

REQUEST FOR PROPOSALS

Redevelopment & Planning Consulting Services

600 Main Street, Westover (Town of Union), NY (former BAE Facility / AFP 59)

January 29, 2018 RFP 01-2018

INTRODUCTION

The Broome County Industrial Development Agency (hereinto referred as “The Agency”) is seeking proposals from qualified Consultants to perform studies, prepare plans and other deliverables related to potential future sale, reuse, and redevelopment of the former BAE Systems facility located at 600 Main Street, in the Westover community in the Town of Union (hereinto referred as the “Property”). The Property was severely damaged by the flooding of the Susquehanna River in September 2011 and has since been demolished. The U.S. Airforce will transfer title of the property to The Agency in 2018.

BACKGROUND

In September 2011, the Property was completely destroyed by flood waters from Tropical Storm Lee, as was much of the Westover Neighborhood in the Town of Union.

The short-term result of this was the displacement of nearly 1,500 employees at BAE Systems, the sole tenant of the building. In 2012, BAE requested abandonment, and since that time the property sat vacant. Upon the recent completion of the demolition by the U.S. Air Force, ownership of the Property will be transferred to The Agency.

The location of the Property is strategically significant, with access to the interstate highway system (within one mile), proximity to Binghamton University (across the NYS Route 201

bridge), and its location adjacent to the Johnson City Health and Cultural District and JC iDistrict. The Property is also one of the few remaining large development sites within Broome County's urban core. We also recognize that the Property has the potential for future flooding, as it is currently entirely in the 500-year floodplain. **Should the Town adopt proposed new flood maps, the site will be placed in the 100-year floodplain.*

With these facts in mind, The Agency proposes to complete a detailed feasibility study that would identify:

- 1) Existing conditions and pre-development costs;
- 2) Identification of potential uses, including an active community engagement process to prioritize potential uses;
- 3) Market analysis of 1-2 potential uses as identified.

The goal of this effort is to identify the highest and best use for the Property in alignment with the desired goals of the host municipality (Town of Union) and in alignment with the Southern Tier Upstate Revitalization Initiative, the Broome County Comprehensive Plan, the Town of Union Community Plan for Recovery and Resiliency, and the Town of Union Unified Comprehensive Plan.

In addition, this effort will align with stated federal goals and objectives following the closure of a defense or military contract. As stated in the Office for Economic Adjustment (OEA), the redevelopment of the Property aligns with OEA's mission to "create a positive environment for economic growth, innovative land use strategies and enhanced quality of life."

PROPERTY INFORMATION

The Property includes a 27-acre parcel of land on which the former BAE facility was located and an additional 2.3 acre parking lot that is situated across the street from the site. A Legal Description and Site Survey was commissioned by The Agency, and completed by Keystone Associates in August 2017.

All post-demolition environmental assessments were provided to The Agency in coordination with the U.S. Airforce, who was responsible for demolishing the existing structure. The extent of the environmental remediation (if necessary) will depend on decisions regarding the future land use(s) to be placed on the Property. All relevant reports and documentation received following the demolition will be provided to the selected Consultant/Consultant Team.

SOURCES OF FUNDS

Funding for the feasibility study will come from a planning grant and community funding being offered by the U. S. Department of Defense (DoD).

TASK 1 - REVIEW: EXISTING CONDITIONS / PRE-DEVELOPMENT

This first Task entails documentation of naturally-occurring conditions and manmade features and review of any environmental issues and corrective measures that will individually and/or collectively create opportunities for land redevelopment or impose constraints on the technical, economic, sustainable and/or community-supported reuse of the Property.

Opportunities for future commercial, light industrial and/or retail uses may be created by available vehicular or rail access, actual and potential locations for utility corridors and/or the need for impermeable covers on contaminated areas (if any) of the Property.

Opportunities for future uses could include:

- Light industrial uses;
- Mixed use with recreational, retail, housing or dedicated open space;
- A combination of these uses depending on how they are configured.

Constraints on future reuse(s) may be created by the presence of floodplain or flood-prone areas, anticipated restrictions under institutional controls, or the presence of interim or final corrective measures.

Task 1 deliverables should outline pre-development costs in consideration of the following:

A. Existing Property Conditions (Natural)

Documentation of existing and naturally-occurring conditions on the Property, including but not limited to: wetlands and water bodies; areas of sensitive or valuable habitat, wildlife and/or other natural resources; shallow bedrock and/or outcrop; topographic conditions; geotechnical conditions; floodplain, floodways and/or flood-prone areas; and other naturally occurring land features, assets and areas.

B. Existing Property Features (Manmade)

Documentation of manmade features and/or improvements on the Property, including but not limited to: improved/unimproved and public (state, county and/or municipal) or private roads, including primary and secondary roads, driveways, at grade railroad crossings, bridges, etc. and their existing and potential capacity; subsurface and above-ground utilities (electric, natural gas, telephone, water, sewer, etc.) and their existing and potential service capacity; rail facilities and railroad rights-of-way (rail access, condition and capacity; closed landfill areas; sidewalks, bike paths and areas with existing pedestrian and/or bicycle access; buildings, structures, storage tanks, and other improvements (including foundations and excluding structures slated for demolition, temporary in nature and/or otherwise in poor condition); and existing abutting or adjacent land uses and their potential impacts on future reuse of the Property. Assumptions regarding which manmade features may be retained and which may be eliminated from the documentation of existing features on the Property will be provided by The Agency.

C. Environmental Conditions

Documentation of available information related to any {potential} site contamination and/or associated remediation measures.

Land Use Laws and Regulatory Context

The Consultant/Consultant Team should consult with Broome County, the Town of Union and Village of Johnson City regarding applicable planning, subdivision, zoning, utility availability, environmental permitting and other regulations and/or land use requirements that would govern, limit and/or influence future reuse options for the Property. The guidelines, regulations, statutes and other documents that may be considered as applicable to this analysis could include, but are not limited to:

- Broome County Comprehensive Plan;
- Town of Union Unified Comprehensive Plan;
- Town of Union Community Plan for Recovery and Resiliency;
- The Zoning Code for the Town of Union and the Village of Johnson City;
- The Town of Union Subdivision Regulations;
- The Broome County Hazard Mitigation Plan (includes the Town of Union);
- The Town of Union Floodplain Management Plan;
- State, regional and/or local water resource protection requirements and/or other land use or development restrictions/requirements potentially applicable.

OUTCOME & DELIVERABLES: PRE-DEVELOPMENT COST ASSESSMENT

A summary report from Task 1 should be provided to document and sufficiently detail existing conditions and pre-development considerations.

A Phase 1 Environmental Assessment should be prepared and a Phase 2 may be requested by the Agency.

The report should provide decision makers the opportunity to identify and assess potential uses and to advance those conceptual uses to the next Task: ***Feasibility and***

Community Engagement.

TASK 2: FEASIBILITY & COMMUNITY ENGAGEMENT

Task 2 advances the study from the pre-development stage to beginning to identify conceptual uses of the Property. In this task, it is critical to begin to outline specific redevelopment concepts – i.e. (mixed-use, light industrial, housing) and to engage with the community to prioritize desired outcomes.

Task 2 deliverables should outline potential redevelopment opportunities in consideration of the following:

- economic assessments and cost-benefit analyses;
- design and engineering;
- financial planning (including the identification of funding and financing options);
- permitting, environmental review, and regulatory processes;
- assessment of the impacts of potential projects on the area, including the effect on communities, the environment, the workforce, wages, and benefits, as well as assessment of infrastructure vulnerability and physical resiliency and other risks;
- Public outreach and community engagement.

DELIVERABLES: CONCEPTUAL REDEVELOPMENT PLAN(S)

The Consultant/Consultant Team should conclude this Task with a summary report outlining one-to-two conceptual plans for the redevelopment of the Property. These plans should be supported by critical community stakeholder input and can be done in advance of, or run concurrently with the third and final phase: *Market Analysis*.

TASK 3: MARKET ANALYSIS

The Consultant/Consultant Team will engage in a preliminary market analysis on key market sectors and general development trends in their relationship to potential conceptual redevelopment plans. The market analysis will be a general review of growth, expansion and/or contraction trends in the areas surrounding the Property, including the Village of Johnson City, Town of Union, Broome County and the Southern Tier.

Task 3 deliverables should provide a market analysis in consideration of the following:

- Projected growth in critical industry sectors within Broome County – i.e. health care, manufacturing;
- Planned/projected outgrowth of Binghamton University;
- Needs of major employers as it relates to workforce recruitment and retention – i.e. housing, retail amenities, etc.;
- Review and analysis of housing demand via Broome County Housing Study (commissioned by The Agency);
- Potential increases in tax revenues – i.e. sales and occupancy taxes related to retail and or recreational uses;
- Other market factors relevant to the redevelopment of the Property.

DELIVERABLES: RECOMMENDED REDEVELOPMENT PLAN

The Consultant/Consultant Team should provide a recommended redevelopment plan for the Property. This should include a written report with accompanying documentation from prior phases of the study (existing conditions and pre-development considerations and market analysis). The report should include justification by the Consultant/Consultant Team for the recommended redevelopment plan and outline the process by which the community and key stakeholders were engaged. The Consultant/Consultant Team should also assist in the preparation of an RFP to be issued to qualified developers following the conclusion of the feasibility study.

QUALIFICATIONS / APPROACH & SCHEDULE

A. Consultant Qualifications

Consultants should provide documentation and examples that demonstrate their experience, work quality, creativity and results with similar redevelopment planning studies and plans. Contact information for references familiar with the Consultants' work should also be provided.

Prior experience on similar projects and feedback from references represent very important criteria in evaluating the merits of various submissions. The Agency is

seeking to retain a Consultant or a Consultant Team that currently operates and is located in the State of New York, with experience in Broome County.

B. Approach

Respondents to this RFP should describe how they plan to approach each of the three phases of work outlined in this RFP, including their proposed processes for:

- a. Familiarizing themselves with the Property and its context;
- b. Performing the market analysis (including whether this analysis would be performed in-house or contracted to a third -party consultant or advisor);
- c. Recommendations for alternate approaches that could achieve the Agency's goals for each task, as outlined in this RFP;
- d. Communicating issues, concerns and progress to The Agency;
- e. Creativity and recommendations for process and approach described in the RFP.

Submissions will be carefully evaluated. The Agency will also carefully evaluate the submissions to determine the Consultants' ability to efficiently and effectively gather the required information, prepare well-written deliverables and present thoughtful, well-designed and high-quality graphics and plans.

All RFP submissions must disclose whether the Respondent has provided in the past and/or is currently providing professional services of any type to any entity, individual and/or organization that may be deemed a local, regional or state stakeholder to the project.

The Agency anticipates the following schedule of events:

- | | |
|----------------------------------|-------------------|
| 1. Issuance of the RFP: | January 29, 2018 |
| 2. Submission of Qualifications: | February 26, 2018 |

C. Submittal and Review Process

Submit one (1) electronic copy and ten (10) hard copies of the proposal **BY NO LATER THAN 4:00 p.m. on February 26, 2018.**

The proposals should be addressed to:

The Agency Broome County IDA
ATTN: Kevin McLaughlin, Executive Director
FIVE South College Drive, Suite 201
Binghamton, NY 13905
km@theagency-ny.com
607.584.9000

Proposals must be received no later than the deadline stated herein in order to be considered.

The Agency will conduct a screening of all qualified submittals. The screening will identify the respondents who, at The Agency's discretion, best meet the objectives of the study.

The Agency reserves the right to reject any or all submittals and to change or add to the screening criteria at any time during the screening process.

After review of submittals from all interested candidates, all candidates will be ranked. The Agency will select the top two highest ranked candidates to meet with an Agency-selected review panel.

The Agency assumes no obligations, responsibilities and liabilities to reimburse all or part of the costs incurred by parties considering a response to and/or responding to this RFP. All of such costs shall be borne solely by each consultant and its team. The Agency reserves the right to cancel, withdraw, postpone or extend this RFP in whole or in part at any time prior to

execution of definitive agreements by The Agency without incurring any obligations or liabilities.

Statements of Qualifications shall include:

- Prime Consultant's name and names of Sub-Consultants, and contact information.
- Address of office where the majority of work for this engagement will be performed.
- The number of years the Consultant has been in business and a brief history of the firm.
- List of personnel proposed to be involved with this project, including the name of the individual who would be the primary contact during the project, and the name of the person designated as the primary contact for public involvement.
- Specialized experience with similar projects and land-use planning and technical expertise of Consultant and its personnel to be assigned to this project.
- Staff availability during the project time period, taking into consideration the current and planned workload of the Consultant.
- Proposed project schedule with significant milestones identified.
- Past record of performance on similar contracts with the IDA and/or other clients including quality of work, timeliness and cost control. Provide names and telephone numbers of other client contacts for reference purposes.
- Description of Consultant's experience in working with communities similar in size and character to Broome County.
- Description of Consultant's work for other public or private clients in the Broome County area that may pose a potential conflict of interest.

C. Selection Criteria

In addition to any other factors it may deem appropriate, The Agency will consider the following criteria to fairly evaluate the Statements of Qualifications:

- Quality of overall team qualifications;
- Project cost proposal;
- Previous experience with comparable projects and timeliness of project completion;
- Level of understanding of the Broome County housing, retail and/or office market and potential for proposed residential units, commercial/retail or office space;
- Experience in working in a public/private environment;
- Project Manager's qualifications and experience with comparable projects;
- Capacity and creativity in dealing with complex adaptive reuse and/or infill projects.

For general questions, contact Kevin McLaughlin (km@theagency-ny.com) or Stacey Duncan (smd@theagency-ny.com) or 607.584.9000.

Broome County Parcel Mapper



DISCLAIMER: Broome County does not guarantee the accuracy of the data presented. Information should be used for illustrative purposes only.

1 inch = 346 feet

0 220 440 ft

Broome County, NY
GIS
www.broome.com



Also Doing Business As (DBA):



Kenneth D. Ellsworth, P.E.
Managing Member

Paul L. Bedford, AIA
Architect

Rodney L. Carey, L.S.
Land Surveyor

Kordian W. Wichtowski, R.A.
Architect

**SURVEYOR'S DESCRIPTION
THE UNITED STATES OF AMERICA
THE BROOME COUNTY INDUSTRIAL
DEVELOPMENT AGENCY
162 ENDWELL STREET
TOWN OF UNION
BROOME COUNTY, NEW YORK STATE**

ALL THAT TRACT OR PARCEL OF LAND situate in the Town of Union, County of Broome, State of New York, being all of the property now or formerly of The United States of America described in L. 1017 P. 585 as recorded in the Broome County Clerk's Office on January 19, 1960 (TM# 143.54-1-12), bounded and described as follows:

BEGINNING at a 5/8 inch rebar capped "KEYSTONE BING NY" (KEYSTONE capped rebar) on the division line between the property now or formerly of Steven C. Filbin & Ronna L. Filbin per L. 2408 P. 264 (TM# 143.54-1-19) on the east and said USA on the west at its intersection with the division line between Aldi, Inc. per L. 1854 P. 814 (TM# 143.54-1-31) on the south and said USA on the north, said rebar being northerly, a distance of 19 feet, more or less, from the northwesterly end of George Street;

RUNNING THENCE N88°56'51"W along the last mentioned division line and along the division line between the property now or formerly of Mel-Bog, Inc. per L. 1820 P. 1458 (TM# 143.54-1-11.1) on the south and said USA on the north, a distance of 341.16 feet to a KEYSTONE capped rebar at its intersection with the division line between said Mel-Bog on the west and said USA on the east, said rebar being southwesterly, a distance of 1.9 feet from a 2 inch pin; thence N06°04'37"E along the last mentioned division line, a distance of 345.63 feet to a KEYSTONE capped rebar at its intersection with the division line between the property now or formerly of Richard A. Mecklenborg & Joan M. Mecklenborg per L. 2365 P. 495 (TM# 143.46-1-8) on the north and said USA on the south; thence along the division lines between said Mecklenborg and said USA the following two (2) courses and distances:

1) S84°51'37"E, a distance of 14.98 feet to a KEYSTONE capped rebar;

2) N04°21'06"E, a distance of 120.00 feet to a KEYSTONE capped rebar at its intersection with the division line between Erie Railroad on the north and said USA on the south; thence along the division lines between said Erie Railroad and said USA the following two (2) courses and distances:

1) S84°15'37"E, a distance of 103.96 feet to a KEYSTONE capped rebar;

2) S19°47'16"E along the last mentioned division line, along the division line between the property now or formerly of Binghamton Light, Heat & Power Company (NYSEG) per L. 343 P. 153 (TM# 143.46-1-9) on the east and said USA on the west, along the westerly end of Endwell Street, along the division line between the property now or formerly of Roger E. James & Diane S. James per L. 1915 P. 1109 (TM# 143.54-1-13) on the east and said USA on the west and along

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the division line between the property now or formerly of Doris G. Ford & Donna L. Ford per L. 1433 P. 53 (TM# 143.54-1-18) on the east and said USA on the west, a distance of 390.92 feet to a KEYSTONE capped rebar at its intersection with the division line between said Ford on the north and said USA on the south; thence N70°21'44"E along the last mentioned division line, a distance of 11.63 feet to a point at its intersection with said division line between said Filbin on the east and said USA on the west, the last mentioned point being southwesterly, a distance of 0.4 feet from a 1/2 inch pipe; thence S19°29'52"E along the last mentioned division line, a distance of 100.80 feet to the POINT OF BEGINNING.

The above described parcel contains 101,398 square feet or 2.328 acres, more or less.

The above described parcel is subject to any and all easements of record and/or as found in the field.

Bearings are referred to True North at the 76°35' Meridian of West Longitude.

Reference is made to a map entitled "Boundary Survey for The United States of America, The Broome County Industrial Development Agency, 162 Endwell Street, Town of Union, Broome County, New York State" prepared by Keystone Associates Architects, Engineers and Surveyors, LLC as project number 0192.14417, sheet B-1 dated September 01, 2017.



Also Doing Business As (DBA):



Kenneth D. Ellsworth, P.E.
Managing Member

Paul L. Bedford, AIA
Architect

Rodney L. Carey, L.S.
Land Surveyor

Kordian W. Wichtowski, R.A.
Architect

**SURVEYOR'S DESCRIPTION
THE UNITED STATES OF AMERICA
THE BROOME COUNTY INDUSTRIAL
DEVELOPMENT AGENCY
600 MAIN STREET
VILLAGE OF JOHNSON CITY
BROOME COUNTY, NEW YORK STATE**

ALL THAT TRACT OR PARCEL OF LAND situate in the Town of Union, County of Broome, State of New York, being all of the property now or formerly of The United States of America described in L. 848 P. 131 as recorded in the Broome County Clerk's Office on November 20, 1950 (TM# 143.62-1-1), bounded and described as follows:

BEGINNING at a mag nail on the southerly boundary of Main Street at its intersection with the westerly boundary of the Route 201 Connector;

RUNNING THENCE S14°33'13"W along said division line, passing through a rebar capped "HAWK" at a distance of 100.00 feet and along the division line between the property now or formerly of GMMM Westover, LLC per L. 2399 P. 52 (TM# 143.70-1-1.211) on the east and said USA on the west, a total distance of 289.78 feet to a 5/8 inch rebar capped "KEYSTONE BING NY" (KEYSTONE capped rebar); thence continuing along the division lines between said GMMM and said USA the following eight (8) courses and distances:

- 1) S01°35'15"W, a distance of 77.97 feet to a point;
- 2) S20°02'13"W, a distance of 176.13 feet to a 1 inch pipe;
- 3) S01°35'13"W, a distance of 192.43 feet to a point, the last mentioned point being easterly, a distance of 0.9 feet from a 5/8 inch bent rebar;
- 4) S06°35'13"W, a distance of 281.26 feet to a point, the last mentioned point being southeasterly, a distance of 0.6 feet from a rebar capped "HULBERT";
- 5) S79°16'57"W, a distance of 129.67 feet to a point, the last mentioned point being northeasterly, a distance of 1.1 feet from a rebar capped "HAWK";
- 6) N84°21'02"W, a distance of 667.65 feet to a rebar capped "HAWK";
- 7) N82°26'02"W, a distance of 205.71 feet to a KEYSTONE capped rebar;
- 8) N73°01'02"W, a distance of 182.67 feet to a KEYSTONE capped rebar at its intersection with the division line between the property now or formerly of Steven P. Garner-Richards per L. 2408 P. 458 (TM# 143.61-1-39) on the west and said USA on the east; thence N06°03'49"E along the last mentioned division line and the division lines between the following: Bonnie L. Vincent per L. 1953 P. 457 (TM# 143.61-1-40), Sherry Brearley per L. 2354 P. 310 (TM# 143.61-1-41), Reginald S. LaBare & Cynthia L. LaBare per L. 1755 P. 124 (TM# 143.61-1-42), Edson C. Sweet per L. 2495 P. 664 (TM# 143.61-1-43), Kevin M. Smith & Teresa L. Smith per L. 2279 P. 36 (TM# 143.61-1-44), Beverly A. Schultze per L. 1766 P. 123 (TM# 143.61-1-45), Kathleen Whitney per L. 1784 P. 815 (TM# 143.61-1-46), Molly B.

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Sounthala per L. 2206 P. 658 (TM# 143.61-1-47), Thomas P. Brazen & M. Joan Brazen per L. 986 P. 70 (TM# 143.61-1-48); Sisounthone Phimmasone & Bouapha Phimmasone per L. 1914 P. 265 (TM# 143.61-1-49), Kenneth A. Monico per L. 2379 P. 240 (TM# 143.61-1-50), John R. Kane, Jr. & Lynnnda M. Kane per L. 1470 P. 51 (TM# 143.53-2-27), Linda J. Spaulding per L. 1875 P. 1073 (TM# 143.53-2-26), Gordon Jackson & Janet Jackson per L. 1799 P. 1219 (TM# 143.53-2-25), Christopher R. Seymour & Nancy T. Seymour per L. 1389 P. 140 (TM# 143.53-2-24) and John M. Paulin per L. 2030 P. 541 (TM# 143.53-2-22) on the west and said USA on the east, a distance of 955.05 feet to a 1/2 inch rebar at its intersection with said southerly boundary of Main Street; thence along said southerly boundary of Main Street the following six (6) courses and distances:

- 1) S69°30'29"E, a distance of 30.21 feet to a point;
- 2) On a curve to the left having a radius of 647.14 feet, an arc length of 212.15 feet to a point, said curve being subtended by a chord having a bearing of S78°54'19"E and a length of 211.20 feet;
- 3) S88°17'49"E, a distance of 160.05 feet to a point;
- 4) S88°36'49"E, a distance of 463.23 feet to a point;
- 5) S88°38'26"E, a distance of 81.50 feet to a point;
- 6) S88°40'25"E, a distance of 302.45 feet to the POINT OF BEGINNING.

The above described parcel contains 1,183,568 square feet or 27.171 acres, more or less.

The above described parcel is subject to a the following by recorded in the Broome County Clerk's Office.

- 1) New York State Electric & Gas Corp. to Defense Plant Corp. in L. 526 P. 495 on June 11, 1943.
- 2) Perpetual Right of Way & Easements in Subject Deed (L. 848 P. 131 on November 20, 1950).
- 3) Permanent Easement shown on map entitled "Endicott Area Flood Protection Project, Map No. 56 "D" – Parcel No. 86, United States of America, Permanent Easement" dated March 15, 1957.
- 4) Unverified electric easements, no documents found.

The above described parcel is subject to any and all other easements of record and/or as found in the field.

Bearings are referred to True North at the 76°35' Meridian of West Longitude.

Reference is made to a map entitled "Boundary Survey for The United States of America, The Broome County Industrial Development Agency, 600 Main Street, Town of Union, Broome County, New York State" prepared by Keystone Associates Architects, Engineers and Surveyors, LLC as project number 0192.13617, sheet B-1 dated August 31, 2017.