

# NEWBURGH WATERFRONT DEVELOPMENT PROJECT



## REQUEST FOR PROPOSALS

# **NEWBURGH WATERFRONT REDEVELOPMENT PROJECT**

## **PROJECT GOAL:**

The City of Newburgh is seeking proposals from qualified Commercial/Retail/Residential Development firms to redevelop a city owned parcel. The City of Newburgh envisions this project to be a mixed use facility that is owned and operated by the successful developer who will transfer land parcels or sell to a Third Party Operator.

## **OVERVIEW:**

The City of Newburgh is located 60 miles north of New York City along the western shore of the Hudson River and has an extremely diverse population of 29,026 residents of varying economic status. The City was once a significant industrial and manufacturing site that took full advantage of a natural harbor and navigation access to the Hudson River. We are seeking qualified developers for an 8.54 acre redevelopment site along Marine Drive (Rev. Dr. Martin Luther King Blvd.) just off Broadway. This long linear strip with Hudson River frontage is near the Ferry Terminal which provides service between the Newburgh waterfront and the eastern shore Metro North Railroad, (direct service to New York City and beyond). An extensive highway system, including the New York Thruway (Interstate 87), Interstate 84 and State Route 9W are all within a few miles of the waterfront, directly accessible through local roads.

## **EXISTING CONDITIONS**

This site had been home to industrial uses from the late 19<sup>th</sup> century to mid 20<sup>th</sup> century. Many of the waterfront industrial structures were demolished during the urban renewal phase in the 1960's. However, materials were buried during demolition of structures throughout the 8.54 acre site. In addition, there are underground utilities that will need to be relocated. The designated developer will be responsible for undertaking a Phase I analysis of the property and for underground utility relocation.

## **REDEVELOPMENT GUIDELINES:**

### **A. ROLE OF DEVELOPER**

The Developer will be required to work closely with City of Newburgh throughout the redevelopment effort and comply with redevelopment and contractual requirements. An overall agreement with the Development Team for Planning and Implementation, detailing the Development Team's responsibilities will be negotiated and executed between the Development

Team Principals and the City of Newburgh upon selection. The Agreement will designate the lead Development Team member who will coordinate all activities during the planning and implementation process. As stated previously, that designated developer is responsible for site management responsibilities as identified in the SMP, including environmental easements, deed restrictions and oversight documentation; potential implementation and management of Institutional Controls (IC) and/or Engineering Controls (EC) as set forth in the site management plan and continued monitoring under the Monitoring Plan.

The developer shall adhere to all obligations pertaining to handling of soil and /or fill excavated or brought to the site. If the site is capped, then the developer is responsible for setting safeguards not to disturb contamination or penetrate any cap at the site.

## **B. ROLE OF THE CITY**

The City of Newburgh shall be the municipal agency during this redevelopment process. The City of Newburgh will work under the guidelines of the State Environmental Quality Review Act to determine whether an Environmental Impact Statement is required for this project. The City of Newburgh will coordinate communication between county and state agencies, and the general public during the review process. It is anticipated that the Newburgh Planning Board will serve as the Lead Agency in this process along with the final development conditions and property disposition authorized by the Newburgh City Council. In addition, the City of Newburgh will work with the Designated Developer in using existing grant funds to implement infrastructure improvements. The City of Newburgh will be submitting a Consolidated Funding Application later this year to the State of New York for infrastructure improvements for the Waterfront Redevelopment Project Area.

## **C. FINANCIAL REQUIREMENTS OF THE DEVELOPER**

- ❖ Maximize the leveraging of public and private resources by pursuing all reasonable sources of financing and utilizing a variety of partners, partnerships and joint ventures. The Developer will provide evidence of financial capability through providing a line/ letter of Credit or financial instrument in the development proposal.
- ❖ Take primary responsibility for securing all financing for all development phases, including coordinating discussions and negotiations with financial institutions and other private and public partners. Define entities that will be responsible for the development and construction; identify the management of the new commercial/retail facility and what revenue sources will underwrite these operational functions.

- ❖ The selected Development Team must be prepared to immediately begin to identify financing resources. The City of Newburgh envisions that the selected Development Team will utilize financial tools such as but not limited to:
  - Tax Incentives and Payment In Lieu of Taxes from Newburgh Industrial Development Agency
  - Potential Tax Incremental Bond Financing
  - Investors
  - Lease Equity
  - Use of Traditional Banking Systems
- ❖ The Developer shall submit a financing plan that identifies funding for construction and permanent financing, equity participation and financing timetable.

#### **D. MBE/WBE/SBE UTILIZATION**

The Developer must prepare and implement an MBE/WBE/SBE utilization plan. In addition the Developer should work with local agencies and the local apprenticeship program. The City of Newburgh is committed to achieving diversity within the Development Team as well as in the award of contracts and in the purchase of goods and services throughout all aspects of the Waterfront Redevelopment Project. The City of Newburgh is committed to leveraging the highest possible level of MBE/WBE employment for residents of Newburgh and the surrounding Orange County communities as a result of the job opportunities that will be generated by this initiative. The developer must provide oversight of construction activities and compliance with Equal Contracting Opportunity Policy as defined by the City of Newburgh.

#### **E. DEVELOPER'S STATEMENT**

Interested parties must submit responses to following requirements:

1. A general description of the development organization, identify appropriate shareholders or investors of the development group with whom the City of Newburgh would negotiate agreements for implementation of the proposed project.
2. A description of previous relevant project experience; including, but not limited to, photographs and brief project descriptions (date, locations, development concepts, land uses, size, construction Performa, and identification of the development team). Firm principals should include contact information. (Note: If any project participants include municipal, state or federal governmental agencies, please provide contact information for said parties). Identify status of project(s) currently in planning or development/phase.

3. An operating and construction budget. The budget must include a “rationale” for the proposed project costs and respective completion dates.
4. A description of the responding organization’s experience in on-going management and operation of relevant projects. Include revenue sources for construction and permanent financing and identify appropriate references.
5. Evidence that the organization has the financial capacity to carry out the proposed development. More specifically the developers past three annual audited financial statements and a list of current financial references must be submitted by the established deadline and may be submitted under separate cover.
6. Provide resumes from of the development team and staff for the proposed project. Include background and experience that uniquely qualify participants in this proposed development.
7. A statement identifying the builder component of the team. Include builder’s experience with projects of similar nature and scale.
8. A statement identifying the architect for the development entity and listing projects similar to the proposed project.
9. Identification and description of the qualifications and experience of key consultants expected to participate as consultants to, providing technical expertise in planning, engineering, architecture, and urban design. Information on key consultants should include resumes, examples from previous relevant experience.
10. References from other firms and organizations that the responding developer has worked with in similar instances.

## **F. DEVELOPMENT CRITERIA**

Respondents will be evaluated based upon adherence to Development Criteria, in Newburgh. Upon review of the Request for Proposal, a firm will be selected and a Land Development Proposal prepared for developer designation. Respondents must address:

1. Use of innovative designs that adhere to zoning recommendations from the previous Waterfront Charente and the draft Newburgh Local Waterfront Redevelopment Plan.
2. The maximization of land for commercial/retail construction including vertical integration if feasible

3. Innovative approaches to parking to address parking requirements, while reducing negative visual impacts.
4. Understanding of the lease markets detailing plans on targeting retail anchors, ancillary businesses and commercial activities
5. Determination of whether technology and craft businesses can be integrated into the development plan

## **G. APPLICANT REQUIREMENTS**

Prospective Developers must complete a Developer's Participation Form and with a non-refundable application fee of \$500.00 to underwrite processing of applications. Respondents shall provide **five (5) original and fifteen (15) copies with a digital copy in a PDF form as part of the development submission.** The Development Submission should be presented in a sealed envelope labeled with RFP – Waterfront Redevelopment Project with the Name and Return address of the Development Firm. All RFP responses must be submitted to the Newburgh City Clerk- City of Newburgh on January 30, 2014. Fax submissions will not be accepted. Submissions may be hand delivered or mailed for receipt prior to the established deadline. For those submissions that are to be mailed, potential responders are cautioned to allow adequate time for appropriate postal processing and delivery. Any submission received by the City of Newburgh later than the designated time and date hereinafter specified, shall be considered non-responsive and will be disqualified from consideration. All such disqualified submissions will be returned to the proposer unopened, by US Mail. The City of Newburgh will maintain site control until environmental, site plan and development conditions are met. The City has the absolute right to reject all responses for any reason in its absolute discretion. If you have any questions regarding technical issues, direct them to:

City of Newburgh  
James Slaughter  
Director of Planning & Development/Interim City Manager  
83 Broadway  
Newburgh, New York 12550  
(845) 569-7301-Phone  
(845) 569-9700- Fax

**ATTACHMENT A**

**PARCEL MAP**

