



**CITY OF RENSSELAER
KILIAEN'S LANDING
REQUEST FOR PROPOSALS (RFP)
DUE DATE: April 12, 2019**



Summary

The City of Rensselaer is seeking development for certain parcels that may become available within an area of the City referred to herein as the Kiliaen's Landing Study Area. The Study Area is zoned for a mixture of uses including waterfront mixed use, downtown mixed use and open space/conservation. The preferred mixed-use project(s) proposed by a developer will incorporate housing, neighborhood retail, and community arts space as well as passive and active recreational uses. The project(s) may also include rehabilitation of the Hilton Center, which includes structures eligible for listing on the National Historic Register, and the development of a multi-use pathway connecting the Study

area to adjacent parcels and trail systems along the Hudson River. The Study Area has been the subject of a Generic Environmental Impact Statement (GEIS) and Findings Statement which outlines and evaluates the preferred development for the Study Area. It is important to note that much of the property within the Study Area is under private ownership, and it will be up to the developer to secure control of any properties proposed for development. More information is located at: www.kiliaenslanding.com

Kiliaen’s Landing Details

STUDY AREA: Approximately 75 acres (34 acres for redevelopment), including the City boat launch area, vacant Hilton Center, and other undeveloped lands.

ZONING: Site is zoned for Waterfront Mixed Use (MU-2), Downtown Mixed Use (MU-1), Open Space and Conservation.

LOCATION: Study Area is entirely within the City of Rensselaer and is bounded by the Hudson River, Livingston Avenue Bridge, the Town of North Greenbush and the CSX Railroad right-of-way.

DEVELOPER SELECTION: Step 1: Proposals submitted and evaluated

Step 2: Developer interviews and presentations

Step 3: Developer designated by the City as Preferred Developer and offer to pursue control of properties proposed for development

Step 4: Developer submits development plans to the City of Rensselaer.

RFP INVITATION: **March 8, 2019**

PROPOSALS DUE: **April 12, 2019**

The point of contact for questions and responses regarding this proposal is:

Charles Moore, AICP, Director of Planning and Development
City of Rensselaer
City Hall
62 Washington Street
Rensselaer, NY 12144
charles.moore@rensselaerny.gov
518 465-1693

THE OPPORTUNITY

The City of Rensselaer is seeking qualified developers to develop/redevelop all or phases of the Kiliaen's Landing Study Area as outlined in the Kiliaen's Landing Generic Environmental Impact Statement (GEIS) and accompanying materials (excluding the 41 acre RPI land at this time). Interested developers are encouraged to thoroughly review these documents prior to making a submission. These materials are available from the City of Rensselaer or at www.kiliaenslanding.com. Priority interest should be focused on the residential component; 18 acre forested segment of land directly north of the Livingston Avenue Train Bridge. Funding has been secured to build a waterfront walk/bike path connecting DeLaet's Landing at the south with the City Boat Launch to the north.

The City has long recognized that attractive, sustainable development of its Hudson River waterfront is critical to the future identity of the City as a desirable place to live and work. The City's vision of the Study Area states:

Development within the Kiliaen's Landing Study Area will strengthen the fabric of the City of Rensselaer by enhancing opportunities to live, work and recreate along the Hudson River waterfront. This will be accomplished through improvements to the City boat launch, revitalization of the historic Barnett Mills complex, development of both residential and commercial space, and the addition of both passive and active recreational facilities. Redevelopment will focus on maintaining and improving public access to the waterfront, safe site circulation for both non-motorized and motorized uses, and site amenities that provide a physical connection to the surrounding community and encourages community interaction. Projects should incorporate sustainable development practices and techniques.

The City does not have control of the properties within the Study Area with the exception of the City's boat launch. The City will assist developers to acquire and combine properties however it shall be the responsibility of the developer to establish the appropriate property control. The City makes no representations with respect to availabilities of any private property.

PREFERRED USE

The preferred use(s) of the Study Area is outlined in detail in Chapter 2 of the GEIS, the Findings Statement and in the accompanying Master Plan.

Phase 1 Residential component (up to 366 residential units) – Priority component

Phase 2 Boat Launch Redevelopment

Phase 3 Hilton Center rehabilitation

Phase 4 Recreational Amenities – To be considered at a later date

Developers are not required to include every preferred programmatic element to be considered for selection. Moreover, the City will consider alternative development programs that creatively meet the vision for the Study Area and fall within the thresholds evaluated in the GEIS.

The phases listed above are not functionally dependent upon each other. A developer with interest in a specific phase may submit on that phase at any time.

SITE & PARCEL INFORMATION

OWNER AND TAX PARCEL ID# Multiple – see table below and GEIS Figure 3-2

PARCEL OWNERSHIP AND ACREAGE		
Map Number	Owner	Acres
1,9,10,12,13,16,17,18,19,20,21,23,24	Polsinello Properties	8.42
2,3,4	City of Rensselaer	1.64
5,27	Hilton Management Company	6.32
6	Rensselaer County Sewer District #1	0.34
7,9,14,15,22,25	State of New York	8.47
8	Marine Management of the Hudson Inc.	2.75
11	Eugenio Gigliotti	0.92
26,28,29,30,31	Rensselaer Polytechnic Institute (RPI)	41.0

SIZE Approximately 34 acres for redevelopment

CURRENT CONDITIONS The site is primarily undeveloped with the exception of lands owned by the City of Rensselaer (Boat Launch), Hilton Management Company (Hilton Center) and the Rensselaer County Sewer District #1 (Forbes Avenue Pump Station).

TERMS OF SALE **Developer responsible for negotiation purchase /lease agreements with appropriate private owners.**

UTILITIES A joint water system (City of Rensselaer and Town of East Greenbush). Water lines extending to the site include a ductile iron pipe extending from Broadway and into the site via Forbes Avenue ending in the boat launch area and a pipe of unknown material that runs behind the Hilton Center. A sewer pump station (Forbes Avenue Pump Station) is located on site. Sewage is conveyed to the Rensselaer County treatment. National Grid provides electric and natural gas service to the site.

ENVIRONMENTAL A “desktop screening” was conducted for the Study Area in April 2017 and a preliminary assessment of the Hilton Center regarding environmental and Building Code issues was conducted in 2013. Developer should review the results of these documents and independently satisfy themselves as to the condition of the Study Area. The City makes no representations or warranties concerning the environmental conditions of the Study Area.

LAND USE & ZONING The site is located in three zoning districts: MU-1, MU-2 and Open Space/Recreation. The uses evaluated in the GEIS and Master Plan are all allowed by right in these zoning districts. Mixed-use development is encouraged. This site is subject to the requirements of the Local Waterfront Revitalization Plan (2011)

and the Bath Street Neighborhood overlay district.

ADJACENT USES

South/Southwest: Amtrak Maintenance Facility

North/Northeast: Lands of RPI (RPI Technology Park)

North/northwest: Hudson River

South/southeast: Mixed residential uses including single family and multifamily homes. Two buildings listed on the National Historic Register are immediately adjacent to the Study Area: the Patroon Agents House and the Clark-Dearstyne-Miller Inn.

INCENTIVES & INVESTMENTS

The City of Rensselaer is prepared to support developer applications to Federal, State, and local funding sources to realize the agreed-upon project.

RFP SUBMITTAL REQUIREMENTS

A. COVER LETTER: Provide a cover letter describing the interest in the site and summarizing the major points contained in the development proposal.

B. TEAM MEMBERS: Identify the team members and the proposed legal entity with whom the City would coordinate. Include the contact person, firm name, address, e-mail, and telephone number of each of the members of the team. Include the lead development firm, architectural firm, property management firm, and other key players or consultants, along with their roles. Please include summary resumes of key personnel (no more than 2 pages per person).

D. RELEVANT EXPERIENCE OF TEAM MEMBERS: Teams should include a Developer and an architectural/design/engineer firm.

- Developer: List any residential, commercial, or mixed-use projects developed by the developer within the past five years. Include a summary of these projects by providing a description, total square feet, total site size, location, and current status of the projects. In addition, include a representative photograph of listed projects if complete or an architectural rendering only if the projects are incomplete.
- Architect/Design/Engineer Firm: List relevant residential, commercial, parking, or mixed-use projects that have been designed within the past five years. Provide a summary description of each project, detailing the total square feet of project and site, location, current status and client's name. Include representative photographs of listed projects.

E. QUALIFICATIONS: Provide information to address developer qualifications:

- Financial status and ability of developer to successfully undertake the proposed project;
- Legal qualification to operate in the State of New York and to enter into contracts with regard to disposition, use, and development of land; and
- Reputation and proof of fair, reputable, and ethical business practices and record devoid of convictions, unpaid taxes, assessments, fees and penalties. Properties owned by Developer shall include any property for which a Developer, or their partners has an ownership interest of 20% or more. Partners shall include any partners owning 50% or more of the project LLC, Corporation, or project equity.

F. MARKETING: Indicate the approach the developer views as a viable marketing plan for the proposed project and provide examples of how the proposed development will be

marketed. Describe briefly the target tenants/purchasers for residential, neighborhood commercial and other portions of the project.

G. MANAGEMENT: Indicate how the completed project will be managed. Describe if management will be in-house or contracted, and any local connections. Explain the proposed management role, if any, for the City of Rensselaer and the City Industrial Development Agency.

H. CONCEPTUAL PROJECT PLAN & DESIGN CONCEPT: The project plan and design concept should include a narrative accompanied by a site plan and graphics, which convey the vision and key identity of the proposed project. The plan should identify the portion of the site sought to be acquired, and the existing structures to be rehabilitated. It should also include the location and uses of the proposed structure(s), including basic summary of the number of units by size and use, including dimensions and floor area as appropriate, public amenities, trails, etc. Highlight areas of the project that invite public access and use.

Include at least one conceptual elevation and any information about the proposed project quality with regard to design, materials, or energy efficiency. Please indicate any other information the Developer would be seeking from the City to implement the project.

I. FINANCING PLAN: Provide an estimate of development costs and an outline of the financing strategy. This should include a pro-forma with estimated revenues and expenses, a sources and uses of funds, including estimated debt and equity, and identify key assumptions in the financial analysis. In addition, provide an estimate of pre-development costs prior to issuance of a Building Permit.

Developer should also provide and outline the economic incentives which the developer expects to apply for, if any, and any assumed public subsidies.

J. FINANCIAL CAPACITY: Provide evidence the developer has the ability to secure the funds required to construct the proposed development. Evidence provided should demonstrate the proposer has sufficient uncommitted funds to complete project pre-development and access to funds to satisfy the equity obligation for the development of the project.

K. SCHEDULE: The developer should provide a preliminary schedule for the negotiations, planning and design, entitlements and commencement and completion of construction for the finished project. The schedule should recognize the time involved in finalizing the development agreements with landowners and the City.

L. SPECIFIC CONCERNS: Developer should include the identification of any existing conditions, easements, land use regulations, legal agreements, or development objectives that the developer sees as problematic, and reasons why. Whenever possible, developer should include examples of how these concerns may be resolved.

EVALUATION & SELECTION CRITERIA

Developers will be evaluated utilizing the selection criteria listed below:

SELECTION CRITERIA	WEIGHT
Community Benefits	30%
Project Concept	30%
Financial Capacity & Project Feasibility	20%
Developer Qualifications & Experience	20%
TOTAL	100%

COMMUNITY BENEFITS: Calculation of social, economic, and physical community benefits resulting from the project.

Social benefits may include commitments to utilize local labor, construct a high energy performance building, implement parking demand management plan, and pay employees a living wage.

Economic benefits may include tax revenue generation, job creation, project elements that enhance economic vitality of the City through the attraction of new residents, workers and visitors to the downtown.

Physical benefits may include provision of public open spaces, development of active uses, strengthening public pedestrian connections to the City.

PROJECT CONCEPT: The proposal’s ability to incorporate the preferred programmatic elements in the project in a manner that will improve the social, economic and physical characteristics of the site and the surrounding area.

Proposals that seek to acquire only a portion of the site are expected to have a proportionally reduced project scope.

FINANCIAL CAPACITY & PROJECT FEASIBILITY: Financial capacity is the demonstrated ability of the developer to fund predevelopment expenses, secure project financing and meet equity investment requirements for the proposed project.

The extent to which the following submissions are complete and based on reasonable inputs and assumptions that demonstrate a well-researched and financially successful project increases a project’s financial feasibility:

- Project plan;
- Marketing plan;

- Financing plan, including project budget and projects revenues and expenses.

DEVELOPER QUALIFICATIONS & EXPERIENCE: The qualifications and experience of the developer team, including investors, project managers, and construction and design teams involved. A highly qualified development team should demonstrate experience in the successful development, operation and management of a mixed-use project of comparable size and scale.

PROPOSAL SUBMISSION PROCESS

PROPOSAL DEADLINE:

Proposals shall not exceed a total of 50 pages, including any appendices. Each respondent shall submit: ten (10) hardcopies and one (1) “high quality” digital PDF file delivered by:

April 12, 2019

Delivered to:

Charles Moore, AICP, Director of Planning and Development
City of Rensselaer
City Hall
62 Washington Street
Rensselaer, NY 12144 charles.moore@rensselaerny.gov
518 465-1693

CONTACT QUESTIONS:

All questions and communications should be in writing and sent via e-mail to Charles.moore@rensselaerny.gov.

NON-LIABILITY & RELATED MATTERS

Each developer submitting in response to this RFP agrees that the preparation of all materials and all presentations are at the developer's sole cost and expense, and the City of Rensselaer shall not, under any circumstances, be responsible for any costs or expenses incurred by any developer. In addition, each developer agrees that all documentation and materials submitted with a proposal shall remain the property of the City of Rensselaer.

The City of Rensselaer reserves the right to reject any and all proposals or request revisions prior to selecting a developer. This RFP and the selection process shall in no way be deemed to create a binding contract, agreement or offer of any kind between the City of Rensselaer, any property owner and any developer. The City reserves the right to approve, reject, modify or fail to take action on any proposal.

CONFIDENTIALITY: The City of Rensselaer is subject to Freedom of Information Law. Developers should mark which portions of their proposal they consider to be confidential. If the Agency receives any Freedom of Information requests, it will consult with legal staff to determine which records may be withheld from disclosure pursuant to the Freedom of Information Law. *Marking materials as confidential does not guarantee they will be withheld.*

No representation or warranty is made to the accuracy of information provided in the RFP.

RESOURCES: LIST OF AVAILABLE REPORTS & DATA

The following informational resources can be accessed via the City web site:

Kiliean's Landing Final Generic Environmental Impact Statement

- Inventory and Analysis
- Market Study
- Hazardous Materials - Environmental Data Resources (EDR) Report
- Hilton Center Inspection
- Phase 1A Literature Review and Sensitivity Assessment

Kiliean's Landing Findings Statement
City of Rensselaer Zoning