

REQUEST FOR PROPOSAL FOR SITE DEVELOPER:

WASHINGTON AVENUE INFILL DEVELOPMENT

Issued by: Village of Endicott, New York
Date: February 8, 2021
Responses Due: April 8, 2021



121-125 Washington Avenue, Endicott, NY

TABLE OF CONTENTS

I.	PROJECT OVERVIEW	3
II.	PROJECT BRIEFING	5
III.	PROPERTY DESCRIPTION	6
IV.	PROPOSAL SUBMISSION REQUIREMENTS	7
V.	EVALUATION AND SELECTION	9

DISCLAIMER: The information contained herein is correct to the best of the Village’s knowledge. However, proposers are urged to undertake their own due-diligence and independently verify all information pertinent to their proposal. The Village assumes no responsibility for incorrect or missing information contained in this RPF.

I. PROJECT OVERVIEW

Project Summary:

The Village of Endicott is seeking proposals from qualified real estate developers or development companies to develop a mixed-use project on a Village-owned parcel at 121-125 Washington Avenue in the heart of downtown Endicott. The Village has been awarded \$538,840 in funding as a developer's incentive for this project. This financial incentive is detailed below. The development will infill the existing parking lot at the site and restore the existing street wall along Washington Avenue. It is anticipated that the first floor will contain commercial uses with upper floor residential uses.

Community Description:

The Village of Endicott is situated on the banks of the Susquehanna River just west of the City of Binghamton in Broome County in New York State's Southern Tier Region. It has a 2010 Census population of 13,392. The Village is located within the Town of Union, which has a population exceeding 56,000, and is part of the Southern Tier's "triple cities", a metropolitan area exceeding 130,000 persons. The Village is served by Interstate 86, and the project site is less than one mile from I-86, Exit 67. The Greater Binghamton Airport is within 11 miles. (See attached Map).

As the birthplace of iconic companies such as IBM and Endicott-Johnson, the Village has been experiencing a resurgence in recent years as the former IBM complex at the north end of Washington Avenue has been transformed into the Huron Campus. This has brought thousands of new high-tech jobs to the community. This campus is the anchor of the Endicott Advanced Manufacturing iDistrict, a revitalization effort funded through New York's Upstate Revitalization Initiative (URI). A copy of the Endicott iDistrict Revitalization Plan is available upon request.

As part of the implementation of the iDistrict Plan, the community has leveraged nearly \$10M in funding from the Greater Binghamton Fund for a series of public and private investments in and around downtown Endicott. This includes, but is not limited to, streetscape improvements along Washington Avenue and Ideal Alley (both adjacent to the project site), as well as gateway improvements, a new hotel, and affordable housing.

In addition to its high-tech manufacturing, Endicott is home to the highly-respected Union-Endicott Central School District, the Dick's Sporting Goods Open PGA golf tournament, and historic George W. Johnson Park. More information about the community can be found at www.endicottny.com.

Project Incentives:

The project has been awarded funding from the Greater Binghamton Fund in the amount of \$538,840. These funds will be made available to the selected developer for the purposes of constructing the project. It is anticipated that the developer will execute a contract with the Village of Endicott for disbursement of such funds. For the purposes of this RPF, proposers should assume that these incentive funds will be disbursed in a lump sum at the completion of the project and upon providing necessary expenditure documentation. Proposers should also assume that funding will require Minority and Women Owned Business Enterprise (M/WBE) participation equal to 30% of grant funds (15% Women and 15% Minority). NYS prevailing wage rate and other grant requirements may also pertain.

Other development incentives *may* be able to be leveraged for this project but are in no way guaranteed by the Village as part of this RPF. The property is in a federal Opportunity Zone (OZ), Federal HUBZone, and a 485-b Property Tax Business Investment Exemption Zone. Incentives through the Town of Union Local Development Corporation *may* be available. The developer may also be able to access other NYS programs, such as ESD Capital funding.

Property Disposition:

The Village of Endicott is the current owner of the property at 121-125 Washington Avenue. It is the intent of the Village to execute a purchase agreement with the selected developer and to transfer ownership prior to construction. Proposers should, as part of their proposal, clearly identify the purchase price of this property. Inclusion of a purchase price in proposals shall not be construed as a formal purchase offer to the Village.

II. PROJECT BRIEFING

The Village will hold a project briefing/Q&A session regarding the project via Zoom at 11:00am on Thursday February 18th. If you are interested in participating in the Zoom session, please contact Village Manager Anthony Bates at abates@endicottny.com and the meeting link will be sent to you. The briefing/Q&A session is not mandatory. The purpose of this briefing is to provide additional context to the project, discuss other downtown revitalization/redevelopment projects that may influence this project, and to answer proposer's questions.

III. PROPERTY DESCRIPTION

Location:

The subject site is located at 121-125 Washington Avenue in downtown Endicott, New York. The property tax ID is 157.06.9.29.

Site Description:

121-125 Washington Avenue is 75' wide by 100' deep and is 0.17 acres in size. The site is level, paved, and currently used as a municipal parking lot. It fronts Washington Avenue to the west and Ideal Alley to the east. Existing structures are located at the lot lines to the north and south. There is a large public parking lot east of Ideal Alley that may be available for tenant parking at regular Village rates. A previous structure was located at this site prior to its use as a parking lot. Foundations and other remnants of this previous building may be present.

According to the Broome County GIS, the site is not located in a Special Flood Hazard Area (SFHA), and there are no DEC or NWI wetlands. There are no known easements, right of ways, or underground municipal infrastructure on the site that would limit development.

Zoning:

The site is zoned "Central Business District" (CBD). According to the Village zoning ordinance, "The purpose of the Central Business District is to foster a concentration of small-scale, mixed use activity and to support the goals and objectives contained in the Unified Comprehensive Plan. The CB District is established to maintain and enhance the traditional mix of retail, office, civic and residential uses within the core of the Village. Development in this district should reinforce compact, pedestrian-oriented development and preservation of traditional historic character". This district does not have established minimum front, rear, or side setbacks. The maximum front setback is five feet, the maximum height is 65 feet, and the maximum lot coverage is 90%.

Infrastructure:

The site is served by municipal water, sewer and stormwater. Electric, natural gas, and broadband services are available via private providers. All infrastructure is presumed to have sufficient quality and quantity needed to support the anticipated development.

Maps of the project site are attached.

IV. PROPOSAL SUBMISSION REQUIREMENTS

Proposal Contents

Developer's proposals should include, at a minimum, the following information:

- 1) Details on the proposed development concept including, but not limited to:
 - a. The size of the proposed building, including dimensions and square footage
 - b. Building materials, i.e. wood frame, masonry, steel
 - c. Proposed uses
 - d. Square footage of commercial and residential areas
 - e. Number of commercial units
 - f. Number of residential units, including number of bedrooms/unit
 - g. Project Team
 - h. Target Markets
 - i. Market demand information
 - j. Drawings, sketches, floorplans, or site plans as appropriate
- 2) Project Implementation Plan, including a timetable
- 3) Project Financials including, but not limited to:
 - a. Project budget
 - b. Financing Plan
 - c. 5-year Operating Proforma
- 4) Developer's Qualifications including, but not limited to:
 - a. Corporate resume
 - b. Previous experience/details of similar projects
 - c. Documentation of financial stability (any financial statements will be kept confidential)

All proposals shall be clear and concise, with a table of contents and tabbed sections and shall be signed by an authorized official of the organization. Proposers shall also complete and sign a "Non-collusive Bidding Certification" form.

Proposal submission:

An original and one copy of the proposal shall be submitted to:

Anthony Bates, Village Manager
Village of Endicott
1009 East Main Street
Endicott, NY 13760

All proposals shall be sealed and clearly marked "Proposal for Site Development" on the outside.

Submission Deadline:

Proposals are due on or before 2:00 p.m. on Thursday April 8, 2021 as set forth above. No proposals will be accepted after this time. Proposers shall also complete and sign a "Non-Collusive Bidding Certification" form and submit with their proposal. Proposals must be valid for 90 days from the submission deadline.

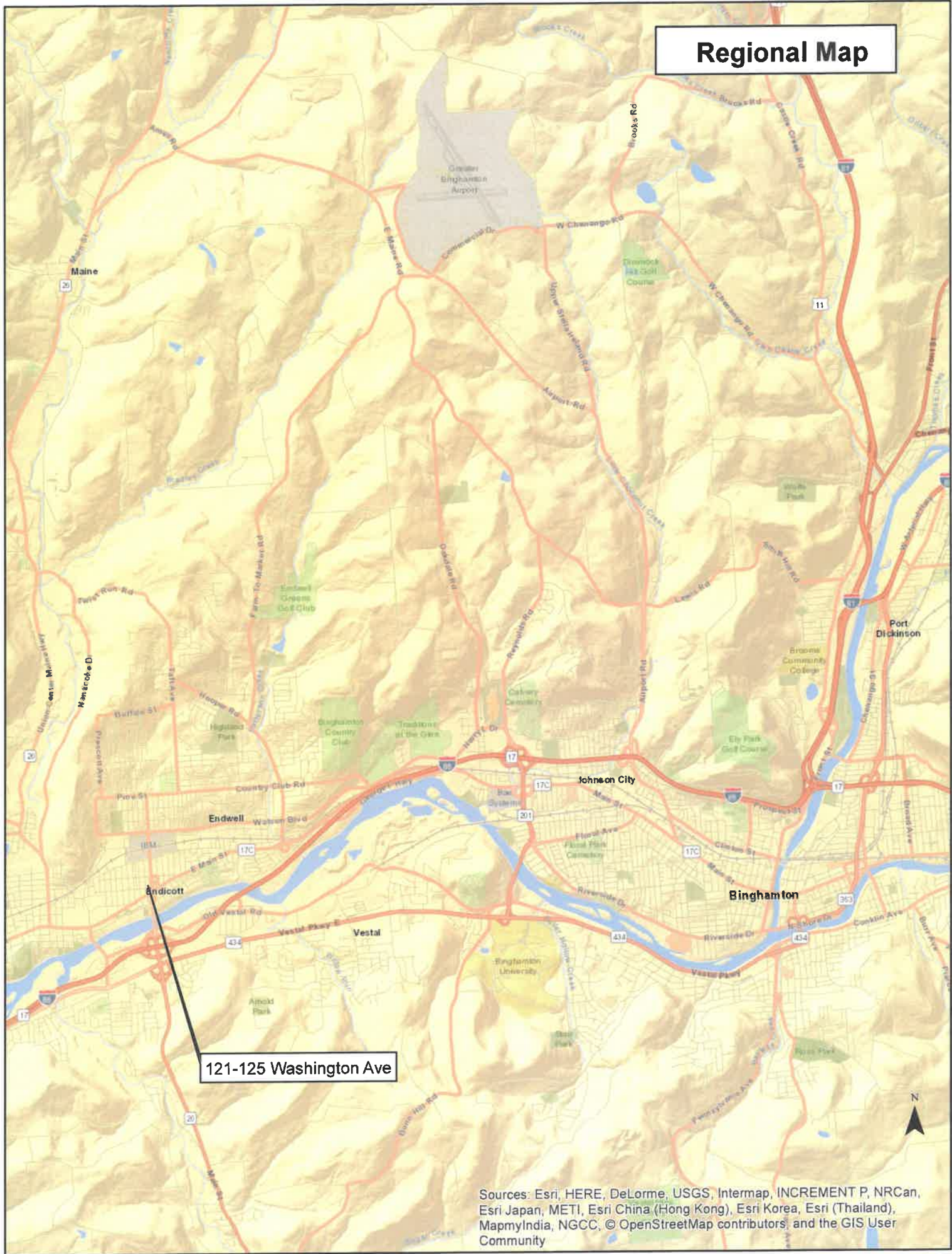
V. EVALUATION FACTORS

A formal evaluation process has been established to select the preferred developer for this project. The goal of this process is to select a project that will provide the greatest benefit to the Village of Endicott and the development team that demonstrates the greatest potential to deliver a quality project in an appropriate timeframe. The Village of Endicott reserves the right to reject any and all proposals submitted, to waive any and all informalities, and to disregard any and all non-conforming, non-responsive, or conditional submissions, or non-material requirements set forth herein.

Evaluation Factors:

- Qualifications of the project team, including experience with similar projects;
- Quality of the proposed project, including benefits to the community, i.e. type, amount, and use of commercial space; type and number of residential units; design quality; quality of construction; and other public benefits offered.
- Demonstrated ability to successfully implement the project in a timely fashion.
- Demonstrated financial feasibility of the project, including ability to obtain necessary financing.
- Amount of private equity leveraged
- Number of potential permanent jobs
- Overall quality of proposal

Regional Map



121-125 Washington Ave

Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China (Hong Kong), Esri Korea, Esri (Thailand), MapmyIndia, NGCC, © OpenStreetMap contributors, and the GIS User Community

**121-125 Washington Ave
Endicott, NY**

Huron Campus

121-125 Washington Ave

Endicott

**Union
Endicott
High School**



Sources: Esri, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China (Hong Kong), Esri Korea, Esri (Thailand), MapmyIndia, NGCC, © OpenStreetMap contributors, and the GIS User Community