

VILLAGE OF JOHNSON CITY, NEW YORK

REQUEST FOR PROPOSALS

for

*The Development of
333 Grand Ave, Johnson City, NY*

September 7, 2021

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DESCRIPTION OF REQUEST

PURPOSE

The Village of Johnson City (the “Village”) is seeking proposals for the purchase and redevelopment of the property located at 333 Grand Ave, Johnson City, New York and 154 Allen Street, Johnson City, New York (hereinafter the “Site”).

BACKGROUND

The Site includes a vacant, mostly paved, lot of approximately 3.96 acres and 0.16 acres located in the Johnson City Industrial Zoning District and Urban Multi-Family.

ZONING

Respondents should prepare their proposals with consideration taken to the allowed zoning and any potential zoning changes that may be needed in completing their request. Currently, the 333 Grand Avenue parcel is zoned Industrial and 154 Allen is zoned Urban Multi-Family. For more information on zoning, consult the Village of Johnson City Zoning Code which is online at: <http://ecode360.com/JO1382>

SITE HISTORY

The Site was acquired by the Village in May of 2020. The property is currently a vacant paved lot.

SITE CONTEXT

The Site is located near NY-201 and the Johnson City Traffic Circle. Within a mile of the Site the following major projects are currently underway:

Century Sunrise Apartments: Located at 135-139 Baldwin Street, this \$29 million dollar project converted a former EJ factory into 104 units of mixed income housing and opened in 2018.

Binghamton University Decker School of Nursing: Binghamton University is converting a 90,000 square foot former EJ factory at 48 Corliss Avenue, into the home of its school of nursing. Renovation is nearing completion and the Decker School of Nursing is expected to open in 2021.

Binghamton University School of Pharmacy and Pharmaceutical Sciences: Binghamton University's new pharmacy school at 96 Corliss Avenue. The \$60 million, 84,000 square foot building opened in 2018.

The Victory Building: Another former EJ factory located at 59 Lester Avenue. This 6 story, approximately 250,000 square foot building was purchased in the spring of 2020 by Syracuse development firm, Paulus Development and is in the initial stages of being redeveloped.

In addition, the following significant landmarks are within a short walk from the building: former Gannett Central NY Printing Facility (former EJ Ranger-Paracord manufacturing site); CFJ Park; Wal-Mart Supercenter; former Country Valley Industries production facility; Olum's Clearance Center discount furniture outlet; and Goodwill Theatre Complex.

SUBMITTAL INSTRUCTIONS FOR RESPONDENTS

1. Developers submitting proposals (hereafter "Respondent") shall be able to document their experience in redeveloping projects.

For a Respondent to be considered for engagement, One (1) original, One (1) copy, and One (1) pdf version on a digital medium (e.g. USB thumb drive) of their proposal must be submitted to:

*ATTN: Mari Giurastante, Village Planner
Village of Johnson City
243 Main St
Johnson City, New York 13790*

Envelopes containing proposals must be labeled as follows:

"PROPOSAL FOR THE PURCHASE AND REDEVELOPMENT OF 333 GRAND AVENUE AND 154 ALLEN STREET"

The deadline for submission of proposals is 4:30 p.m. local time on Monday October 11, 2021.

Respondents are responsible for submitting their proposals to the appropriate location at or prior to the date indicated in the specifications. **No proposals will be accepted after the designated date and time indicated in the proposal specifications.** Any proposals received after this deadline will be returned unopened. Delay in mail delivery is not an exception to the receipt of a proposal.

The Village Board of Trustees (hereafter "Board") reserves the right to reject any and all proposals submitted or to accept any proposal which, in the opinion of the Board, will be in the best interest of the Village.

2. Inquiries – Village RFP documents are distributed by the Village Planner. The Village Planner, or designee, shall be the only one authorized to make changes or alterations to anything contained in this RFP. Copies of RFP documents obtained from any other source are not considered official copies. Only those prospective Respondents who obtain RFP documents from the Village Planner will be sent addendum information, if such information is issued.

Limited requests for clarification or additional information regarding this Request for Proposal are to be submitted in writing prior to the proposal opening. **Verbal questions will not be entertained.** Questions may be submitted via emails. Questions must be submitted at least 72 hours prior to the proposal submission deadline. Failure to do so may result in rejection of the proposals as being unresponsive.

Any substantive requests for information that are received and responded to by the Village will be provided to prospective Respondents in the form of an addendum.

All questions concerning this proposal shall be sent to:

Mari Giurastante, Village Planner

Village of Johnson City

243 Main St

Johnson City, New York 13790

grantadmin@villageofjc.com

3. Form of RFP – Responses to the RFP should be prepared in the format set forth in the accompanying documents, including a full description of the Respondent’s experience. A non-responsive or incomplete response will be removed from consideration.

Prior to the opening of responses, the Village may amend, through Addenda, the RFP specifications to correct errors or omissions, or to supply additional information, as it becomes available. All Addenda will be provided to all respondents no later than three (3) days prior to the date the qualification statements and cost proposals are due.

4. VILLAGE’S RIGHTS - THE VILLAGE RESERVES THE RIGHT TO NEGOTIATE WITH ANY OR ALL RESPONDENTS; TO REJECT ANY OR ALL RFPS, IN WHOLE OR ANY PART THEREOF; TO RE-SOLICIT FOR RFPS; AND TO WAIVE ANY MINOR NON-CONFORMITIES IN ACCORDANCE WITH THE VILLAGE’S DETERMINATION OF ITS OWN BEST INTERESTS.

5. RFP Longevity - No Respondent may withdraw or cancel their response for a period of forty-five (45) days following the closing date for submissions, nor shall the successful Respondent withdraw, cancel or modify the response, after having been notified that the RFP has been accepted by the Village, except at the request of the Village or with the Village’s written consent.

6. Respondent’s Conditions - Any conditions or expectations on the part of the Respondent for performance by the Village must be set forth in Respondent’s submittal. The Village is not obliged

to consider the Respondent's post-submittal terms and conditions. *** If any service is not included, or is available for an additional cost, the submittal shall clearly so state. ***

7. Respondent's Preparation Costs - Any costs incurred by the Respondent in responding to this RFP is at the Respondent's own risk and expense as a cost of doing business. All materials submitted with a RFP shall become property of the Village and will not be returned to the Respondent. The Respondent is hereby notified that all submitted materials, following the award of a contract, are subject to disclosure pursuant to the New York State Freedom of Information Law (New York Public Officer's Law section 86 et seq.).

Ownership

The property is owned by the Village of Johnson City.

Property Specifications

Address: 333 Grand Ave, Village of Johnson City, New York, 13790;

154 Allen Street, Village of Johnson City, New York, 13790

Tax map number: 143.71-2-13; 143.72-1-29

Size: Approximately 3.96 acres and .16 acres for a combined total of 4.02 acres

SUBMISSION REQUIREMENTS

Respondents must provide the Village with the following items:

Project Description: A narrative of the Respondent's approach to the development of the Site, including proposed uses the properties. Describe how the proposal is appropriate for the neighborhood, consistent with local zoning, and supports the countywide comprehensive plan. Describe and support the anticipated market, users, and/or customers of the development Site.

Project Schedule: Include a project completion schedule including start and completion dates and other milestones for action, including proposed development phases as may be applicable. The proposal must include the time period by which this project will be initiated and completed. The Village may institute a reverter (also known as a claw back) clause to retake the Site if there is insufficient progress on the redevelopment.

Project Financing and Financing Capacity: Include specific terms of Site acquisition, a development budget, including sources and uses and phasing as applicable, a ten-year pro forma (operating budget) analysis including market and financial assumptions, and other financial information for the project. Include the anticipated time schedule to assemble needed financial commitments, types of financing expected, specific incentives required and their impact on the financial assumptions, and letters of interest from banks or other sources. Respondent must provide proof of its ability to close the land transaction within 90 days of Village approval. Include

any and all other financial commitments or projections that are relevant to a successful completion of the project. Financial partnerships must be identified.

Project Team: Provide a history of the Respondent's business or organization, including years of operation, locations, size, growth, services, and financial stability. Include information regarding any pending or recent lawsuits against the organization, its officers, or employees. If the proposal is submitted by a lead organization on behalf of several partners, provide similar information for each partner.

Prior Experience: Provide a description and dates of other significant projects completed, particularly those similar in size and characteristics. Include names, title and phone numbers of contact persons from units of government where these projects are located. Include any other documents to demonstrate capacity.

Purchase Price: All proposals must include a bid price for the Site. Respondents under consideration may be asked to provide substantive information regarding the financial capacity of the submitting organization and its principals, including the Respondent's financial statements from the previous three years.

Environmental Compliance: Any development of the Site will require completion of the Full Environmental Assessment Form and a Type 1 SEQRA review due to the Historical Significance. Respondent shall be solely responsible for completing any and all required SEQRA reviews, including but not limited to the preparation and submission of forms, documents, and resolutions to complete such review.

Zoning and Planning: Respondent shall be solely responsible for completing any and all zoning and planning reviews, including but not limited to the preparation and submission of forms, documents, and resolutions to complete such review.

Indemnification: To the fullest extent permitted by law, the Respondent and Respondent's officers, directors, members, partners, agents, employees, and consultants will indemnify, defend with competent counsel and hold harmless the Village, its officers, agents and employees from and against any and all liabilities, claims, damages, judgments or awards and any and all loss or expense (including reasonable attorney's fees) that may arise by reason of liability for damage, injury or death arising from or relating to the Site following transfer of the Site from the Village to the Respondent.

The Village reserves the right to request additional information from any and all respondents.

SELECTION CRITERIA

<u>Offered Purchase Price</u>	10%
Provision of competitive terms to develop the Site	
<u>Financial Capacity of Respondent</u>	10%
Respondent's financial strength as indicated by the materials provided in the submission	
<u>Demonstrated Success with Projects of a Similar Size and Complexity</u>	25%
Respondent's experience developing comparable projects	
<u>Proposed Project Timeline</u>	10%
Proven ability and commitment to complete the Project in a timely manner.	
<u>Projects that Advance the Concept of iDistricts and are Consistent with the Broome County Comprehensive Plan</u>	25%
Demonstrated linkage between the proposed redevelopment and concepts as outlined in this RFP as well as general support of the Broome County countywide comprehensive plan.	
<u>Total Proposed Investment and Leveraged Funds</u>	20%

The Village reserves its rights to examine any other criteria and take the same under consideration and to reject any firm or proposals despite its compliance with these criteria if it determines that to do so would be in its best interests. During or after the review of responses, the Village may submit written questions and requests for clarification, and may conduct interviews. The Village intends to select the firm(s) that, in its opinion, best meets the Village's needs.