates an understanding of the impact and potential benefits of this project.

Overarching goals the City of Newburgh seeks to be addressed in this project include a development which:

- Provides significant temporary and permanent employment opportunities for City residents;
- Is compatible with the immediately surrounding neighborhood and the City as a whole;
- Demonstrates significant economic benefits to the City and the surrounding community; and,
- Capitalizes on accepted and appropriate green building design principles.

## ***Environmental Issues***

Jonas used the facility for the dismantling of automobile motors for salvaging. Engines were unloaded onto a concrete pad in the overhead crane area and dismantling of the motors took place within the building on a large conveyor. A trough along the conveyor collected engine fluids which drained to a 275-gallon collection tank. A 1000-gallon tank was located in the overhead crane area to collect fluid runoff from the concrete pad.

A spill was reported in 1994 as the result of engine blocks being dumped on a concrete pad in the overhead crane area with engine fluids contamination adjacent soils. Corrective action was taken and the spill was closed. In 1998 another spill was reported involving the engine blocks. The contaminated soil associated with this spill was stockpiled on-site by Jonas and later removed as part of the site investigation.

A Record of Decision (ROD) for the remediation of this site was issued by NYS DEC in April 2003. Summary of the recommended remediation:

### **Alternative 3: Hot Spot Excavation/Disposal and Site Cover with Ground water Deed Restrictions and Monitoring**

<i>Present Worth:</i> .....	\$263,000
<i>Capital Cost:</i> .....	\$219,000
<i>Annual OM&amp;M:</i>	
<i>(Years 1-3):</i> .....	\$16,000

This alternative would leave contaminated soils in place with placement of a cover over the site to mitigate human contact with the soil: The exception would be the metal contaminated oils in the drum storage area and the sample SS-1 area would be excavated with disposal off-site to a NYSDEC approved landfill. Excavated soils would be characterized for proper disposal. The estimated volume of soil to be excavated is estimated to be 180 tons. Excavated areas would be backfilled with clean fill. The cover would depend on the specific future use of the site, but for cost purposes is assumed to consist of 75% asphalt cover and 25% twelve inch thick soil cover. The petroleum residues related to the conveyor/trough inside the building would be remediated by removal and off-site disposal of oily debris and power washing of petroleum stained areas of the floor. Institutional controls would be implemented prohibiting residential use of the property and prohibiting the use of untreated groundwater at the site. A soil management plan would be developed for proper handling of contaminated soils during future excavations. This alternative would also include a long-term monitoring program for operation and maintenance of the cover and an estimated three years of groundwater monitoring.

#### Opportunities:

The City of Newburgh has secured funding for the investigation and cleanup of the site through the New York State Environmental Restoration (Brownfields) Program (ERP). Under the ERP, the state provides grants to municipalities to reimburse up to 90 percent of eligible costs for site investigation and remediation activities. . The projected timetable for this clean-up effort anticipates that the property will be ready for redevelopment in the spring of 2009. There are also funds available for 50% of the cost of the demolition of the buildings on the property. Therefore, submissions should identify whether they propose to utilize the existing buildings or clear the site.

In the alternative, the City is open to a private developer completing the remediation of this site. If site remediation is part of a developer's proposal, the selected developer will be expected to pursue all available funding opportunities.

## ***Zoning***

This property is zoned as General Business District (C2). Zoning district requirements are detailed on the attached sheet. The City of Newburgh will accept proposals which do not conform to current zoning requirements and will consider development scenarios which are presented as a planned use development in need of specific re-zoning considerations. However, in proposing alternative uses, developers should refer to the complete ROD to ensure compliance with any environmental limitations of this site.

## ***Estimated Value of Site***

The estimated value of this property after clean up is \$215,000. This figure is not to be interpreted as an upset price or a recommended purchase price – it is provided for reference only.

## ***Response to the RFP***

The following information must be submitted in the Response to the Request for Proposal.

### **I. COVER LETTER**

Provide a brief letter of introduction which summarizes the Development Proposal and Development Team Qualifications. Primary contact information should also be included.

### **II. DEVELOPMENT PROPOSAL**

#### **A. Development Team**

1. Primary contact name, address, phone number, fax number, email address, Federal ID number (if applicable), and Business ID number (if applicable) of the person or entity submitting the proposal. If the Applicant is not a natural person (i.e., partnership, corporation, LLC, etc.), then the Applicant must disclose the name and address of each partner, officer, and/or member of the team submitting an application for this project.
2. Information on each proposed member of the development team and any identified sub-contractors or professionals, including, for each, a summary of firm information, role in the development of this project, and prior experience. Identify the proposed structure of this team for this particular project.
3. Descriptive information of the prior working relationship, if any, of the proposed development team. If this project is the first effort of this team to undertake a development, indicate the history and experiences leading to the establishment of this team.

#### **B. Project Description**

1. Description of the Proposed Project: The developer must include a detailed description of the proposed redevelopment project which includes:
  - Size of the project (square-footage, number of units . . .)
  - Describe proposed use(s) in detail and any zoning issues which need to be addressed, including proposed re-zoning or variances, if applicable.
  - Proposed Occupancy and Ownership Scenario.
  - Timeframe for Commencing Construction/Rehabilitation and Length of Construction Period.
  - Proposed purchase price for property.

2. Provide a description of the project's consistency with the goals outlined for the redevelopment area including a narrative describing the benefits, which will accrue to the City of Newburgh and its residents as a result of the project (for example; jobs to be created, physical improvements to the area, etc.).

**C. Budget**

The Developer must include a budget detailing the cost to implement the project, and the resources to be utilized to undertake the project. If funds for the development of the land are to be obtained from sources other than the Developer's own funds, a statement of the Developer's plan for financing the development of the land must be included, providing the sources and amount of funding available and letters of commitment.

**D. Marketing Plan**

The Applicant/Developer must provide a marketing plan that demonstrates how the development will be marketed for prospective tenants and purchasers (if any).

**E. Identification of City Responsibilities**

Please identify what commitments may be required from the City of Newburgh to implement the project – particularly as it relates to the remediation of this site. **Please note: Nothing in this RFP shall constitute a waiver, implied or express, of the City of Newburgh's zoning and planning requirements that may apply to any development proposal submitted hereunder.**

**F. Proposed Remediation Plan**

The Developer must state whether it expects to undertake the remediation of this site or any portion thereof. If so, the developer must include an analysis of the available opportunities for remediation funding, a description of how the Developer intends to utilize these sources to ensure the clean-up of this site, and a timetable which considers the impact of this Plan on the overall redevelopment schedule.

**III. QUALIFICATIONS**

**A. Resumes**

Please identify and include resumes of the Principals who are or will be responsible for:

- Implementation/pre-development.
- Construction and/or rehabilitation efforts.
- On-going property management.

**B. Representative Project Experience**

Please identify relevant project experience for each member of the development team. In particular, qualifications should include a description of project experience that demonstrates the following:

- Familiarity with New York State regulations related to any proposed or retail businesses.
- Familiarity with Brownfield redevelopment and available public subsidies for remediation.
- Experience with urban area and/or rehabilitation projects.
- Knowledge of Orange County and Lower Hudson River Valley markets.

**C. Financial Responsibility**

The Developer/Applicant must provide proof of its financial capability to develop the proposed project. This proof should include the following (please submit in a separate sealed envelope).

- Identify if the Developer/Applicant is a subsidiary of, or affiliated with any other corporation(s) or firm(s).
- Include a financial statement, showing the assets and liabilities, including contingent liabilities, fully itemized in accordance with accepted accounting procedures and based on a proper audit.
- Indicate whether the Developer/Applicant, the parent corporation, subsidiary or affiliated corporation, or any of the officers or principal members or other interested parties, been adjudged bankrupt, either voluntary or involuntary, within the past 10 years.
- Indicate whether the Developer/Applicant or anyone referred to above has been indicted for or convicted of any felony within the past 10 years.
- Developer must disclose whether they are developing for a fee with the intent of conveying the finished project to a third party owner or whether the developer will hold the property for income purposes. If the proposed development is for a fee, the third party owner must be identified. In either event, all associated fees paid to the developer must be disclosed.

#### D. References

Please provide references as follows:

- A full description of the most complex redevelopment project that the development team has completed with references for this specific project.
- For each member of the development team: Three (3) references should be provided from financial institutions, lenders and project sponsors demonstrating ability to complete projects in a timely manner and within established budgets
- For each member of the development team: Three (3) references should be provided from clients, indicating ability to complete projects in a timely manner, and demonstrating the success of the project.

References shall include the contact name, title, address and phone number of the organizations and/or individuals listed.

### ***Bidders Conference***

The City of Newburgh has scheduled a conference for all prospective developers who will be responding to this RFP. Agenda items will include an overview of the environmental challenges and remediation activities.

Date: Wednesday, April 30, 2008  
 Time: 3 p.m.  
 Location: City Hall, 83 Broadway – 3<sup>rd</sup> Floor  
 Newburgh, New York  
 RSVP: City of Newburgh, Office of Planning & Development  
 (845) 569-9400 or via e-mail to [rmckenna@cityofnewburgh-ny.gov](mailto:rmckenna@cityofnewburgh-ny.gov)

Prospective responders are highly encouraged to attend this opportunity to speak with City of Newburgh staff and environmental consultants.

## ***Selection Criteria***

The City of Newburgh will base its decision on the following selection criteria:

1. Offering price for property.
2. The proposal's consistency with the goals and objectives identified for the property.
3. Potential tax revenues and jobs generated by project.
4. The Applicant's ability and demonstrated capacity to deal with environmental challenges presented by this site.
5. The Applicant's demonstrated experience with similar projects.
6. The Applicant's ability to complete this project in a timely manner.
7. Applicant's financial capability.
8. Ancillary community benefits which may be generated as a result of this project.

Finalists may be interviewed prior to final selection. This RFP does not in any way commit the City of Newburgh to reimburse Applicant/Developer for any costs associated with preparation and submission of a proposal nor does it constitute a commitment on the part of the City of Newburgh to accept proposals submitted hereunder.

Please note: Submission materials will not be returned.

## ***Submission Requirements***

Respondents should submit six (6) copies of the requested information.

The complete package of materials shall be submitted to the following agency and contact person:

Robert McKenna  
City of Newburgh, Department of Planning & Development  
83 Broadway, 3<sup>rd</sup> Floor  
Newburgh, NY 12550  
845-569-9400

The City of Newburgh reserves the right to reject all proposals.

Information regarding the City of Newburgh's zoning regulations, tax information, and other resources is available from the above-listed agency or via the City of Newburgh's web site at [www.cityofnewburgh-ny.gov](http://www.cityofnewburgh-ny.gov).

***Proposal Due Date***

**All responses must be received by 4 p.m. on Friday, May 16, 2008**

Responses which do not meet this deadline will not be considered.

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

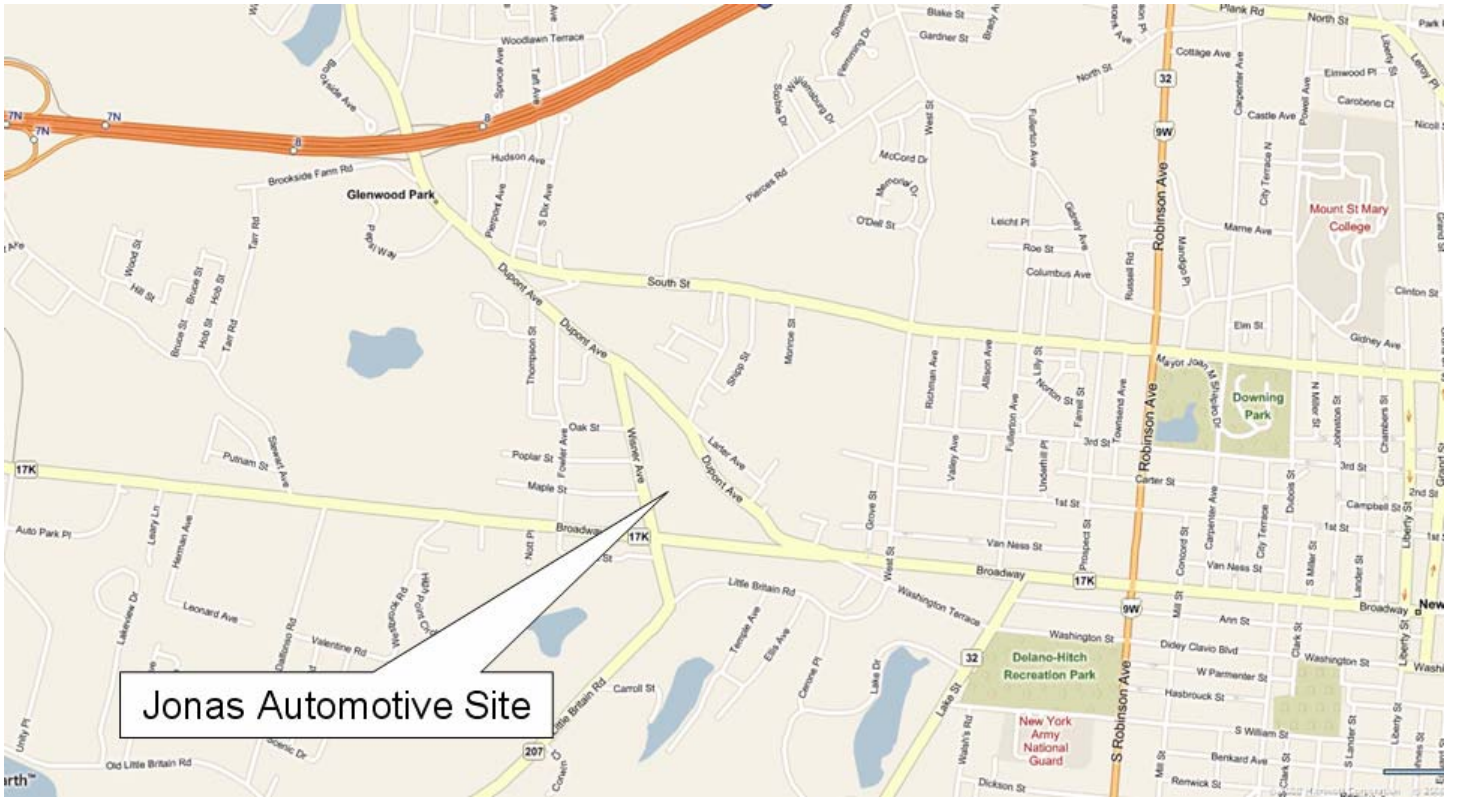
***Notification of Award***

The City of Newburgh anticipates selecting the Developer for this parcel on or about

**June 30, 2008**

Notification of project awards will be provided to all Proposers.

## Map of Site



## Aerial Photograph of Site

