



REQUEST FOR PROPOSAL

TLDC SOUTH TROY WATERFRONT

REDEVELOPMENT STRATEGY

Introduction

The Troy Local Development Corporation (TLDC) is issuing a Request For Proposals (RFP) to identify the most productive and realizable redevelopment schema for industrial lands in South Troy. The resultant professional services engagement is intended to identify required actions for redevelopment, generate interest among potential developers, define the tenant audience and address issues related to scale and design -- all of which must reflect current and emergent market realities.

Background

The City of Troy, New York, with 50,129 persons, is located along the eastern shore of the Hudson River in Rensselaer County. Shoehorned into a narrow strip of land between the Hudson River and steep wooded hills, Troy is located a few miles northeast of Albany. The 200-year old city is recognized as a center of education with Rensselaer Polytechnic Institute, Russell Sage College and Hudson Valley Community College all located in Troy. In the late 1960s, when interstate highways were constructed and other auto-oriented infrastructure projects made the suburbs and other regions of the country more attractive for manufacturing, commercial and residential interests, the inner cities of the Capital District entered a period of sustained economic erosion. Fortunately, Troy's regional economic function evolved in response to the changes in the macro-environment, becoming an office, entertainment, healthcare and educational/cultural center, with some of the most exciting cultural assets in the Capital District. As the County seat and the home of many county human service agencies, together with the presence of several state agencies, Troy has also taken on an important role as a center of government.

The City of Troy has limited land assets that remain available for commercial/industrial development -- with the singular exception of significant acreage in South Troy

proximate to the Menands Bridge and I-787, a major regional arterial. These vacant industrial lands in South Troy have always held vast potential for redevelopment and the City of Troy and its development agencies have assembled nearly forty acres of land for this purpose (see attached ownership map – Exhibit A).

The redevelopment of these presently unproductive lands will represent the realization of a long-cherished community goal of returning South Troy to productive economic use. The affected area is, with the necessary investment, the most attractive location in the City of Troy for commercial/industrial growth and job creation. In addition to I-787 access via the Menands Bridge, the site is adjacent to an existing, active CSX rail line and has deep-water access. Additionally, the site is served with water, sewer, gas and electric utilities.

These lands that were once home to businesses that employed thousands have lain fallow for decades -- victims of convoluted legal proceedings, fragmented property ownership and a lack of a coherent vision for their reuse. We intend to change that. The consolidation of parcels under the TLDC banner solved part of problem, while another piece will be addressed starting in mid-May of this year. The contamination of the former Kings Fuels site is being addressed through a DEC Record of Decision (National Grid is undertaking a \$30 million remediation of highly localized coal tar contamination). The TLDC has taken several additional steps required to redevelop the site for businesses, including demolition of obsolete and collapsing buildings. Finally, a new access road and relocated site entrance will be built with NYS DOT funding, serving all of Troy's Working Waterfront.

Scope of Services

The Troy Local Development Corporation seeks the services of a qualified professional firm (team) to recommend redevelopment options for the site and to assess issues including, but not limited to, the following:

- Defining most appropriate strategy for assembling all properties on the site by identifying:
 - Properties to be acquired.
 - Properties to be disposed.
 - Properties to be swapped with other entities.

- Determination of best viable tenant base.

- Consideration of property assembly, tenancy and future subdivision in the context of the DOT-funded access road (see attached plan – Exhibit B) to be built on the site. The road will address some very serious problems that now compromise site

access from Route 4, by eliminating an obtuse angle of entry from trucks travelling over the Menands Bridge and by creating adequate vehicular traverse of the site.

- Consideration of property assembly, tenancy and future subdivision in the context of a possible “Tax Free New York Zone” given that the site meets the statutory proximity to Hudson Valley Community College.
- Assessing impact of any remaining Brownfield issues.
- Assessing salient permitting issues.
- Evaluating possible floodplain constraints to development.
- Assessing possible negative impacts, including traffic, the redevelopment might have on surrounding residential areas.
- Delineation of most practicable financing strategies.

Form of Proposal

The Troy Local Development Corporation recommends that respondents use the Scope of Services, contained herein as a starting point for the full proposal. Proposals may augment the basic outline provided with this RFP, although the response format requires core information, we simultaneously encourage maximal creativity and allow for supporting flexibility.

The proposal must:

1. Include, at a minimum, a scope of work as described in this RFP.
2. Within your proposed Scope of Work section, provide specific examples of your firm’s/team’s relevant previous work experiences and how such experiences will specifically benefit the proposed engagement. You may organize and present your collective capabilities as you see fit. It will be especially helpful if such work examples relate to cities of similar size, challenges and opportunities. If possible, describe the problem solving methods/techniques used to overcome nettlesome process issues.
3. Provide an organizational chart of your team, including the identification of project manager(s), professional staff, support staff and sub-consultants.

4. Describe your team's experience and capabilities with regard to development financing, including application of tax credits (New Markets, Renewable Energy, Brownfields) and other financial incentive devices.
5. Provide demonstrated experience in successfully applying for transportation and infrastructure grants on behalf of clients.
6. Provide a detailed project schedule.
7. Provide a proposal of cost for Professional Services including a basic services fees in a lump sum format broken down into the categories of services listed previously; a "not to exceed" amount for reimbursable costs and expenses; hourly rates and multipliers for additional services.

Evaluation

Submissions will be evaluated based on criteria, which have been designed to allow the TLDC adequately discern the capacity and ability of prospective consultants to complete the engagement. These criteria include:

- Background and past performance on similar commercial or mixed-use development real estate analyses;
- Overall company qualifications and experience, including documentation illustrating key strengths, skills, and competencies;
- The proposed development approach, its appropriateness to the redevelopment area's setting and the goals and objectives of the revitalization program.

In addition to the information contained within the proposals, respondents may be evaluated during interviews and/or presentations, as well as through any additional information gathered by the TLDC regarding qualifications, reputation, and past performance.

Obtaining the RFP

The RFP and all supporting materials will be made available to interested parties electronically via the following website: www.troyny.gov.

Submission Deadline and Requirements

Responses to this RFP must be received no later than 4:00 p.m., 6 June 2014.

One signed original copy of the proposal and one electronic copy of the proposal (on a CD or memory stick), both in a sealed envelope, must be delivered to:

Joe Mazzariello, Chief Financial Officer
Troy Local Development Corporation
433 River Street, Suite 5001
Troy, New York 12180
518-279-7110
joe.mazzariello@troyny.gov

Questions

Please direct any questions you have about this RFP via email to:

Bill Dunne, Executive Director
Troy Local Development Corporation

bill.dunne@troyny.gov



Receipt Confirmation Form

Please complete and return this confirmation form as soon as possible. You **will not** be added to the official Planholder's List if the form is not returned. If you are not included on the Planholder's List you **will not** receive any additional information (Addenda, etc.) Please take the time to return.

Address to: Troy LDC
Attn: Ms. Nancy Piskutz
433 River Street, Suite 5001
Troy, NY 12180

Or fax to: Nancy Piskutz
(518) 268-1682

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

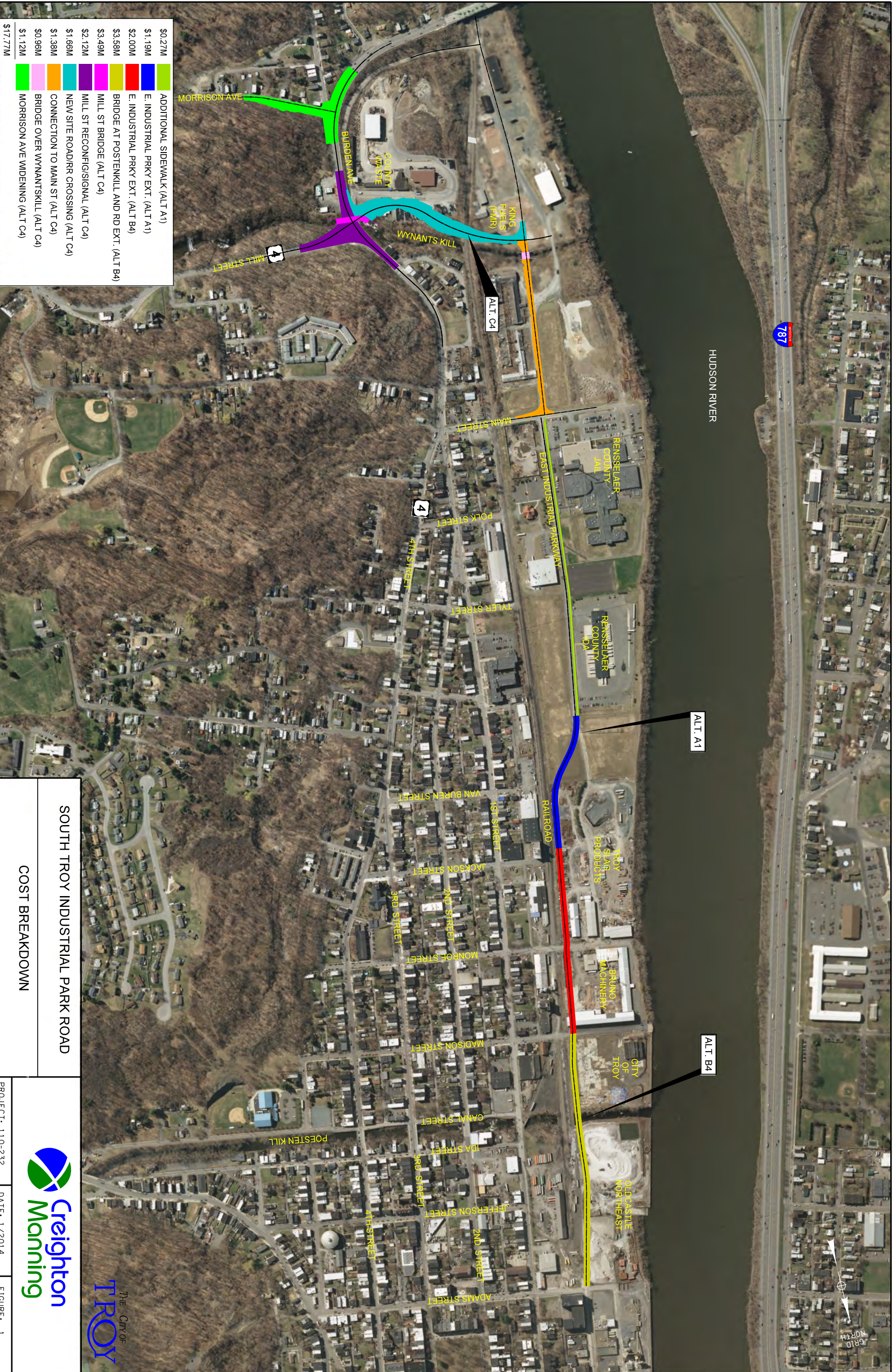
Contact Person: _____

Phone: _____ Fax: _____

E-mail Address: _____

EXHIBIT A

EXHIBIT B



\$0.27M	ADDITIONAL SIDEWALK (ALT A1)
\$1.19M	E. INDUSTRIAL PRKY EXT. (ALT A1)
\$2.00M	E. INDUSTRIAL PRKY EXT. (ALT B4)
\$3.58M	BRIDGE AT POSTENKILL AND RD EXT. (ALT B4)
\$3.49M	MILL ST BRIDGE (ALT C4)
\$2.12M	MILL ST RECONFIG/SIGNAL (ALT C4)
\$1.66M	NEW SITE ROAD/RR CROSSING (ALT C4)
\$1.38M	CONNECTION TO MAIN ST (ALT C4)
\$0.96M	BRIDGE OVER WYNANTS KILL (ALT C4)
\$1.12M	MORRISON AVE WIDENING (ALT C4)
\$17.77M	

SOUTH TROY INDUSTRIAL PARK ROAD

COST BREAKDOWN



PROJECT: 110-232

DATE: 1/2014

FIGURE: 1