



Bresee's Complex Redevelopment Project Requests for Proposals January 2011

Sponsored by:
The Otsego County Development Corporation in partnership with the City of Oneonta
Oneonta, New York

Proposals due: March 3, 2011

Introduction

The Otsego County Development Corporation, and in partnership with the City of Oneonta hereby solicit qualified, experienced developers to submit proposals for the purchase of the Bresee's Complex in Downtown Oneonta. The project consists of 2 vacant buildings. The interested party will renovate and utilize the building(s) in a manner that will serve as a catalyst for future growth and development for Oneonta's Downtown District and the Greater Oneonta Region.

The selected developer(s) or development team will, where deemed appropriate, construct any new buildings and/or rehabilitate remaining buildings in a manner that will complement downtown, preserve the Main Building's historic façade and contribute to Main Street revitalization.

The OCDC and the City envision a mixed use redevelopment for the Bresee's Complex but will consider all proposed re-use plans and concepts.

The City of Oneonta, NY Overview

The Greater Oneonta region serves the adjacent counties of Delaware and Chenango, with a combined population of approximately 120,000 people. The City of Oneonta is located just off Interstate 88 approximately halfway between Albany and Binghamton and serves as the hub of this region for commercial, industrial and service businesses. The City of Oneonta has a permanent residential population of 7,800 citizens and an additional student population of over 7,500.

Oneonta greatly benefits from a strong presence of the Bassett / Fox Healthcare Network, numerous key industries such as Corning Incorporated, AgroFarma, Amphenol, Astrocom Electronics, Medical Coaches, Apple Converting, Custom Electronics and Ioxus and a stable base of large not-for-profits and governmental agencies.

Oneonta is home to three higher education campuses creating a high flow of college shoppers throughout the year. It is the sole location for the State University of New York at Oneonta, Hartwick College, and a satellite campus of the Utica School of Commerce. With the impact of the colleges on the population, 60% of Oneonta's citizens are between the ages of 18 and 44 creating a vibrant community usually enjoyed only by cities that are much larger in size.

A secondary economic impact in and around Oneonta has been the explosive growth of tourism triggered by Summer Baseball Camps, driven primarily by Cooperstown, 25 miles to the north. The Cooperstown All Star Village, located in Oneonta hosts 12 weeks of tournament play youth baseball, and attracts over 8,000 visitors a summer. The influx of visitors in the summer months stabilizes the retail and commercial economy by offsetting the months when the colleges are out of session.

The City of Oneonta downtown area is a mixture of retail, commercial, professional, health care, governmental, and residential uses. Within a one block radius of the Bresee's Building is a Bassett Health Care Center, a variety of long established retail facilities, a downtown hotel, the Clinton Plaza commercial mall, as well as several restaurants and cafes.

Over the past seven (7) years the City has successfully completed major redevelopment and revitalization projects in the immediate vicinity of the Bresee's Building. A 78 room Clarion Hotel and public plaza have solidified the Main Street streetscape. A vacant and blighted feed mill on nearby Market Street was demolished and has become the home of the Foothills Performing Arts and Civic Center, and the historic Oneonta Theatre has been renovated and just completed its successful opening season of live music performances

The Water Street Improvement Project, including the refurbishment of the City's 481 car downtown parking garage as well as façade improvements to Main Street and Water Street buildings, was completed between 2001 and 2006.

The Bresee's Complex Site Overview

The Bresee's Complex is at the heart of Downtown Oneonta and neighbors the public library, a bank, two performing arts venues, lodging, food and shops. Pedestrian traffic is a natural given the key location of this development. A large area contiguous to both properties is dedicated for the development of 60+ new parking spaces and walkways integrating Bresee's Complex, Main Street and Huntington Library Park. With its keystone location, adjacent parking and potential for flexible mixed use development, the Bresee's Redevelopment Project is the most exciting addition to Downtown this decade.

The Bresee's Complex consists of 2 separate buildings. This RFP provides for the opportunity to purchase either building individually or as a "complex" in an "AS IS" condition.

The Bresee Complex Project Specifications

Zoning: CDBA- Commercial Business District A

Utilities available: NYSEG single and three phase electric service; NYSEG natural gas service; City water and sewer utilities

1. The Former Bresee's Department Store (Building A): Offers 4 floors (excluding basement) totaling 29,000 square feet available for mixed use redevelopment located with Main Street and Library Parkview façades
2. 1 Dietz Street: Offers 3 floors (excluding basement) totaling 6,600 square feet available for mixed use, located one half block from Main Street on Dietz Street with Parkview access.

Public / Private Partnerships

Activities to date:

- 1) Grant funding sources have been secured and available for project use:
 - City-by-City Funding awarded (ESD) \$1,000,000
 - RestoreNY Round 3 Funding awarded (ESD) \$2,200,000
 - New York Main Street Funding awarded (Office of Community Renewal) \$ 250,000

\$3,450,000
- 2) November 2009, the 1959 Aluminum Façade covering the front of the former Bresee Department Store was removed, exposing the original brick façade.
- 3) In Winter 2010/2011 (currently underway) 60,000 square feet of vacant, structurally unsafe building was demolished from the rear portion of Building A.
- 4) An engineering conditions report (2008) is available upon request for remaining portion of Building A.

Possible tax incentives and additional funding sources

- 485-B Real Property Tax Abatement Program
- Historic Tax Credits
- New Market Tax Credits
- Potential PILOT Agreement with County of Otsego IDA

Redevelopment Criteria

- 1) **2 Years to Redevelop**
The Otsego County development Corporation expects successful proposer to complete redevelopment of the site(s) within 2 years following signed agreements.
- 2) **Compliant with the City Zoning**
The plan may reconfigure the nature of the building(s), but it must comply with Downtown codes and zoning regulations.
- 3) **Redevelopment Plan Can Include Properties Beyond this RFP**
The development plan may include non-OCDC owned properties that can be purchased or secured through a development agreement/option to develop.

Proposal Submission Timeline

Phase I

The first phase provides an opportunity for developers to gather the necessary information, complete a mandatory site visit, and submit a compelling proposal by Thursday, March 3rd. On-site tours and access to the properties can be scheduled through the OCDC office.

Phase II

The second phase is focused on in-person interviews.

March 11th (Friday) Notification Sent to 1st Round Finalists

March 16-23rd: Interviews of 1st Round Finalists

Phase III

The third phase is focused on establishing the financial feasibility of the various proposals.

March 30th (Wednesday): Notification Sent to 2nd Round Finalists for Financial, Licensing & Insurance Information

April 6th (Wednesday): 2nd Round Finalists Financial, Licensing & Insurance Information Due

May 2nd (Monday): OCDC / City Announces Successful Proposal

Submission Requirements:

- 1) **Identify the Buildings You Seek to Develop.** Since you may develop one or more of the properties identified in this RFP, you must clearly state which properties you seek to develop.
- 2) **Development Plan.** The submission must state in a clear and concise manner how you intend to develop each of the properties you have identified for development. You should include the following:
 - A. Schematic Plans that show the location of structures, elevations, floor plans, service areas, etc.
 - B. Project costs including:
 1. 5 year Financial Projection with assumptions
 2. Financing/Funding Plan, including proposed use of OCDC/City loans and grants
 - C. Proposed Uses/Tenants for each area of the building.
- 3) **Development Schedule** that identifies the anticipated timing for each phase of the development process (i.e., financing, design, demolition (if applicable), construction, and tenant occupancy).

- 4) **Proposed Development / Ownership Structure:** The submission must identify all members of your development team to include:
- a. Resumes for all owners/management personnel
 - b. The names, roles and contact information for all participating firms (e.g., developer, architect, engineer, consultants, etc.). Include all applicable websites.
 - c. A brief profile of each firm to include a concise narrative of the history of the firm (i.e., years in business, principals of firm, number of employees, etc.)
 - d. Specific name, address, e-mail address, and phone number of the singular point of contact for notifications to your team.
 - e. Information and References on similar projects completed that indicate your ability as a developer to undertake this project.
 - f. Personal and corporate (as applicable) financial statements for the past two years
 - g. Evidence of credit sufficient to ensure project completion
- 5) **Relevant Project Experience/Examples.** Identify the projects that show that you are well-suited for this project, and how those projects relate to this project.
- 6) **References.** Provide a minimum of 3 references – including name, address and current telephone number of the responsible person who may be contacted. References must be provided for each project listed in the proposal; other references may also be submitted.
- 7) **Submission Location, Time, Format & Fee.** You must submit 10 printed copies and one electronic copy of your proposal by 5:00 p.m. (CST) on March 10th to the following address along with a \$250 nonrefundable fee payable to the Otsego County Development Corporation.

Otsego County Development Corporation
c/o Carolyn Lewis
242 Main Street
Oneonta, NY 13820

Proposal Evaluation Criteria

The OCDC will not be limited solely to the information provided in the proposals. Additional information or modifications to proposals may be requested from any developer. Each proposal will be evaluated by the OCDC Redevelopment Team based upon a comprehensive analysis that will consider the following criteria:

- 1) **Quality of Development Plan.** The scope and quality of the Development Plan in terms of:
 - a. Viability of the proposed project, thoroughness of the development concept, proposed budget and proposed use of funds to undertake this project.
 - b. Design
 - c. Construction Timing
 - d. Proposed Use/Tenant Mix
 - e. Degree to which the project is likely to stimulate additional development in the area.
- 2) **Financial Benefits to the City.** The financial benefits to the City, to include the purchase terms and projected tax revenues.
- 3) **Team Experience.** The experience of the development team in successfully planning, financing, constructing, marketing and managing projects similar in size and scope to the proposed project. References will be considered in evaluating team experience.
- 4) **Financing, Licensing & Insurance.** Financing, licensing and insurance will not be considered in the evaluation of the February 17th proposals, but the developer's ability to provide/ obtain sufficient financial resources to start and complete the project on budget and on time will be considered in the March 21st submissions. Submission requirements for this information will be made available with the Notifications on March 14th (or upon request prior to that time).

Administrative Information

- 1) **Right to Amend RFP.** Should it become necessary to revise any part of this RFP, provide additional information necessary to adequately interpret provisions and requirements of this RFP, or respond to written inquires concerning the RFP, the OCDC reserves the right to issue an Addendum to the RFP to all respondents who received the initial RFP. Any changes to the RFP will be posted on the Otsego County Economic Development Website www.otsegoeconomicdevelopment.com . It is the responsibility of each development team to periodically check the web page for changes to the RFP (i.e., clarifications, submission dates, etc.). No hard copies will be distributed.
- 2) **Right to Extend Submission Schedule.** The OCDC reserves the right to extend the Submission Date by a reasonable time.

- 3) **Right to Reject Proposals, Waive Irregularities, and Conduct Ex Parte Communications with Developers.** The OCDC reserves the right to accept or reject any and all proposals, at its sole discretion, received as a result of this RFP, to waive minor irregularities, and to conduct discussions with any or all prospective developers, in any manner necessary, to secure helpful information.
- 4) **Right to Request Additional Information from Any or All Developers.** The OCDC reserves the right to request additional information from any or all prospective developers, if necessary, to clarify that which is contained in the proposals.
- 5) **Right to Reject Plans.** The OCDC reserves its right to refuse to approve any such drawings, plans or specifications that are not suitable or desirable, in its opinion, for aesthetic or functional reasons; and in so passing upon such drawings, plans and specifications, it shall have the right to take into consideration, but shall not be limited to, the suitability of the site plan, architectural treatment, building plans and elevations, materials and color, construction details, access, parking, loading, landscaping, identification signs, exterior lighting, refuse collection details, street, sidewalks and the harmony of the plan with the surroundings.
- 6) **Right to Convene Advisory Panel.** The OCDC may convene an advisory panel to evaluate the proposals. The panel may include members of the City Common Council, City Staff, representatives from other city and state agencies, community representatives, experts or any other parties deemed helpful to the OCDC's evaluation of proposals.
- 7) **Issuing Office.** This RFP is issued by the Otsego County Development Corporation in conjunction with the City of Oneonta, NY
- 8) **Pre-Proposal Conference Attendance.** At this time, a Pre-proposal Conference has not been scheduled. However, site tours can be made available through the OCDC Office by calling (607) 432-8871. All efforts will be made to accommodate reasonable access in a timely manner.
- 9) **No Public Opening of Proposals.** Proposals will not be opened publicly.
- 10) **No Incurred Expenses.** The OCDC will not be responsible for any cost incurred by any development team in preparing and submitting a proposal or requested supplemental information associated with the RFP.
- 11) **Preferred Development Agreement (PDA).** The Otsego County Development Corporation will issue a Preferred Development Agreement to the winning development team(s) setting out specific requirements and deadlines for finalizing contracts on the specific properties that are the subject of this RFP.

The development team will pay a \$500 fee for each contract being negotiated. If negotiations have not been completed within ninety (90) days after the selection of the developer, then the PDA shall expire; provided, however that the OCDC may extend that time period if both parties find that negotiations are proceeding satisfactorily.

Should the parties fail to agree upon a contract within a reasonable time, the OCDC, at its sole discretion, may cancel negotiations with the first selected development team and proceed with the next acceptable respondent, reissue the RFP or abandon the RFP process.