Request for Qualifications

Adaptive Development of Uptown Parking Sites for Mixed Use KINGSTON, NY



RFQ Release Date:

Friday, August 19, 2016

Proposals Due:

Thursday, October 27, 2016 at 11:00 A.M. local time.

It is recommended that responses be submitted in advance, at least one day prior to the specified date and time to allow for a timely receipt. LATE RESPONSES will NOT be considered.

Send a clearly marked original, and three (3) duplicate copies of each proposal, along with an electronic version.

Please use the above RFQ number on all correspondence.

Steven T. Noble John Tuey Suzanne Cahill Brian J. Woltman

Mayor of the City of Kingston Comptroller Planning Director Purchasing Agent

I. INTRODUCTION

The City of Kingston, New York hereinafter referred to as (the "City") is seeking responses from qualified developers to design, construct and operate a mixed use development on three separate parcels owned currently by the City of Kingston. The City is interested in a mix of housing units, appropriate commercial and retail space and public parking, and will consider separate proposals for each location or a combined proposal for all the sites.

Information regarding the City of Kingston, its' departments, Laws and Codes can be obtained from the City's web site <u>http://www.kingston-ny.gov</u>. Respondents are encouraged to review this information.

Section VIII of this RFQ contains an outline of important meeting dates and deadlines.

The successful respondent to the RFQ will negotiate the terms and conditions of the sale of these parcels the terms of which will be contained in an Agreement negotiated by and between the Developer and the City.

II DEVELOPMENT CONCEPT

There are three sites in Uptown Kingston for which the City will contemplate proposals for adaptive development; the locations are as follows:

Former Uptown Parking Garage Site 21 North Front Street & Odd Side of Schwenk Drive SBL# 48.80-1-26

North Front Street Parking Lot – (North Side) 65-77 North Front Street SBL# 48.314-2-16

North Front Street Parking Lot – (South Side)

72-82 North Front Street	SBL# 48.330-3-3(4)(5)
178 Green Street	SBL# 48.330-3-29
69-71 Crown Street	SBL# 48.330-3-9

The City is seeking a highly qualified developer to propose signature mixed-use project(s) which will enhance and complement the current structures and use patterns existent in the neighborhood. The overall vision is for a vertically integrated and vibrant urban project which creates a sense of place sufficient to knit the proposed project with the surrounding historic district and nearby historic properties. The City seeks responses which will enhance the Uptown Business District's viability through the expansion of housing/lodging and commercial/retail opportunities.

Contemplated uses can include, but are not limited to, a mix of residential, hotel, retail and office space, as well as public parking. All development proposals MUST comply with requirements of the City's Procurement Policy and Procedures, these guidelines may be accessed at <u>www.kingston-ny.gov/Purchasing</u>.

III. DEVELOPMENT OBJECTIVES

The City seeks to achieve the following objectives through this RFQ:

- 1. Clearly demonstrate that the City will receive public benefits that are commensurate with the value of the real estate being offered including any purchase price offered as part of the proposal.
- 2. Secure major private sector investment in the construction of a high-quality urban scale mixed-use development.
- 3. Maximize the level of public benefits to be generated by the proposed development including real estate taxes, job opportunities and public parking.
- 4. Obtain a project that achieves the highest level of quality in terms of urban and architectural design, while also being particularly careful to respect the historic fabric of the National Register Historic District. Responders shall be required to include a zoning analysis for their proposal.
- 5. Obtain a highly-visible development that respects central business district revitalization, utilizes smart growth principles, sustainability and green building technologies.
- 6. Secure a development which integrates components, operational aspects, designs and site layouts with surrounding land use redevelopment plans.
- 7. Secure a financially feasible development which is market-driven.
- 8. Facilitate and continue the revitalization of Kingston's Historic Uptown Stockade Area.
- 9. The City will consider this parcel separately or jointly with the two other locations

IV. DEVELOPMENT GUIDELINES

Former Uptown Parking Garage Site

- 1. The City is the fee title holder of the parcel. The City demolished a 317 car parking structure located on the 21 North Front Street lot in the spring of 2008. The City seeks a development which embraces mixed-use concepts as part of its design.
- 2. The proposal should include at least 200 public parking spaces, or propose alternatives to developing public parking as part of the proposed buildings. The selected developer can provide rationale to adjust the public parking requirements as specified in the RFQ. Multi-modal alternatives will be considered.
- 3. The City will view favorably proposals which include street level commercial, retail, or dining establishments. Any proposals for street level residential units will not be considered.
- 4. The State of New York Historic Preservation Office approval of the design will be required.
- 5. Green building technologies, sustainable practices, smart growth principles, and integration by complimenting the historic district and business district character.

North Front Street Parking Lot – (North Side)

- The City is the fee holder of the parcel. This lot contains sixty 60 parking spaces, one
 (1) of which is ADA Accessible. Effort must be taken to maximize parking with any proposed project
- 2. The City will view favorably proposals which include street level commercial, retail, or dining establishments. Any proposals for street level residential units will not be considered.
- 3. The State of New York Historic Preservation Office approval of the design will be required.
- 4. Green building technologies, sustainable practices, smart growth principles, and integration by complimenting the historic district and business district character.
- 5. This building lot also has adjacent businesses and all development proposals should factor that into their proposal
- 6. The City will consider these parcels separately or jointly, including the opportunity to develop this parcel with parking on the opposite side of the street or vice versa

North Front Street Parking Lot – (South Side)

- 1. The City is the fee holder of the parcel. This lot contains sixty 70 parking spaces, three (3) of which are ADA Accessible. Effort must be taken to maximize parking with any proposed project
- 2. The City will view favorably proposals which include street level commercial, retail, or dining establishments. Any proposals for street level residential units will not be considered.
- 3. The State of New York Historic Preservation Office approval of the design will be required.
- 4. Green building technologies, sustainable practices, smart growth principles, and integration by complimenting the historic district and business district character.
- 5. This building lot also has adjacent businesses and all development proposals should factor that into their proposal
- 6. The City will consider these parcels separately or jointly, including the opportunity to develop this parcel with parking on the opposite side of the street or vice versa

V. SUBMISSION REQUIREMENTS

All respondents to this RFQ are required to submit detailed information as set forth below. Responses that do not materially conform to this outline will not be considered. Additional material and information, as deemed appropriate by the respondent may be included in the submission package.

Responses must be submitted in a sealed envelope with the RFQ number and Title along with the name and address of the respondent printed clearly on the outside of the envelope.

Responses are due and must be received no later than 11:00am, October 27, 2016. Late responses WILL NOT be accepted after the due date and time. All respondents are required to submit a clearly marked original, with three (3) photocopies, along with an electronic version of their response to:

Mr. Brian J. Woltman City of Kingston Purchasing Department City Hall - 420 Broadway Kingston, NY 12401

The respondents shall be required to complete, and include within their RFQ Submission, the following forms which are supplied in this solicitation; an Information Sheet, and an Affidavit of Non-Collusion. The response submission should be typed on both sides of 8.5" x 11" paper. Pages should be paginated.

Responses may NOT be submitted in plastic sleeves or spiral binders. Illustrations may be included. All plans are subject to City of Kingston approval. Oversized drawings may be submitted, but must be accompanied by 8.5" x 11" sectionals or reductions to 8.5" x11", no telegraphic or facsimile proposals will be accepted. The response will be evaluated on the basis of its content, not length.

Respondents relying upon the mail or other delivery services must allow for sufficient delivery time for their proposal to arrive by the due date and time.

Faxed or e-mailed submissions **WILL NOT BE ACCEPTED.**

Responders are solely responsible for ensuring that their responses arrive by the due date and time.

All submissions must include a cover letter signed by a duly authorized member of the prime development entity. The individual must be one of the persons identified in Section V, Subsection C of this RFQ as having the authority to represent and make legally binding commitments for the entity.

All RFQ submission materials become the property of the City of Kingston. Proposal submission material will generally be made available for inspection and copying by interested parties upon written request, except when exempted from disclosure under the New York State Freedom of Information Law. The City of Kingston is subject to the New York State Freedom of Information Law, which governs the process for the public disclosure of certain records maintained by the

City of Kingston. Individuals or firms that submit proposals to the City of Kingston may request that the City except all or part of such a proposal from public disclosure, on the grounds that the

proposal contains trade secrets, proprietary information, or that the information, if disclosed, would cause substantial injury to the competitive position of the individual or firm submitting the information. Such exception may extend to information contained in the request itself, if public disclosure would defeat the purpose for which the exception is sought. The request for exception must be in writing and state, in detail, the specific reasons for the requested exception. It also must specify the proposal or portions thereof for which the exception is requested. If the City of Kingston grants the request for exception from disclosure, the City will keep such proposal or portions thereof in secure facilities.

The City of Kingston shall not be liable for any costs incurred by respondents in the preparation of responses or for any work performed in connection therein.

A. Formal Letter of Interest by Principal Developer

All responses are required to include a Formal Letter of Interest from the Principal Developer.

Letter should be addressed to:

Mr. Brian Woltman, Purchasing Agent Kingston Purchasing Department City Hall 420 Broadway Kingston, New York 14201 (845) 334- 3943 t (845) 334- 3944 f bwoltman@kingston-ny.gov

B. Conceptual Plan

Provide a conceptual development plan for the RFQ which is consistent with the Development Concept, Development Objectives and Development Guidelines outlined within this RFQ. Also, provide an accompanying narrative that will enable the City to sufficiently understand the respondent's submission and conformity with the RFQ criteria. Respondents may, but are not required to, submit conceptual drawings illustrating preliminary proposals for site uses and building placement. The plan and the narrative should include preliminary indications of approximate square footages for each proposed use. In addition, the response should include information concerning project quality, features and amenities. Each respondent will include an outline development budget and a preliminary operating pro-forma based on their project concept and their understanding of the Kingston market.

C. Experience and Qualifications of the Developer/Development Team

Provide a full description of the principal developer and (its related development entities and subsidiaries) along with all team members, including all principals and persons who have or will

have either a direct or indirect financial interest in the development project. Descriptions of the development entity must include, at a minimum, the types of development undertaken by the entity, description of its geographic market focus, length of time in business, description of the principals and key personnel who are most likely to work on the project, description of all persons who have, or will have, a financial interest in the project and identification and resumes of key personnel of any proposed team member.

All submissions must:

- Identify the development entity's name, street address, mailing address, phone number, fax, e-mail address and web page. Specify the legal form of the organization (e.g. corporation, partnership, LLC, Joint Venture, other).
- Describe the development entity including the number of years in business.
- Identify the person(s) with the authority to represent and make legally binding commitments for the principal development entity.
- List all officers, partners, owners, shareholders and members of the development entity by name, title, percentage of ownership and list addresses, telephone numbers and e-mail addresses.
- Provide biographical summaries of company officers and/or principals/owners.
- Identify all members of the proposed development team that are likely to be engaged in a project in Kingston including engineering, architectural, construction, property management, marketing agent, geotechnical, environmental, legal, financial, public relations, and other consultants. Indicate the role of each in implementing the development and managing the completed project.
- Describe the structure of the development team submitting responses to this RFQ.
- Describe the familiarity of the project location and City of Kingston.
- Provide a statement of adequate financial resources. List Business Financial Statements for last three years; a balance of sheet and reconciliation of Net Worth, Profit and Loss Statement (Income Statement).
- Include a finance plan for your project.
- List name, address, telephone, e-mail, percent of ownership, personal net worth and annual compensation of all owners (having 20% or greater interest), officers, directors and/or partners
- Estimated project start (submission of documents for review) and anticipated completion date.

D. Relevant Development Experience

Provide a list of similar projects which the developer/developer team has completed. This description must be in a narrative form that is clear and comprehensive. Brochures and collateral material can be included as appropriate, but should not substitute for a narrative description. All

respondents must provide examples of a minimum of three completed development projects with project budgets in excess of \$10 million.

Information presented about these projects should include:

- Name and location of the project.
- Name, address and telephone number of three references who can be contacted concerning the project, as well as municipal officials involved in the approval and oversight of the project.
- Type of facilities included in the project.
- Total square footage of the project and its component parts.
- Total project costs.
- Sources and Uses statement.
- Photographs of the exteriors and interiors of the completed projects sufficient to determine the quality of the overall project design and architectural detail.
- List of litigation, if any.
- Original budget and timeline for completion and final budget and timeline for completion.

In addition to the above, respondents should also provide as much of the information delineated below as possible pertaining to the three completed projects referenced above:

- Evidence of the developer's experience and/or capacity to implement mixed-use projects containing market rate housing and retail/commercial uses.
- Number of all types of housing units developed.
- Size, pricing and distribution (e.g. studio, one-bedroom etc.) of housing units developed.
- Actual project start and completion dates.
- Number of phases of the project.
- Total duration of all phases.
- Construction type.
- Site and environmental conditions.
- Developer's project team and contact information for all members of the project team.
- Sources and Uses of funds.
- Variance from original project budget.
- References for sources of debt and equity financing.
- Description of leasing activity, current tenants, time necessary to achieve 90% lease-up.
- A description of the total square footage developed.
- A description of the total square footage it currently manages.

E. Financial Capacity

All respondents must provide evidence of the ability to obtain financing for major real estate projects. Please provide information regarding the financial condition of your firm along with bank and credit references.

Documentation under this section may be submitted under a separate cover to ensure confidentiality. If you choose to submit this information separately, please note it clearly in the appropriate section of the RFQ submission.

- Financial Statements of the parent company of the principal developer, whether publicly traded or privately held for the last three fiscal years. Publicly traded companies should submit the latest annual report and form 10K. Financial statements should be complete and include a balance sheet, profit and loss statement, statement of cash flow and notes to the statements. Audited statements are preferred.
- Dun & Bradstreet report or Federal ID number of the parent company of the principal developer, whether publicly traded or privately held.
- Narrative describing any current or outstanding litigation pending against the team or any of its members, as well as any litigation brought by or against any individual involved with the project, during the last five years.
- List of prior debts involving monetary defaults, bankruptcies or foreclosures.

VI. SELECTION PROCESS AND CRITERIA

All responses will be reviewed and evaluated by a selection committee. Responses will be reviewed and evaluated based upon information contained in the respective submission packages and responsiveness to the submission criteria delineated below.

The selection committee will evaluate the submissions beginning after the posted submission date.

Upon review of the submissions, the City reserves the right to:

- 1. Take no further action.
- 2. Select a short list of developers
- 3. Select a developer based upon the quality of their submission.

Selection Criteria

The factors to be considered in the selection process include but are not limited to:

1. Project impact and feasibility

- 2. Development team qualifications, capabilities and prior experience.
- 3. Attractiveness of the proposed conceptual plan and its ability to facilitate the RFQ's Development Concept, Development Objectives and Development Guidelines.
- 4. Financial strength of the developer/developer team.
- 5. Potential candidates will be required to further develop their respective concept in greater detail, in order that the decision makers and public presentation provide an adequate level of information for constructive review and consideration.

VII. INQUIRIES

All questions pertaining to this RFQ are required to be made in writing no later than 4:00pm Tuesday, October 4, 2016 and must be submitted using the questionnaire form included within this specification. All questions must be emailed to Brian Woltman at the following email address: <u>bwoltman@kingston-ny.gov</u>

Respondents with a question directly related to this specification are required to cite the particular page and number, section, and paragraph to which the inquiry refers.

All substantive questions received by the above mentioned deadline will be responded to in the form of an addendum issued no later than Wednesday, October 12, 2016.

The addendum will be sent to all respondents that have registered to receive the RFQ. Only an addendum from the City of Kingston will be considered official. Respondents are advised that the City of Kingston cannot ensure a response to any inquiries received after the due date for question submissions.

VIII. SCHEDULE OF PERTINENT DATES

Milestone	Date	Time	Location
Issue RFQ	August 19, 2016	TBD	City Hall
Developers Conference	September 15, 2016	1:00 pm	21 North Front Street
RFQ Due Date	October 27, 2016	11:00 am	Purchasing Office (City Hall)
Review RFQ Submissions	October 31, 2016	N/A	City Hall
Interview Short List RFQ Respondents	TBD		City Hall

Select Finalists	TBD	11.00am	City Hall
Public Presentation Of Finalists	TBD		City Hall
Selection of Preferred Developer	TBD		City Hall
Signed Memorandum of Understanding (MOU)	TBD		City Hall
Agreement	TBD		City Hall

IX. DEVELOPERS' CONFERENCE

A developers' conference will be held on Thursday, September 15, 2016 to answer questions from interested applicants concerning the RFQ. Representatives from the City will be available on site to answer questions. The conference will begin at 1:00 pm at 21 North Front Street, Kingston, NY 12401. The conference will be held rain or shine. Respondents wishing to attend the conference should notify Brian Woltman.

X. DEFINITIONS

Respondent: The term "respondent" means any firm or individual submitting a response for the development of the real estate listed in this RFQ.

Response: The term "response" means the material submitted by a "respondent" in reply to this Request for Qualifications.

Property: The term "property" means the real estate defined herein.

Real Estate: The term "real estate" means the real property delineated in section I. of this RFQ.

XI. TERMS AND CONDITIONS

Instructions to Respondents: All submissions must be in accordance with this Request for Qualifications.

RFQ Information: The information set forth in this RFQ concerning the real estate and its condition, size status, legal requirements and other matters is believed to be accurate but is not so warranted. The City of Kingston and its officers, employees, representatives, agents and consultants make no representation express or implied as to the physical condition of the real estate, status of the title thereto, its suitability for any use, the absence of hazardous and toxic

materials, or any other matter. The City makes no representations as to the accuracy of any statements made herein regarding any environmental conditions of the real estate and any information provided with regard to the environment is not to be relied upon and should be independently verified. All measurements are approximate.

The information provided for respondents is for informational purposes only, and may not be relied upon and does not constitute a representation or warranty by the City of Kingston, its representatives, employees, officers, agents, or consultants that the information contained therein is accurate or complete, and no legal commitment, obligation or liability of the City of Kingston or its representatives, employees, officers, agents or consultants shall arise by use of, or the information relating to any of these materials.

As is Condition & Disclaimers: The real estate will be conveyed "as is" with all faults. The City of Kingston makes no representations or warranties regarding the real estate and the property whatsoever, including without limitation whether the property is in compliance with applicable zoning use and other similar regulations, laws and codes (including without limitation building codes and Americans with Disabilities Act), and respondents are not to rely upon any representations or warranties of any kind whatsoever, express or implied, from the City of Kingston, its representatives, employees, officers, agents or consultants.

Revisions, Interpretations or Corrections: Revisions, interpretations or corrections of specifications made by the City of Kingston shall be by addendum issued before the date set forth for the submission of responses to this RFQ. Interpretations, corrections or changes made in any other manner will not be binding, and respondents shall not rely upon such revisions, interpretations, corrections or changes.

Conflict of Interest: The City of Kingston's employees and the immediate family of City of Kingston employees are not permitted to submit a response to this RFQ. Furthermore, no official or employee of the City of Kingston shall have any personal interest, direct or indirect, in this transaction, nor shall any such elected or appointed official, department head, agent or employee having such an interest participate in any decision, meeting, evaluation or exert any opinion or influence relating to this transaction that affects his or her personal interests or the interests of any person or entity in which he or she is directly or indirectly, interested.

Zoning and Permitting: The City of Kingston does not warrant that the real estate is suitable for any particular use. Verification of the present zoning and determination of permitted uses, along with compliance of the property for present or proposed future use, shall be the responsibility of the respondent. The City of Kingston does not guarantee that any zoning information is necessarily accurate or will remain unchanged. Any inaccuracies or changes in zoning information shall not be cause for adjournment or rescission of any contract resulting from this RFQ. Finally, respondent assumes the entire responsibility of complying with any government requirements and procedures related to intended use, including, but not limited to, licenses, zoning, permitting, habitation restrictions, historic preservation requirements, etc.

RFQ Award Acceptance: The City of Kingston reserves the right at all times to accept or reject in their sole discretion, any or all responses and to waive any defects or technicalities or advertise for new RFQ responses where the acceptance, rejection, waiving or advertising of such would be in the best interest of the City of Kingston. The RFQ process may be terminated or modified without notice at any time.

Notice of Acceptance or Rejection: Notice, by the City of Kingston regarding either acceptance, or rejection of a response to this RFQ shall be deemed to have been sufficiently given when mailed to the respondent, or his or her duly authorized representative, at the address indicated in the cover letter accompanying respondent's submission of a response to this RFQ.

Postponement or Cancellation: The City of Kingston reserves the right to postpone or cancel this RFQ, or reject all responses, if in its judgment it deems it to be in the best interest of the City to do so.

In the event of a postponement or cancellation of this RFQ; the City of Kingston shall not be liable for any costs incurred by respondent in the preparation of their response or for any work performed in connection therein.

SUBMIT ALL QUESTIONS PERTAINING TO THIS RFQ IN WRITING NO LATER THAN 4:00 PM TUESDAY, OCTOBER 4, 2016.

Please use this form and email questions to Brian Woltman at <u>bwoltman@kingston-ny.gov</u> all substantive questions will be responded to in the form of an addendum.

Date:

Company Name: Contact Name: Telephone Number: Fax Number: E-mail:	

PLEASE RETURN THE FOLLOWING FORMS WITH YOUR RESPONSE

INFORMATION SHEET

NAME OF RESPON	DENT:		<u></u>
ADDRESS:			
<u>TYPE OF ENTITY</u> :	Corp	Partnership	Individual
	LLC_		
If a non publicly owned	ed Corpo	ration: <u>NAME OF CORPORATION</u> :	
List Principal Stockho	olders (he	olding over 5% of outstanding shares)_	
LIST OFFICERS:			
LIST DIRECTORS: _			
DATE OF ORGANIZ	LATION		
If a partnership: <u>PARTNERS</u> :			
NAME OF PARTNE	<u>RSHIP</u> :		
DATE OF ORGANIZ	ZATION		

* If the business is conducted under an assumed name, a copy of the certificate required to be filed under the New York General Business Law must be attached.

AFFIDAVIT OF NON-COLLUSION

NAME OF RESPONDER:

BUSINESS ADDRESS:

I hereby attest that I am the person responsible within my firm for the final decision as to the prices(s) and amount of this proposal or, if not, that I have written authorization, enclosed herewith, from that person to make the statements set out below on his or her behalf and on behalf of my firm.

I further attest that:

- 1. Any dollar amount stated is this response has been arrived at independently, without consultation, communication or agreement for the purpose of restricting competition with any other contractor, responder or potential responder.
- 2. Any dollar amount cited in this response, has not been disclosed to any other firm or person who is a responder or potential responder on this project, and will not be so disclosed prior to response opening.
- 3. No attempt has been made or will be made to solicit, cause or induce any firm or person to refrain from responding to this RFQ, or to submit a proposal higher than the response of this firm, or any intentionally high or non-competitive response or other form of complementary response.
- 4. The response of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from any firm or person to submit a complementary response.
- 5. My firm has not offered or entered into a subcontract or agreement regarding the purchase of materials or services from any other firm or person, or offered, promised or paid cash or anything of value to any firm or person, whether in connection with this or any other project, in consideration for an agreement or promise by an firm or person to refrain from responding to this RFQ or to submit a complementary response on this project.
- 6. My firm has not accepted or been promised any subcontract or agreement regarding the sale of materials or services to any firm or person, and has not been promised or paid cash or anything of value by any firm or person, whether in connection with this or any project, in consideration for my firm's submitting a complementary response, or agreeing to do so, on this project.
- 7. I have made a diligent inquiry of all members, officers, employees, and agents of my firm with responsibilities relating to the preparation, approval or submission of my firm's response on this project and have been advised by each of them that he or she has not participated in any communication, consultation, discussion, agreement, collusion, act or other conduct inconsistent with any of the statements and representations made in this affidavit.

8. By submission of this response, I certify that I have read, am familiar with, and will comply with any and all segments of these specifications.

The person signing this proposal, under the penalties of perjury, affirms the truth thereof.

Signature & Company Position

Print Name & Company Position

Company Name

Date Signed

Federal I.D. Number