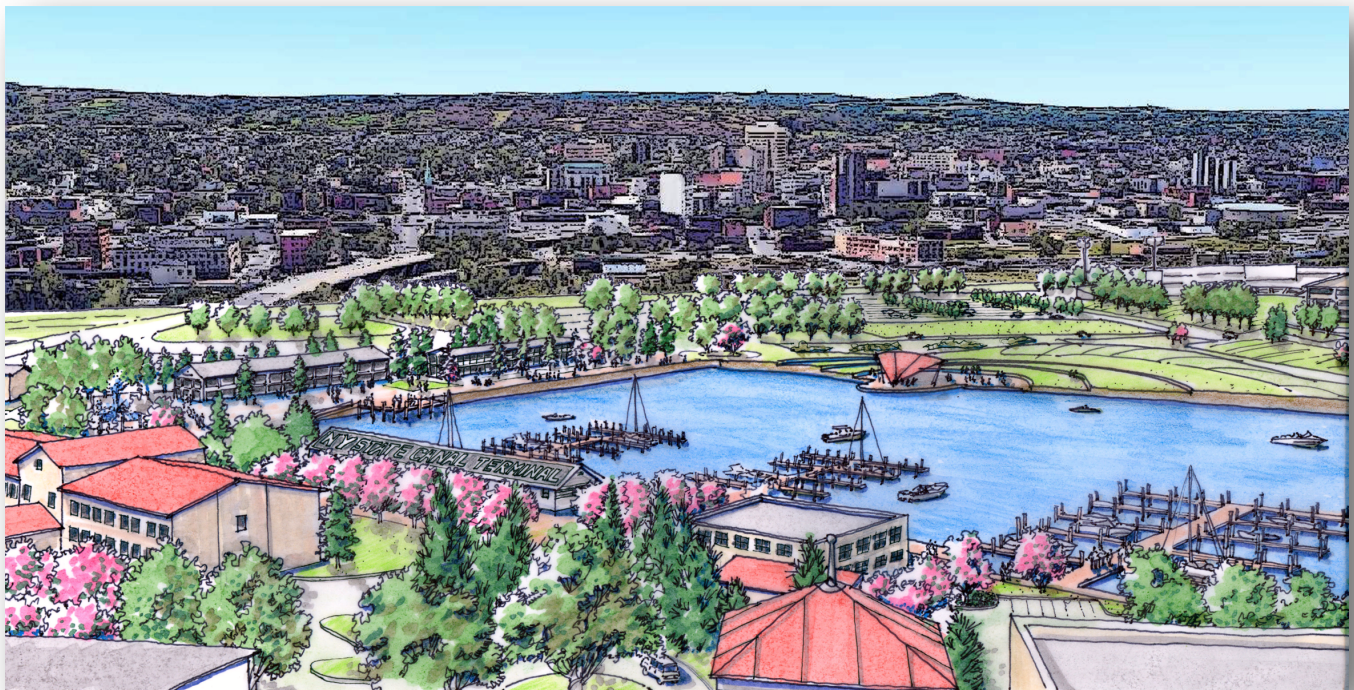




Waterfront Development Opportunity

UTICA, NY

Request for Expressions of Interest (RFEI)



RFEI #: 2019-001

Release Date: July 24, 2019

Site Visit Opportunity: Contact Brian Thomas @ 315.792.0181

Questions (in writing) by: August 23, 2019

Submission Deadline: September 6, 2019

Summary

Plan. Build. Play.

Located at the “front door” of the City, Utica’s Harbor Point comprises nearly 148 acres of waterfront real estate uniquely situated around the City’s historic inner harbor along the Mohawk River and Erie Canal. The City of Utica and the Utica Harbor Point Development Corporation (UHPDC) are advancing the transformation of this former industrial area into a year-round mixed-use waterfront destination for residents and tourists complete with water activities, local foods, craft beverages, entertainment and active and passive recreation opportunities.

The City of Utica and the UHPDC are seeking expressions of interest for a ~ 2.9 acre portion of the Harbor Point Project focused on land immediately surrounding the harbor inclusive of the 1933 historic NYS Canal building. The City and the UHPDC completed a master plan for the 148 acres of Utica’s inner harbor to revitalize the former industrial and underutilized land to create a mixed-use destination (see www.uticaharborpoint.org). It is anticipated, based on market demand, that the preferred project for this RFEI will focus on the redevelopment of the lands immediately adjacent to the south side of the Inner Harbor and the redevelopment of the historic 1933 NYS Canal building. Uses envisioned include an International craft food and beverage marketplace/food hall, restaurant(s), marina services, and other amenities all centered on Utica’s Inner Harbor. Anticipated future development will be consistent with the City’s vision for this area as articulated in the Master Plan (see page 6.)



Figure 1 Example Image: Ponce City Market Atlanta, GA
Source: www.eater.com



Figure 2 Example Image: Liberty Public Market; Sand Diego, CA
Source: www.eater.com

Subject Property Summary

Development Site	Approximately ~ 2.9 acre waterfront site zoned with maximum flexibility through the City's "Planned Development-Extraordinary" (PDE) district.
Site Features	<ul style="list-style-type: none"> ▪ Waterfront Location ▪ Development Ready – NYS SEQR Generic Environmental Impact Statement (GEIS) Complete ▪ Easy Access from I-90 – (NYS Thruway) ▪ ¼ mile from Downtown Utica with a dedicated pedestrian connection via the John Street Bridge ▪ Adjacent to New Development (Hotels and Restaurants) ▪ Community Supported Vision ▪ Demonstrated Market Demand ▪ NYS Office of Historic Preservation Concurrence
Location	Adjacent to the newly constructed pedestrian-friendly Wurz Ave Extension gateway entrance directly off North Genesee Street
Selection Process	The preferred developer will be selected in accordance with the UHPDC procurement requirements
Expressions of Interest Due	Friday, September 6, 2019

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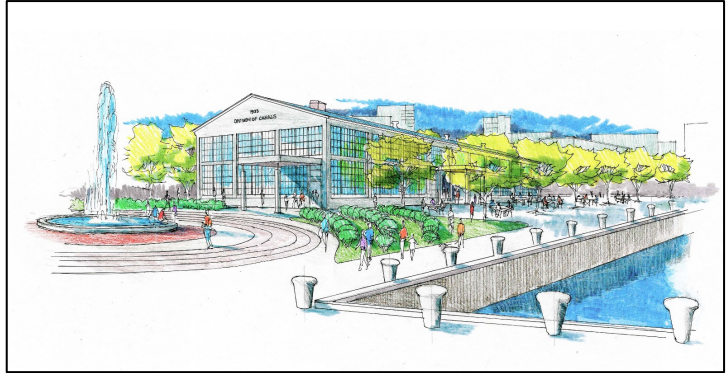
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Utica’s Harbor Point, 2018



Invitation to Submit

On behalf of the City of Utica, we are excited to share this development opportunity for the premier waterfront property within the City of Utica and New York State's Mohawk Valley. Over the past several years the City has invested a tremendous amount of time, effort, and resources in creating a future vision for the Harbor Point Area; this project site is the cornerstone for realizing that vision.



Utica Harbor Point is a unique part of the NYS Barge Canal National Historic Landmark system. When the canal was originally constructed, it was purposely nestled close to Utica's Central Business District and major textile industries, which sat adjacent to the Old Erie Canal. This location provides for a unique opportunity to create a waterfront international market place/food hall and associated uses centered on water that is directly adjacent to the heart of the City of Utica, and within 15 miles of the existing and emerging major employment centers of Griffiss Business and Technology Park (the region's largest and most diverse business park, with 6,000 employees in advanced manufacturing, agribusiness, aviation, and cybersecurity), and Marcy Nanocenter, which is one of the nation's premier greenfield sites for semiconductor manufacturing, which at full build-out, is expected to host upwards of 5,000+ new employees. In addition to these regional employees, 3,000 employees will soon call Downtown Utica home as a result of a new hospital currently planned for development less than 2 miles from Harbor Point. Finally, the City has seen as much as \$125M+ in investment in downtown Utica. These projects are too numerous to mention here, but range from the redevelopment of many historic structures in Baggs Square into mixed use buildings, investment into anchor buildings such as the DoubleTree Hotel (former Hotel Utica) and the Delta Hotel by Marriott, to key investments in arts and culture including major renovations to the Munson Williams Proctor Art Institute and the Stanley Theater, the restoration of the Utica Memorial Auditorium (now the Adirondack Bank Center) home to the AHL's Utica Comets, and many, many more. Downtown Utica is a growing hub of finance, hospitality, arts and cultural assets, and government and private sector offices.

We can safely say that Utica is thriving! All combined, we are experiencing a renaissance and Harbor Point will become a significant component centered on urban waterfront living, recreation, and craft food and beverage.

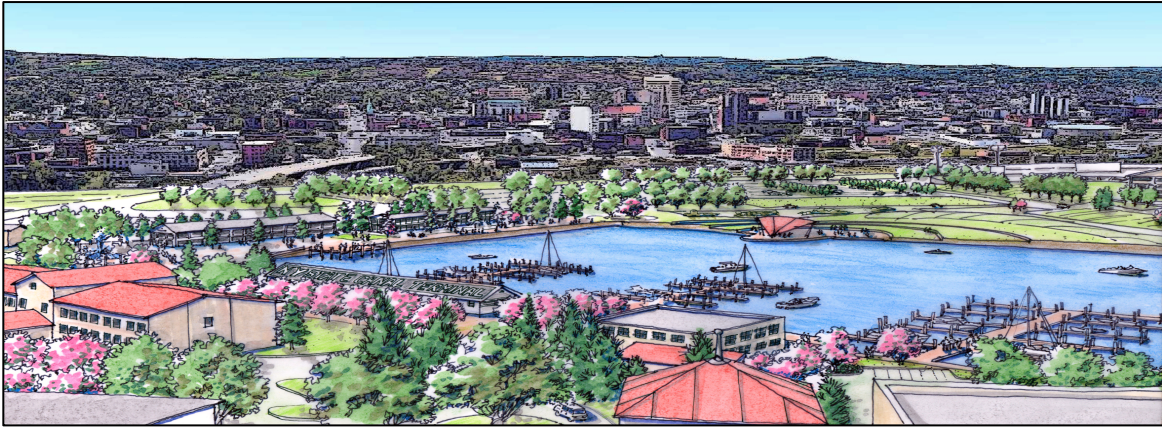
Thank you for your consideration of our city.

Sincerely,

Robert Michael Palmieri
Mayor
City of Utica

& Vincent J. Gilroy, Jr
President
Utica Harbor Point Development Corporation

Utica Harbor Point Master Plan



The ~ 2.9 acre Harbor Point Project Site that is subject of this RFEI is a cornerstone piece of the Harbor Point Master Plan that establishes a modern vision for this waterfront area in the City of Utica. The Harbor Point Project Site is a unique opportunity to build a new urban waterfront in the Mohawk Valley that is directly bounded by both the Mohawk River and the NYS Canal National Landmark. At full build-out, the Master Plan for all of Harbor Point envisions nearly 500,000 square feet of mixed-use development across 148 acres within walking distance of downtown Utica, historic Baggs Square, the proposed hospital, and the U-District, (a sports and entertainment district), among others. At completion, this mixed-use destination will become a four-season attraction featuring a mix of parks, trails, housing, craft food and beverage venues, entertainment and recreation amenities, retail stores, cultural attractions, and waterfront uses.

The redevelopment plan for the entirety of Harbor Point outlines a framework of guidelines for new public- and private-sector construction, identifies areas for public activities and recreation spaces, establishes new connections to downtown Utica including the proposed new hospital, and improves access to the Mohawk River and the NYS Canal System. The detailed Master Plan for the entire Harbor Point project is shown on the following page. In addition, a broader area plan is provided illustrating the relationship of Harbor Point to Utica's other initiatives including the U-District, Historic Baggs Square, the NYS Thruway, and the proposed hospital location. It is anticipated that the UHPDC will formulate a synergistic relationship with the developer of the ~ 2.9 acres to realize the full vision of the master plan.

A Vision for the Future

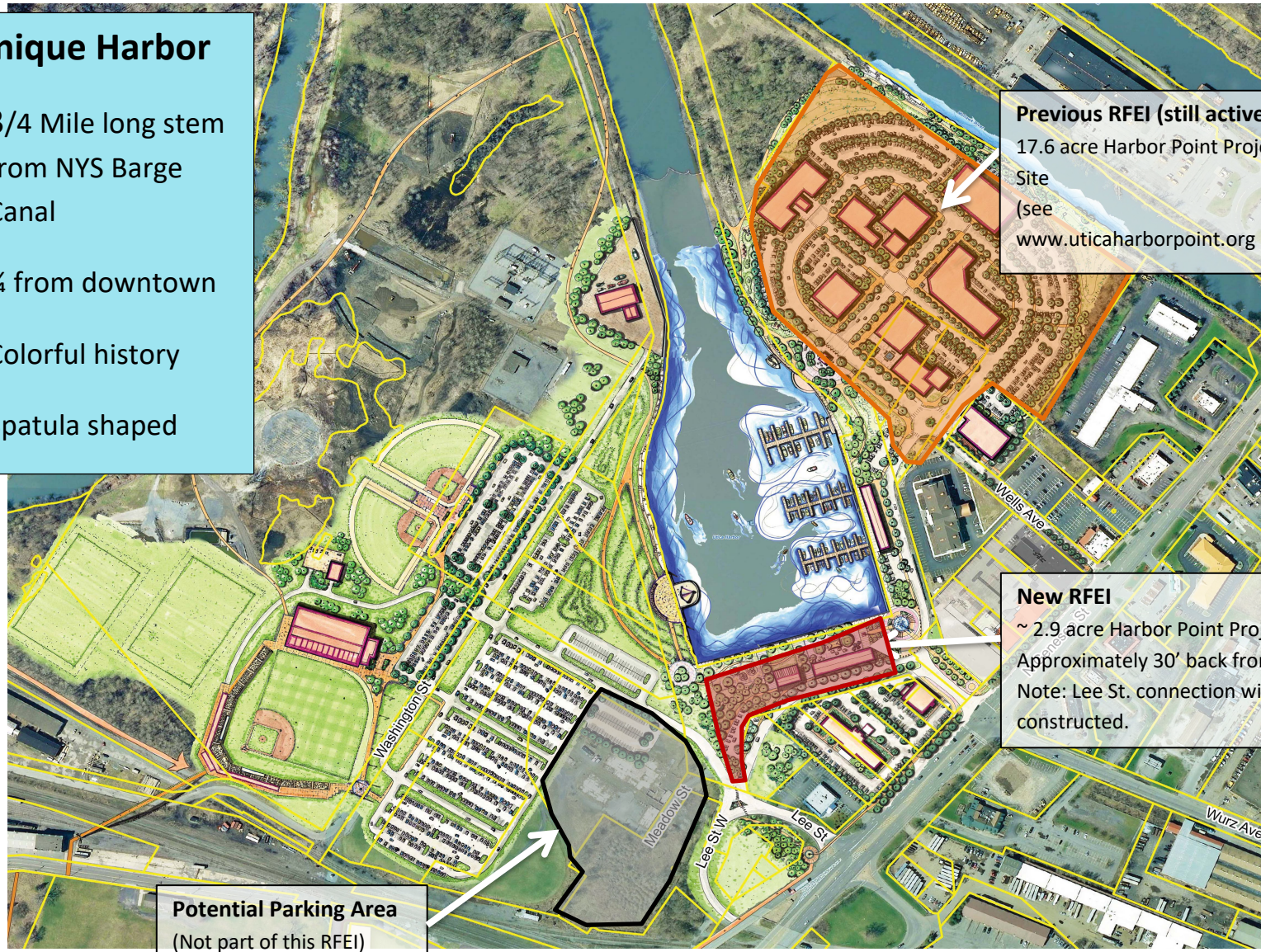
Harbor Point will be a destination that captures the essence of Utica's unique history, with modern updates to bring the area back to life. Concepts for the rejuvenated Harbor include:

- Waking up with a view of the Harbor from waterfront lofts
- Shopping through a variety of boutiques and shops
- Enjoying local craft food and beverage near all of the action
- Watching recreational sports such as soccer or baseball

Utica Harbor Point Master Plan

A Unique Harbor

- 3/4 Mile long stem from NYS Barge Canal
- ¼ from downtown
- Colorful history
- Spatula shaped



Previous RFEI (still active)
17.6 acre Harbor Point Project Site
(see www.uticaharborpoint.org)

New RFEI
~ 2.9 acre Harbor Point Project Site.
Approximately 30' back from Harbor
Note: Lee St. connection will not be constructed.

Potential Parking Area
(Not part of this RFEI)

Proximity to Area Initiatives

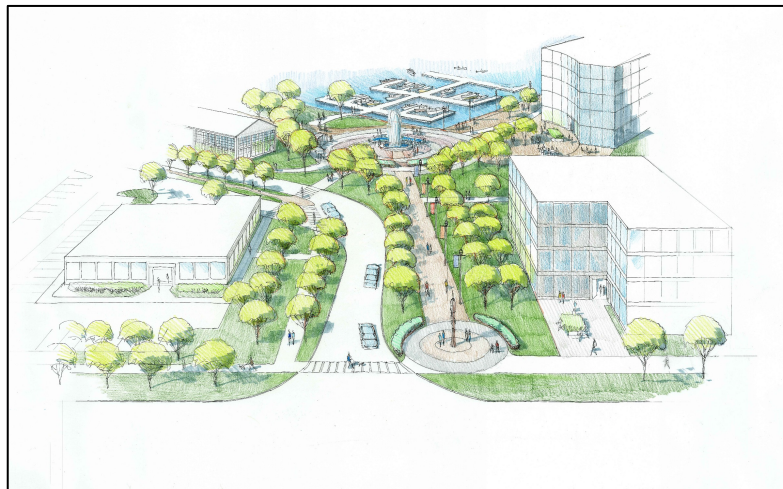


Harbor Point Investments

Since 2014, the City has made great strides in implementing public improvements associated with the Master Plan including the construction of a new prominent gateway that will serve the district and the Harbor Point Project Site, and the reconstruction of the bulkhead walls expected to be complete by Fall 2019. A market analysis was completed that clearly demonstrates significant demand for mixed-use urban waterfront development. Design guidelines were also created that articulate the development character expectations. To facilitate development and help bring the project to a build-ready state, the City has already completed a Generic Environmental Impact Statement (GEIS) and associated Findings for the district. Additional state grant dollars have been received to continue the public investment components of the site. All information pertaining to completed and planned improvements can be found at www.uticaharborpoint.org and are listed as an attachment to this RFEI.

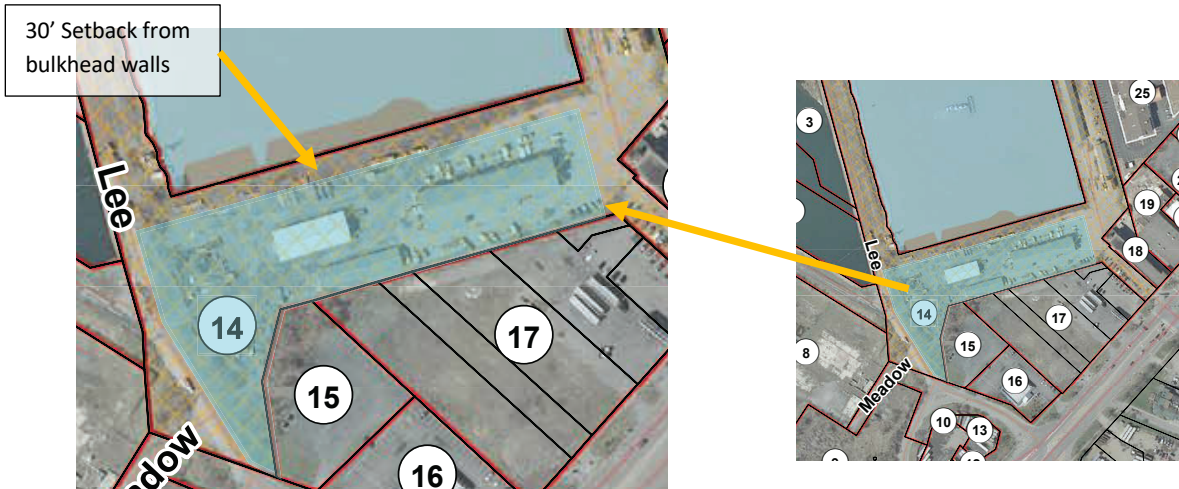
To date, the City and the UHPDC have received nearly \$20 Million for public investments to help realize the Harbor Point vision. Completed activities to date include:

- Initial Master Plan
- Generic Environmental Impact Statements (GEIS)
- Economic and Market Analysis
- Gateway Entrance Design and Construction at Wurz Avenue
- Design and Engineering for replacement of bulkhead walls, Wurz Ave Extension (to access the development pad), and closure of the former dredge spoils area (creating the pad for development)
- Design and Engineering of the Bulkhead Walls
- Design Guidelines
- Property Acquisition
- Permits from USACE (bulkhead wall replacement) and NYS Historic Preservation Office (building demolition and renovation)



Gateway Concept for Utica Harbor Point. The Gateway was constructed in 2017

The Development Opportunity



A. Site Details

Site Owner:	The UHPDC will acquire title to the subject real property from the New York State Canal Corporation pursuant to Section 2 of the Laws of New York, 2008, Chapter 371.
Tax Parcels:	Subdivided portion of: 306—20-1-12;
Size:	~ 2.9 acres for development (Adjacent to 148 acres of planned mixed-use waterfront development)
Planned Conditions:	Level development area with vacant historic NYS Canal Building.
Terms of Sale:	Purchase price to the selected developer will be determined through negotiations between the developer and the UHPDC.
Utilities:	Public access road with 8" sewer, 8" water, telecommunications, stormwater, bicycle and pedestrian facilities.
Environmental:	SEQRA is complete pending conformance with the Generic Environmental Impact Statement Findings.
Land Use & Zoning:	P-DE – Planned Development Extraordinary (providing flexibility from standard zoning area and bulk regulations).

B. Preferred Development & Design

It is the intention of this RFEI to determine interest in the development of a portion of the Harbor Point Project Site (i.e. ~ 2.9 acres that is subject of this RFEI). The UHPDC is seeking expressions of interest from parties with interest in creating development plans for this area that reflect the vision for the Harbor Point Master Plan and have the ability to have a synergistic effect when the entire project is developed. The UHPDC will consider alternative development programs that creatively address, but still adhere to, the goals and vision of the Harbor Point Master Plan. A desired outcome of the project is the creation of new jobs and it is also desired that the successful redevelopment plans will make ample use of sustainable building principles and practices.

C. Zoning and Design Guidelines

The Harbor Point Project Site is located within the PD-E Planned Development-Extraordinary zoning district (*reference Article IV, Chapter 229, Division 7 of the City's Zoning Code.*) Planned development districts in the City of Utica are intended to “encourage innovations in land development and renewal techniques so that the growing demands of the community may be met with greater flexibility and variety in type, design and layout of sites and buildings and by the conservation and more efficient use of open spaces and other amenities generally enhancing of urban life.” As such, there is a high level of flexibility to encourage creative development proposals.

However, to ensure that development proposals meet the city’s design objectives, The City of Utica has adopted Redevelopment Design Standards and Guidelines (http://uticaharborpoint.org/wp-content/uploads/2013/01/Harbor-Point_Design-Guidelines_FINAL_08.18.16_2.pdf) that are applicable to the PD-E zoning district. Developers will be expected to submit design proposals that adhere to the established standards and guidelines.

D. Incentives Available

The UHPDC, City of Utica, the Utica Industrial Development Agency, Mohawk Valley EDGE, and others are facilitating land acquisition and may provide financial and technical assistance to successfully develop the Harbor Point Project Site. Incentive opportunities may include:

- Financial Assistance in the form of New York State and local sales and use tax exemptions, mortgage recording tax exemption, and real property tax abatement benefits through the City of Utica Industrial Development Agency
- Historic and Brownfield Tax Credits
- Grants

E. Market Support

A real estate market analysis was conducted and found that this portion of the Harbor Point project area can serve as a unique destination retail/food/beverage area capitalizing on the unique waterfront location. Overall, an estimated 135,000 square feet of targeted retail and restaurants was found to be supported by market conditions.

RFEI Submission Requirements

Submissions should adhere to the following requirements and be a maximum of three (3) pages in length.

A. An Introductory Letter of Interest

The letter should address the following questions:

- Why is the respondent interested in the project?
- What is the respondent's experience working on a similar project?
- What is the respondent's previous experience working with public sector partners and types of public-private partnerships?

B. Contact Information

Contact details should include the name, title, phone number, and email address of the individual who is authorized to represent the Respondent as the primary contact that will be available to provide additional information, if necessary.

C. Vision and Redevelopment Approach

A brief paragraph of the general vision for redevelopment including your thoughts on the mix of uses desired.

Administrative

A. Site Visits

Opportunities can be made for those wishing to tour the Harbor Point area and the ~ 2.9 acres available for development. If interested please respond to Brian Thomas, Commissioner, Department of Urban and Economic Development at (315) 792-0181 by July 31, 2019 as arrangements will need to be made to access the site.

B. Submission instructions

RFEI deadline: **Emailed by 5:00pm on Friday, September 6, 2019.**

Responses should be limited to 3 pages should be emailed to:

Vincent J. Gilroy, Jr., President
Utica Harbor Point Development Corporation
C/o Office of Urban and Economic Development
1 Kennedy Plaza
Utica, New York 13502

Email: vgilroy@gmail.com

**Note that submitting letter of interest is a requirement of receiving the official RFP if issued.*

C. General Provisions

The issuance of this RFEI and the submission of a response by a respondent or the acceptance of such a response by UHPDC does not obligate UHPDC in any manner. UHPDC reserves the right to:

1. amend, modify or withdraw this RFEI;
2. revise any requirement of this RFEI;
3. require supplemental statements or information from any responsible party;
4. extend the deadline for submission of responses hereto;
5. negotiate potential contract terms with any respondent to this RFEI;
6. hold discussions with any respondent to this RFEI to correct and/or clarify responses which do not conform to the instructions contained herein; and
7. cancel, or reissue in whole or in part, this solicitation, if UHPDC determines in its sole discretion that it is its best interest to do so.

UHPDC may exercise the foregoing rights at any time without notice and without liability to any respondent or any other party for its expenses incurred in preparation of responses hereto or otherwise. All costs associated with responding to this solicitation will be at the sole cost and expense of the respondent.

All information submitted in response to this solicitation is subject to the Freedom of Information Law (FOIL), which generally mandates the disclosure of documents in the possession of UHPDC upon the request of any person unless the content of the document falls under a specific exemption to disclosure. In addition, all responses may be discussed at meetings of the UHPDC, which meetings are subject to the Open Meetings Law.

D. Questions and Addendums

All questions should be submitted via email to Vincent J. Gilroy, Jr., President, Utica Harbor Point Development Corporation at (vgilroy@gmail.com). Deadline for Questions: **Friday, August 23, 2019**. Responses will be posted at <http://cityofutica.com/departments/harbor-point-development-corporation/index> by **Friday, August 30, 2019**. No questions will be answered unless submitted in this manner.

This RFEI imposes certain restrictions on communications between the UHPDC, its sole member, and the members of the UHPDC board of directors and its staff, and an RFEI respondent during the procurement process.

E. Next Steps

UHPDC intends to use responses from this RFEI in order to develop a plan of action for the Utica Inner Harbor. However, based on the responses submitted, UHPDC may decide to proceed in any of the following directions, or others:

- UHPDC may select a “short list” of teams for a second-round process that might entail interviews or requests for more details

- UHPDC may recommend that two or more teams consider forming a partnership, if in its judgement such a partnership would be conducive to achieving the goals for this project
- UHPDC may enter into direct negotiation with one of the respondent teams

Resources

Project documents are located on the Utica Harbor Point website located at www.uticaharborpoint.org/project-documents/ and include:

- Project Documents:
 - Project Brochure
 - Preferred Harbor Master Plan
 - Program of Uses and Parking
 - GEIS Brochure
 - Design Guidelines
- State Environmental Quality Review Act (SEQRA) Final Generic Environmental Statement (FGEIS) Documents
- State Environmental Quality Review Act (SEQRA) Scoping Documents
- State Environmental Quality Review Act (SEQRA) Draft Generic Environmental Statement (DGEIS) Documents
- Utica Master (Comprehensive) Plan
- Photographs