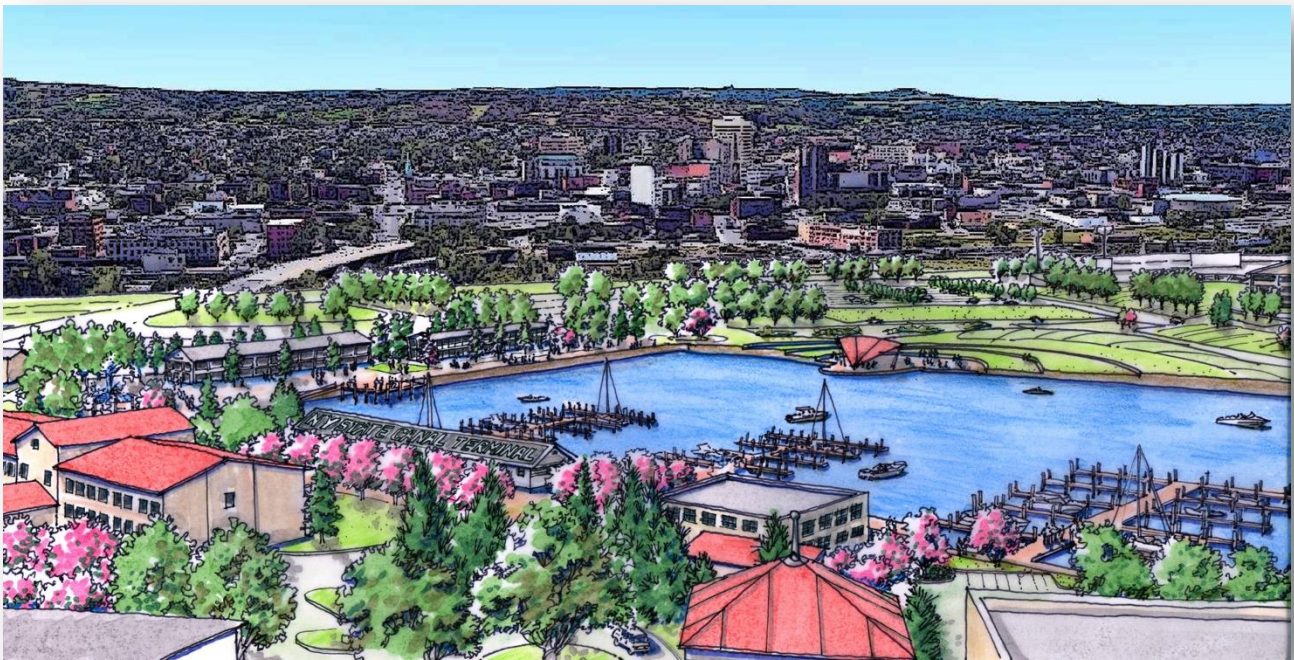




Harbor Point Mixed-Use Waterfront Development Opportunity

UTICA, NY

Development Request for Proposals



RFP #: 2018-001

Release Date: May 4, 2018

Questions (in writing) by: June 1, 2018

Proposal Deadline: July 27, 2018

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Summary

Plan. Build. Play.

Located at the “front door” of the City, Utica’s Harbor Point comprises nearly 148 acres of waterfront real estate uniquely situated around the City’s historic inner harbor along the Mohawk River and Erie Canal. The City of Utica and the Utica Harbor Point Development Corporation (UHPDC) are advancing the transformation of this former industrial area into a year-round mixed-use waterfront destination for residents and tourists complete with water activities, local foods, craft beverages, entertainment and active and passive recreation opportunities.

The City of Utica and the UHPDC are seeking development proposals for a 17+ acre portion of the Harbor Point Project. The City recently completed a master plan for 148 acres of Utica’s inner harbor to revitalize the former industrial and underutilized land to create a mixed-use destination. The portion of the Harbor Point Project that is available for development at this time is approximately 17.6 acres and is located on the northeast edge of the harbor water (the ‘Harbor Point Project Site’.) It is anticipated, based on market demand, that the preferred mixed-use project on the lands available in this RFP will consist of residential (1-, 2-, 3-bedroom upper floor apartments) with retail and commercial uses and associated parking on the ground floor. The winning proposal will be consistent with the City’s vision for this area as articulated in the Master Plan (see page 6.)

Development Site	Approximately 17.6-acre flood-free waterfront site zoned with maximum flexibility through the City’s “Planned Development-Extraordinary” (PDE) district.
Site Features	<ul style="list-style-type: none">▪ Waterfront Location▪ Development Ready – NYS SEQR Generic Environmental Impact Statement (GEIS) Complete▪ Easy Access from I-90 – (NYS Thruway)▪ ¼ mile from Downtown Utica with a dedicated pedestrian connection via the John Street Bridge▪ Adjacent to New Development (Hotels and Restaurants)▪ Immediately adjacent to the planned Promenade, Marina, Waterside Craft Food and Beverage center▪ Community Supported Vision▪ Demonstrated Market Demand
Location	Newly constructed pedestrian-friendly Wurz Ave Extension gateway entrance directly off North Genesee Street
Selection Process	The preferred developer will be selected in accordance with the UHPDC procurement requirements
Proposals Due	July 27, 2018

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Invitation to Submit

On behalf of the City of Utica, we are excited to share this development opportunity for the premier waterfront property within the City of Utica and New York State's Mohawk Valley. Over the past several years the City has invested a tremendous amount of time, effort, and resources in creating a future vision for the Harbor Point Area; this project site is the cornerstone for realizing that vision.



Utica Harbor Point is unique part of the recently designated NYS Barge Canal National Historic Landmark system. When built, it was purposely nestled close to Utica's Central Business District and major textile industries, which sat adjacent to the Old Erie Canal. This location provides for a unique opportunity to create a mixed-use destination centered on water that is directly adjacent to the heart of the City of Utica and within 15 miles of the existing and emerging major employment centers of Griffiss Business and Technology Park and Marcy Nanocenter. Griffiss Park is the region's largest and most diverse business park, with 6,000 employees in advanced manufacturing, agribusiness, aviation, and cybersecurity. The Marcy Nanocenter is one of the nation's premier greenfield sites for semiconductor manufacturing, and at full build-out, is expected to host upwards of 5,000+ new employees. Adjacent to the Marcy Nanocenter is SUNY Polytechnic Institute's Quad-C, which hosts the German semiconductor company Danfoss and is expected to create 300 jobs locally. Finally, an additional 3,000 employees will soon call Downtown Utica home as a result of a new hospital currently under development less than 2 miles from Harbor Point. With all of this new investment will certainly come new waterfront housing and mixed-use opportunities.

And these are just the major developments happening in and around Utica. There are many more initiatives taking place - from the redevelopment of our historic buildings in Baggs Square which will be connected to Harbor Point via a dedicated pedestrian bridge, the redevelopment of our downtown retail spaces, and the restoration of the Utica Memorial Auditorium (now the Adirondack Bank Center), home to the AHL's Utica Comets and an international engineering landmark, just to name a few. We can safely say that Utica is thriving! All combined, we are experiencing a renaissance and Harbor Point will become a significant component centered on urban waterfront living, recreation, and craft food and beverage.

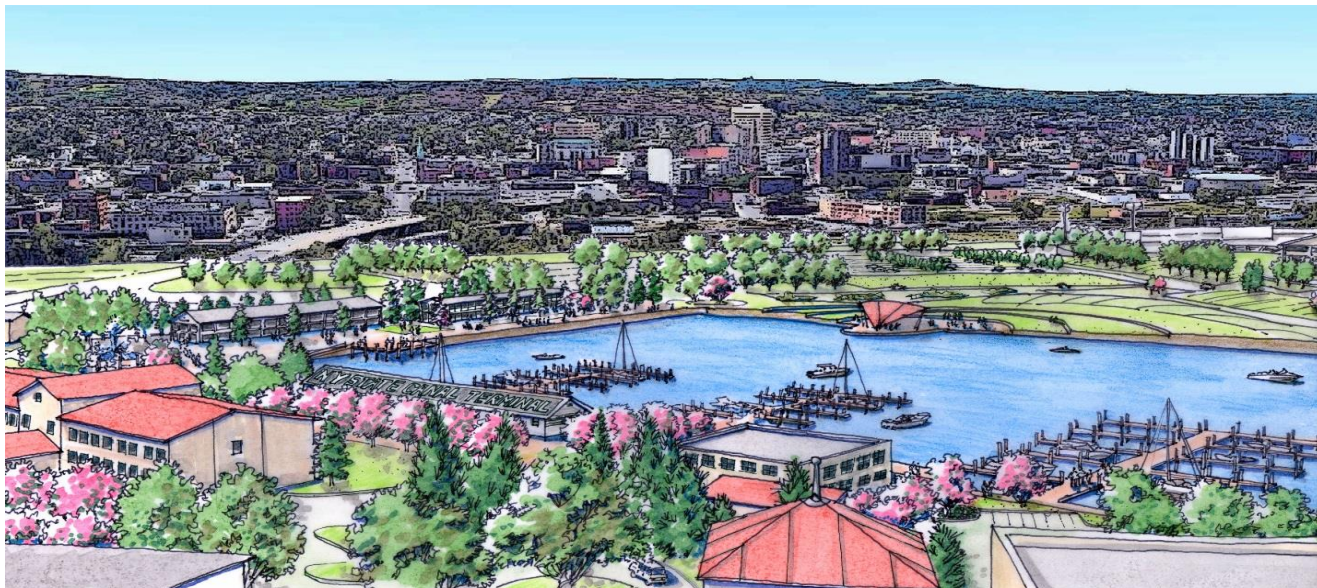
Sincerely,

Robert Michael Palmieri, Mayor
City of Utica
Sole Member, Utica Harbor Point Development Corporation

And

Vincent J. Gilroy, Jr.
President
Utica Harbor Point Development Corporation

Utica Harbor Point Master Plan



The ~17.6 acre Harbor Point Project Site that is subject to this RFP is a cornerstone piece of the Harbor Point Master Plan that establishes a modern vision for this waterfront area in the City of Utica. The Harbor Point Project Site is a unique opportunity to build a new urban waterfront in the Mohawk Valley that is directly bounded by both the Mohawk River and the NYS Canal National Landmark. At full build-out, the Master Plan for all of Harbor Point envisions nearly 500,000 square feet of mixed-use development across 148 acres within walking distance of downtown Utica, historic Baggs Square, the proposed hospital, and the U-District, a sports and entertainment district, among others. At completion, this mixed-use destination will become a four-season attraction featuring a mix of parks, trails, housing, craft food and beverage venues, entertainment and recreation amenities, retail stores, cultural attractions, and waterfront uses.

The redevelopment plan for the entirety of Harbor Point outlines a framework of guidelines for new public- and private-sector construction, identifies areas for public activities and recreation spaces, establishes new connections to downtown Utica including the proposed new hospital, and improves access to the Mohawk River and the NYS Canal System. The detailed Master Plan for the entire Harbor Point project is shown on the following page. In addition, a broader area plan is provided illustrating the relationship of Harbor Point to Utica's other initiatives including the U-District, Historic Baggs Square, the NYS Thruway, and the proposed hospital location. It is anticipated that the UHPDC will formulate a synergistic relationship with the developer of the ~17.6 acres to realize the full vision of the master plan.

A Vision for the Future

Harbor Point will be a destination that captures the essence of Utica's unique history, with modern updates to bring the area back to life. Concepts for the rejuvenated Harbor include:

- Waking up with a view of the Harbor from waterfront lofts
- Shopping through a variety of boutiques and shops
- Enjoying local craft food and beverage near all of the action
- Watching recreational sports such as soccer or baseball

Utica Harbor Point Master Plan

A Unique Harbor

$\frac{3}{4}$ mile stem

$\frac{1}{4}$ miles from downtown

Spatula-shaped

Colorful history

Location captures industrial history of barge canal



Proximity to Area Initiatives



Harbor Point Investments

Since 2014, the City has made great strides in implementing public improvements associated with the Master Plan including the construction of a new prominent gateway that will serve the district and the Harbor Point Project Site. A market analysis was completed that clearly demonstrates significant demand for mixed-use urban waterfront development. Design guidelines were also created that articulate the development character expectations. To facilitate development and help bring the project to a build-ready state, the City has already completed a Generic Environmental Impact Statement (GEIS) and associated Findings for the district. Additional state grant dollars have been received to continue the public investment components of the site. All information pertaining to completed and planned improvements can be found at www.uticaharborpoint.org and are listed as an attachment to this RFP.

To date the City and the UHPDC have received nearly \$9 million for public investments to help realize the Harbor Point vision. Completed activities to date include:

- Initial Master Plan
- Economic and Market Analysis
- Generic Environmental Impact Statements (GEIS)
- Gateway Entrance Design and Construction at Wurz Avenue
- Design and Engineering for replacement of bulkhead walls, Wurz Ave Extension (to access the development pad), and closure of the former dredge spoils area (creating the pad for development)
- Design Guidelines
- Property Acquisition
- Permits from USACE (bulkhead wall replacement) and NYS Historic Preservation Office (building demolition and renovation)

Additional dollars are available for construction including the Wurz Avenue Extension and the closure of the dredge spoils area. When complete, the proposed ~17.6 acres development site within Harbor Point will have direct access complete with infrastructure including water, sewer, telecommunications, and stormwater.



Gateway Concept for Utica Harbor Point. The Gateway was constructed in 2017

The Development Opportunity



A. Site Details

Site Owner:	The UHPDC will imminently acquire title to the subject real property from the New York State Canal Corporation pursuant to Section 2 of the Laws of New York, 2008, Chapter 371.
Tax Parcels:	306—20-1-11; 306-020-1-8 and 306-202-1-9 (Partial. Some of these properties will be used for the public access road)
Size:	~17.6 Acres for development (Adjacent to 148 acres of planned mixed-use waterfront development)
Planned Conditions:	Level development pad above the floodway and floodplain.
Terms of Sale:	Purchase price to the selected developer will be determined through negotiations between the developer and the UHPDC.
Utilities:	Public access road with 8" sewer, 8" water, telecommunications, stormwater, bicycle and pedestrian facilities.
Environmental:	SEQRA is complete pending conformance with the Generic Environmental Impact Statement Findings.
Land Use & Zoning:	P-DE – Planned Development Extraordinary

B. Preferred Development & Design

It is the intention of this RFP to review proposals for the reuse of the Harbor Point Project Site (i.e. ~17.6 acres). The UHPDC is seeking development plans for this area that reflects the vision for the Harbor Point Master Plan and has the ability to have a synergistic effect when the entire project is developed. Development Plans should include a mix of uses, including new housing to meet the needs of the existing and new employees. The UHPDC will consider alternative development programs that creatively address, but still adhere to, the goals and vision of the Harbor Point Master Plan. A desired outcome of the project is the creation of new jobs and it is also desired that the successful redevelopment plans will make ample use of sustainable building principles and practices.

Developers are expected to submit development plans that adhere to the City's Design Standards and Guidelines established for the area. These are described below.

C. Zoning and Design Guidelines

The Harbor Point Project Site is located within the PD-E Planned Development-Extraordinary zoning district (*reference Article IV, Chapter 229, Division 7 of the City's Zoning Code.*) Planned development districts in the City of Utica are intended to "encourage innovations in land development and renewal techniques so that the growing demands of the community may be met with greater flexibility and variety in type, design and layout of sites and buildings and by the conservation and more efficient use of open spaces and other amenities generally enhancing of urban life." As such, there is a high level of flexibility to encourage creative development proposals.

However, to ensure that development proposals meet the city's design objectives, The City of Utica has adopted Redevelopment Design Standards and Guidelines (http://uticaharborpoint.org/wp-content/uploads/2013/01/Harbor-Point_Design-Guidelines_FINAL_08.18.16_2.pdf) that are applicable to the PD-E zoning district. Developers will be expected to submit design proposals that adhere to the established standards and guidelines.

D. Incentives Available

The UHPDC, City of Utica, the Utica Industrial Development Agency, Mohawk Valley EDGE, and others are facilitating land acquisition and may provide financial and technical assistance to successfully develop the Harbor Point Project Site. Incentive opportunities may include:

- Financial Assistance in the form of New York State and local sales and use tax exemptions, mortgage recording tax exemption, and real property tax abatement benefits through the City of Utica Industrial Development Agency
- Historic and Brownfield Tax Credits
- Grants

E. Market Support

A real estate market analysis was conducted and found that the Utica market can support over 320 new multi-family housing units due to high levels of demand resulting from existing (Griffiss Business and Technology Park) and planned new development (Quad-C at SUNY Polytechnic, Marcy Nanocenter, and the new downtown MVHS Hospital.) Market feasibility was also found for destination retail capitalizing on the unique waterfront location. Overall, an estimated 135,000 square feet of targeted retail and restaurants was found to be supported by

market conditions. The study also projected long term demand for approximately 140,000 square feet of new office development.

Since the market analysis was completed, the multi-family housing market has remained strong and new modern apartments are being built in downtown Utica. These projects are experiencing very low vacancy rates and are commanding premium price points of approximately \$1.50/SF. The City currently has unmet demand for upscale units targeted towards empty nesters and young professionals, especially as Marcy Nanocenter grows in the future.

F. Build-Ready Site Conditions

At the close of the 2019 construction season, the site will have a dedicated two-lane access off Wurz Avenue West including a roundabout as indicated on page 9, with a secondary access off Wells Ave. The site will also have a gravel perimeter road. Utilities consisting of an 8-inch water main and 8-inch sanitary sewer main will be installed to the roundabout with gas and telecommunication service connections available nearby. A pond will be constructed adjacent and just north of the roundabout for stormwater mitigation measures.

Utica's Harbor Point, 2018



Submission Requirements

A. Letter of Intent

Submit a letter that provides a summary of the developer's basic qualifications, experience, past projects of similar nature and size, description of the proposed development plan, and reasons for interest in the Harbor Point Project site. A person should sign the letter with the authority to represent and make legally binding commitments for the developer.

B. Project Team Description

Identify members of the development team and provide a brief description of each team member's role. Include the following:

- Legal entity that will complete acquisition and development of the project
- Development team firm names
- Principals involved in the project
- Resumes of key team members
- A description of team member's proposed role
- An organizational chart
- Designated lead point-of-contact for the team

C. Relevant Project Experience

Provide a summary of relevant project experience for up to five (5) projects. The City is most interested in current or recently completed projects that are similar in nature to the Master Plan. For each project, include the following details:

- Project Name, Location, Date of completion, and Description
- Total Project Cost and Approach to Financing including any public financial participation
- Contact name and information of the client or primary public official who worked with the developer on the project.

D. Finance Plan

Provide preliminary development budget listing proposed sources and uses, including acquisition costs and indicate gaps if any. Describe expectations of public participation and use of incentives. The financing plan should include a preliminary project budget (pro forma) with projected revenues and expenses. A finalized Finance Plan will be required 30 days of contract award.

E. Financial Capacity

Include evidence the developer has the ability to secure the funds required to construct the proposed development.

F. Development Plan

The development plan should clearly articulate the developer's vision for the Harbor Point Project Site (i.e., the approximate 17.6 acre project site) and should include the following items:

- a. **Written Narrative:** Describe the approach to developing the Project Site including a vision for the full build-out of the site and general design approach.
- b. **Conceptual Site Plan and Drawings:** Using the concept in the master plan for the ~17.6 acres as a guide, a refined conceptual site plan should be provided that shows building footprints, roads, parking areas, public spaces, and other key design elements. Elevations of building frontages should be provided. Additional drawings and renderings are encouraged to illustrate the design of the proposed development. The Harbor Redevelopment Design Standards and Guidelines should be consulted in preparing the refined concept plan.
- c. **Development Program:** Include a breakdown of the program including number and type of housing units, square feet by use, and number of stories for each of the proposed buildings. Indicate how parking will be accommodated.
- d. **Marketing Plan:** Indicate the approach the developer will take to marketing the proposed project. Briefly describe the target market/tenants for the development.
- e. **Anticipated Construction Schedule:** The schedule should also include any development phases illustrated using the site plan. The schedule does not have to be start date specific; it can be a conceptual construction schedule.
- f. **Any other information:** Submit any other information to describe or support the proposed concept.

Basis for Selection

Proposals submitted will be reviewed by UHPDC for completeness and selection of a developer will be made on the basis of the following:

1. Conformance of the proposal with the vision set forth in the Harbor Point Master Plan and Harbor Redevelopment Design Standards and Guidelines;
2. Experience and history of the developer in performing similar redevelopment projects;
3. Stability and credibility of financing/capital stack on the feasibility of the project plan and the financial strength of the development team;
4. Feasibility of the financing plan including desired incentives;
5. Credibility of any contingencies;
6. Responsiveness of the redeveloper to the terms of this RFP; and
7. Timeline of redevelopment completion (generally) and consideration of the ability of the developer to complete the project in a professional and timely manner.

Administrative

A. Site Visits (by appointment)

Those wishing to tour the Harbor Point area and the ~17.6 acreage available for development under this RFP should contact Brian Thomas, Commissioner, Department of Urban and Economic Development at (315) 792-0181. A two-week window will be available for scheduled tours starting May 11, 2018 ending May 25, 2018.

B. Submission instructions

Proposals deadline: **5:00pm on Friday, July 27, 2018.**

Responses should be limited to 15 pages not including exhibits. Five paper copies and one (1) electronic version on flash drive containing one (1) PDF should be sent to:

Vincent J. Gilroy, Jr., President
Utica Harbor Point Development Corporation
C/o Office of Urban and Economic Development
1 Kennedy Plaza
Utica, New York 13502

C. Selection Process

Proposals will be reviewed in accordance with the requirements stated herein and evaluated based on the criteria under 'Basis for Selection'. Proposals will be ranked based on the following point system:

Experience: Proposals will be evaluated based on the expertise of the development team members and demonstrated success in previous development projects.

Master Plan Conformance: Level of conformance of the submitted concept plan, written narrative, and program with the Harbor Point Master Plan and Utica Harbor Redevelopment Design Standards and Guidelines.

Capacity: Stability and credibility of financing/capital stack of the development team.

Development Budget: Preliminary development budget listing proposed sources and uses, including acquisition costs and indicate gaps if any.

Schedule: The UHPDC is seeking proposals that will undertake the project in a timely manner to realize success.

D. General Provisions

The issuance of this RFP and the submission of a response by a respondent or the acceptance of such a response by UHPDC does not obligate UHPDC in any manner. UHPDC reserves the right to:

1. amend, modify or withdraw this RFP;
2. revise any requirement of this RFP;

3. require supplemental statements or information from any responsible party;
4. accept or reject any or all responses hereto;
5. extend the deadline for submission of responses hereto;
6. negotiate potential contract terms with any respondent to this RFP;
7. hold discussions with any respondent to this RFP to correct and/or clarify responses which do not conform to the instructions contained herein; and
8. cancel, or reissue in whole or in part, this solicitation, if UHPDC determines in its sole discretion that it is its best interest to do so.

UHPDC may exercise the foregoing rights at any time without notice and without liability to any respondent or any other party for its expenses incurred in preparation of responses hereto or otherwise. All costs associated with responding to this solicitation will be at the sole cost and expense of the respondent.

All information submitted in response to this solicitation is subject to the Freedom of Information Law (FOIL), which generally mandates the disclosure of documents in the possession of UHPDC upon the request of any person unless the content of the document falls under a specific exemption to disclosure. In addition, all Proposals may be discussed at meetings of the UHPDC, which meetings are subject to the Open Meetings Law.

E. Process of Award

After review and ranking of respondents, the UHPDC reserves the right to interview potential developers. When selected, the preferred developer will be presented for approval to the UHPDC Board. Subsequent to this approval, the UHPDC will then enter into contract negotiations with the preferred developer.

F. Questions and Addendums

All questions should be submitted in writing to Vincent J. Gilroy, Jr., President, Utica Harbor Point Development Corporation at (vgilroy@gmail.com). Deadline for Questions: **June 1, 2018**. Responses will be posted at <http://cityofutica.com/departments/harbor-point-development-corporation/index> by **June 15, 2018**. No questions will be answered unless submitted in this manner.

This RFP imposes certain restrictions on communications between the UHPDC, its sole member, and the members of the UHPDC board of directors, and its staff and an RFP respondent during the procurement process. A respondent is restricted from making contacts from the earliest notice of intent to solicit this RFP through final award and approval of winning respondent by the UHPDC ("Restricted Period") other than stated under 'Questions and Addendums.' Certain findings of non-responsibility can result in rejection for this RFP award.

Resources

Project documents are located on the Utica Harbor Point website located at www.uticaharborpoint.org/project-documents/ and include:

- Project Documents:
 - Project brochure
 - Preferred Harbor Master Plan
 - Program of Uses and Parking
 - GEIS Brochure
 - Design Guidelines

- State Environmental Quality Review Act (SEQRA) Final Generic Environmental Statement (FGEIS) Documents

- State Environmental Quality Review Act (SEQRA) Scoping Documents

- State Environmental Quality Review Act (SEQRA) Draft Generic Environmental Statement (DGEIS) Documents

- Utica Master (Comprehensive) Plan

- Photographs