

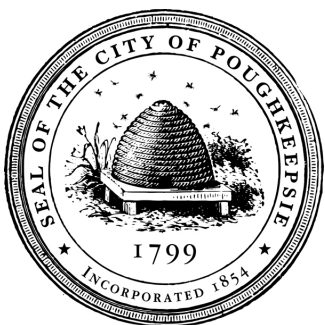
REQUEST FOR EXPRESSIONS OF INTEREST

SOUTHERN WATERFRONT DEVELOPMENT IN POUGHKEEPSIE, NY



OPPORTUNITY FOR PREMIER WATERFRONT DEVELOPMENT IN THE QUEEN CITY OF THE HUDSON RIVER

Submission Deadline: March 23, 2023



City of Poughkeepsie
62 Civic Center Plaza
Poughkeepsie, NY 12601
Release Date: January 25, 2023

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OVERVIEW OF THE OPPORTUNITY

The City of Poughkeepsie is seeking expressions of interest for development of a 14 acre site located on the city's southern waterfront. The DeLaval site takes its name from the former owner and occupant of the site, the DeLaval Separator Company. It is the last parcel with undeveloped acres on the city's waterfront, with spectacular views of the Hudson River and Highland bluffs of Franny Reese Park which will never be developed. The city has completed a number of visioning exercises concerning the site and arrived at the overarching goal of creating an anchor on the southern waterfront — providing public space and water-related uses, driving tourism to bolster the local economy, and complementing existing waterfront assets such as Waryas Park and the Walkway Over the Hudson. Poughkeepsie envisions a unique plan with striking architecture, beautiful landscaping, and amenities that reflect the history, geography and uniqueness of place.

This RFEI invites a dialogue with qualified respondents to develop a plan that meets the objectives of the City of Poughkeepsie, and is financially feasible. This RFEI is seeking the broadest range of responses, recognizing the once in a lifetime development opportunity presented by the site.

The city's development goals for the site include:

- Establish mixed-use waterfront facilities and programming that make optimal use of the city's waterfront, including day and nighttime activation via development that includes a creative mix of uses such as restaurants, a boutique hotel, docks, water recreation, or other such uses.
- Make the site fiscally productive, contributing to tax revenue generation both on and off site.
- Provide riverfront walkway connectivity & public gathering spaces.
- Landscaping and architecture that is inspired by the unique location of the site, including consideration of native plantings and resiliency to climate-change.
- Proposals that are based on a master developer model and employ a collaborative approach using multiple architects, landscape designers, and engineering firms to produce a total site plan that looks organically developed over time and is compatible with the historic fabric of the city are preferred.

PROPOSAL DEADLINE: March 23, 2023 at 3:00pm.

Proposals in response to this RFEI should be sent to: Natalie Quinn, Development Department, 62 Civic Center Plaza, 2nd Floor, Poughkeepsie, NY 12601. Please include five (5) hard copies and one (1) electronic copy of the proposal as part of your submission.

THE DELAVAL SITE

The DeLaval site, owned by the City of Poughkeepsie, is an approximately 14-acre parcel (parcel # 6061-43-752749), that stretches southward along the Hudson River from the end of Rinaldi Boulevard to Fox Street. Located between the railroad tracks and the riverbank, it affords spectacular views across the River to the Esopus Lloyd Scenic Area of Statewide Significance, as well as upriver to the MidHudson Bridge and Walkway Over the Hudson and beyond, and many miles downriver to the Hudson Highlands.

The site forms the southern end of the City's waterfront. Additional land within the City limits south of DeLaval includes oil storage and its port facilities, a former elevator factory, and a former construction company. Uses along the waterfront to the north include housing developments, Kaal Rock Park, Waryas Park and the Mid-Hudson Discovery Museum. There is a continuous sidewalk or trail along much of the waterfront, with plans to complete key gaps in the trail. Immediately to the north of the DeLaval site is the Shadows restaurant and marina, and Grandview event venue. To the northeast and east lie the Water Club and Hudson Pointe housing complexes, and additional multifamily housing lies within one-quarter mile to the north. Also to the east is the ever-growing Vassar Hospital medical complex.

The DeLaval site was originally part of a three-parcel development package issued by the City of Poughkeepsie in 2001. As a result of the previous development plans, the site has undergone brownfield remediation and construction of underground utilities (water, sewer, telephone, cable TV, gas, storm water mitigation and site lighting), two building pads, and a 95 space surface parking facility. Due to time passed since the initial work was completed, the city makes no assertions as to the functionality of the previously installed utilities, nor should the existing building pads necessarily dictate the location of proposed future development.



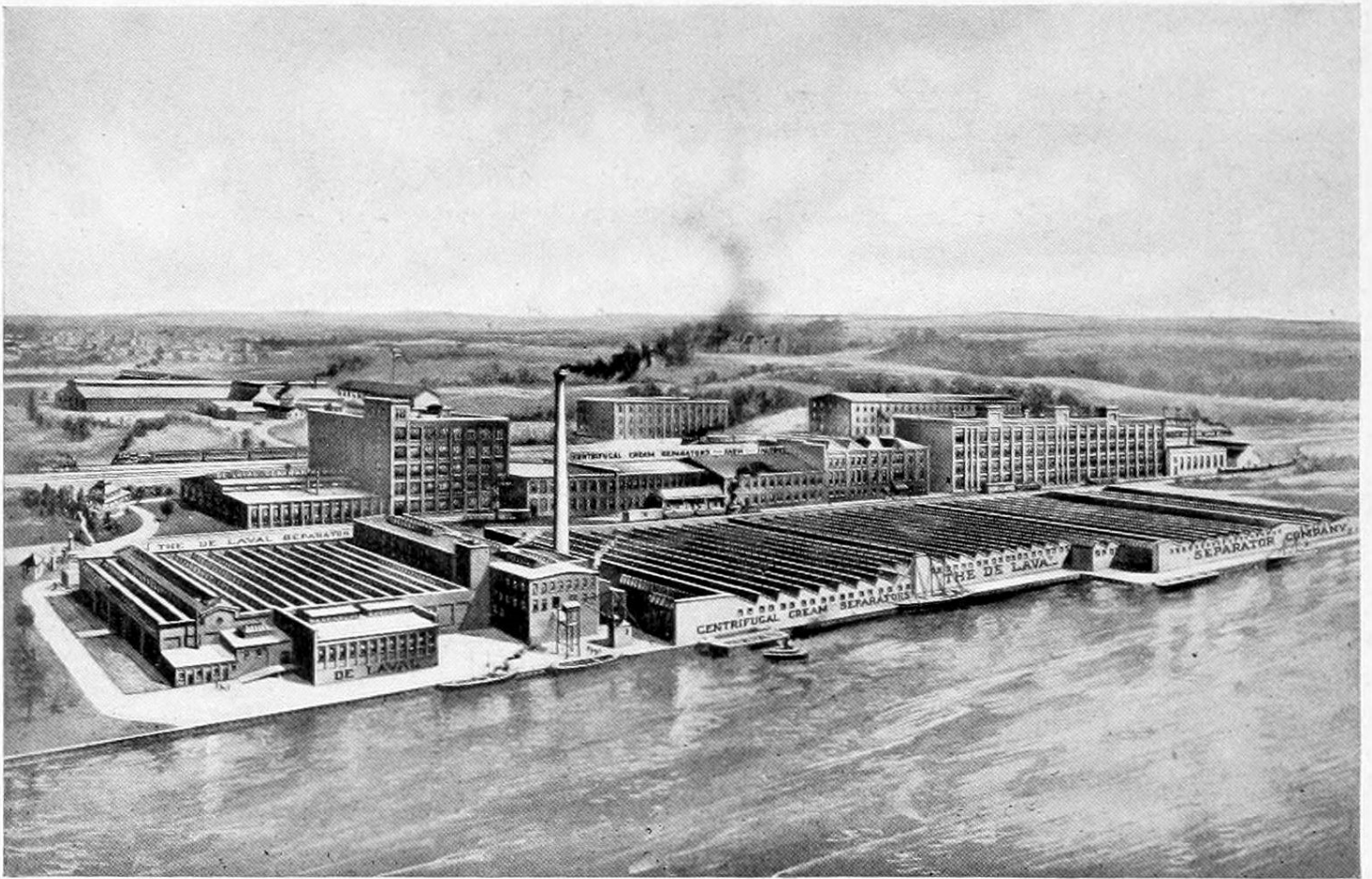


Photo: General American Works of The De Laval Separator Company. Poughkeepsie, N. Y

HISTORY OF THE SITE

The DeLaval site takes its name from the former owner and occupant of the site, the DeLaval Separator Company, which manufactured milk separating machines on the site from the 1890s to the 1960s. Prior to the DeLaval company, the site was used for shipbuilding and freight storage. The waterfront area, generally opposite Pine Street, was known as “Lower Landing” to distinguish it from Upper Landing at the Fallkill Creek and Union Landing at what is now Kaal Rock Park. The City took possession of the DeLaval site in 1968 as a park. For many years, people would use the site for fishing and walking, including enjoyment of the expansive river views. In 1987, the city held its tricentennial celebration on the site. This event led to the birth of Riverfest, a festival that drew between 50,000 and 70,000 people from 1987 to 1992. In 1994, an event called Summerfest was held on the site.

The site was significantly contaminated with petroleum, heavy metals and semi-volatile organic compounds from years of use by the DeLaval Separator Company. As a result, it was considered a Brownfield site, and required a substantial cleanup according to standards set by the state Department of Environmental Conservation (DEC). Remediation was conducted in 2008-2012. Ultimately the City expended approximately \$17.5 million toward the cleanup, of which \$9.3 million was reimbursed by the DEC. Greater detail is provided in the 2018 EAF in Appendix A.

ENVIRONMENTAL & HISTORIC INFORMATION

The former DeLaval site is also subject to an environmental easement held by the New York State Department of Environmental Conservation (NYS DEC). This easement dates to November 4, 2013. Per this easement, which the City of Poughkeepsie granted to NYS DEC, the property is restricted to be used for commercial and industrial uses. This restriction reflects the DEC Brownfield regulations, which restrict the available uses of a site based on the cleanup and cap. Per DEC regulations, “Commercial use includes passive recreational uses, which are public uses with limited potential for soil contact.” 6 NYCRR § 375-1.8(g)(2)(3). Residential uses are prohibited by the easement unless the easement is extinguished or amended, and the site is currently subject to a Site Management Plan which prescribes monitoring requirements and governs future development of the site. Amendments to this easement may only be executed by the Commissioner of NYS DEC or the Commissioner’s Designee.

This environmental easement for the former DeLaval site is important because it places restrictions of use on the site, based on the degree of environmental remediation that has been completed. It may be possible for additional uses to be permitted on the site, however, assuming the easement was extinguished or amended. It will be critical for respondents to evaluate their proposal against the conditions of the easement in order to determine whether an amendment to the easement would be a prerequisite of their development plan. Respondents should consider the cost of additional environmental remediation at the site that would be required by NYSDEC as a precondition to any such amendment. The cost to conduct additional remediation and amend the easement will be borne by the selected developer. See Appendix B for easement agreement.

PARKLAND ALIENATION

The DeLaval site was acquired by the City of Poughkeepsie with State Funds in 1968, which call for public recreational use on part of the site. In 2004, the state enacted legislation (See Appendix C, L. 2004 ch. 335) authorizing the City to convey part of the site to the City of Poughkeepsie Industrial Development Agency (IDA) for eventual lease to a developer, subject to restrictions. The alienation bill allowing for private development on the DeLaval site requires that 2.4 acres along the waterfront is retained by the City as parkland, and of the acreage that may be leased for development, 3.6 acres must be open to the public like parkland, leaving 7.8 that may be developed with private facilities. In other words, nearly half of the land must be maintained as public space, including the waterfront land.

The Parkland Alienation Law lists certain uses for the site. The introduction to the law specifies that the law “authorize[d] the City of Poughkeepsie intent to discontinue and convey certain lands for waterfront parkland and commercial development.” This statement was echoed by memoranda from both the Senate bill sponsor and counsel for the state Office of Parks and Recreation which specified that the bill would allow the City to lease the land for parkland activity, mixed open space, recreational and commercial development, including a kayak/canoe launch, interpretative garden, transient marina, fishing stations, public restrooms, large boat mooring facility and commercial buildings and spaces for restaurants retail shops, office space and parking. The memos further describe the project in the same terms contemplated by the parties in JM Development’s response to the RFP and authorized in the 2004 findings statement.

ENVIRONMENTAL IMPACT STATEMENT

The Common Council completed an original DEIS in 2003, a Findings Statement in 2004, and a Supplemental DEIS and Findings Statement in 2005 due to the parkland alienation law. The original EIS and Findings Statement (Appendix D) provide useful guidance on the City's original expectations for the redevelopment of DeLaval. The "preferred concept plan" that emerged in the 2004 FEIS showed three buildings on the DeLaval site, each with retail/restaurant on the first floor and office space on the second. Space would be reserved for a potential museum. The outdoor public amenities would include a non-motorized boat launch, a large, deep water boat dock, historical interpretive area, restrooms, and a marina. The Supplemental DEIS documents required parkland exchange to compensate for alienation of parkland. This includes preserving parkland along the City's waterfront and creating a [Hudson River Greenway Trail](#) connection through DeLaval and the Hudson Pointe site to connect southward to Prospect Street. Development that diverges significantly from what was authorized through the original SEQR will require an updated environmental review .

ZONING

The DeLaval site is in the City's Waterfront ("W") zone, which is specially addressed to development along the River such as the DeLaval parcel. The W zone allows, among other things, marinas and parks and refreshment, retail stores no greater than 8,000 square feet per floor, museums and galleries, arts and crafts studios or studios for teaching or practicing performing arts, hotels, theaters, restaurants, commercial recreation, including tennis, skating rinks, dance halls, billiard parlors, bowling alleys, swimming pools, health clubs, and golf, tennis or swim club. The zoning also allows, by special permit, buildings with mixed uses, residential development subject to the requirements of the Urban Density Residence District R-6 (Section 19-3.17), business and professional offices as the upper stories of a mixed-use development, and fast-food restaurants as part of a mixed-use development.

The code generally allows a height of 60 feet in most of the W zone but this is shortened to less than 60 ft, but in no instance less than 35 feet, where a higher structure would adversely affect views from the following locations: public parks, the Poughkeepsie Railroad Station, Kaal Rock, the Mid-Hudson Bridge, Vassar Brothers Hospital, DeLaval, and the steps of Our Lady of Mount Carmel Church. It is possible that construction on the DeLaval site could be subject to a height limit less than 60 feet in certain locations on the site, but at no point on the site does the code require that building height be less than 35 feet. Building height is measured from "the average elevation of the proposed finished grade at the front of the building to the highest point of the roof..." The city is currently in the process of [updating the citywide zoning code](#), much of which was last updated in 1979, but it is not expected that the waterfront district regulations will change significantly since they were more recently updated in 2004.

LEASE AND LAND USE APPROVALS

Following the city's selection of a preferred development partner(s), a lease agreement for the site must be approved by the Poughkeepsie Common Council. Development of the site will then require site plan approval by the City of Poughkeepsie Planning Board as well as consistency review by the Waterfront Advisory Committee to ensure that the proposed development plan is consistent with policies set forth in the Local Waterfront Revitalization Program ("LWRP"). While pursuing site plan approval the applicant may also apply to the Industrial Development Agency for tax benefits.

THE VISION FOR POUGHKEEPSIE'S WATERFRONT

The vision for Poughkeepsie's southern waterfront and this RFEI is the result of planning efforts by the City of Poughkeepsie stretching back over 10 years. The most recent planning efforts include an update to the city's Local Waterfront Revitalization Program and short and long-term recommendations provided by the Southern Waterfront Task Force.

POUGHKEEPSIE LWRP (2023)

In 2023 the City of Poughkeepsie adopted an update to the [Local Waterfront Revitalization Program](#) (LWRP). The LWRP is both a policy document, used by the Waterfront Advisory Committee to review projects that occur within the city's Waterfront Revitalization Area (WRA) Boundary, and a visioning document, establishing the community's vision for future development. The vision and goals of the adopted LWRP are summarized below, with a link to the full document provided in Appendix E.

LWRP Vision:

The City of Poughkeepsie envisions a cohesive set of waterfront facilities along the Hudson River including a continuous promenade along the riverfront, along with a variety of park facilities, recreation opportunities, and points of access to the water. Where the Fall Kill weaves through the city, it provides a scenic resource and access to nature. Equitable opportunity to enjoy these water resources is fostered through interconnection with the fabric of the city and facilities that are accessible to residents of all ages, abilities and economic status. The City's economy is supported by recreation, entertainment and commercial facilities that capitalize on the attractiveness of the waterfront to enhance tourism and local quality of life. The shorelines of the Hudson River and Fall Kill are cared for to improve water quality and habitat, and mitigate the impacts of climate change.

LWRP Goals:

The Goals and Objectives of the City of Poughkeepsie are to:

- Increase public access and recreation opportunities in the WRA.
- Expand public access to the Fall Kill as a community resource.
- Increase access to water-dependent activities while ensuring that non-motorized craft, motorized craft, and tourism uses avoid conflict, congestion, and competition for space in the Hudson River.
- Improve water quality, habitat, and other natural resources.
- Mitigate the impacts of climate change on areas of the waterfront that are prone to flooding
- Capitalize on Poughkeepsie's waterfront resources to boost economic development while preserving public waterfront access and improving environmental conditions.

SOUTHERN WATERFRONT TASK FORCE (2021)

The City of Poughkeepsie Common Council formed the [Southern Waterfront Redevelopment Task Force](#) (SWTF) in the spring of 2021 to advise on the future of the DeLaval site. The development goals identified by the SWTF are summarized below. Additional detail on each goal, as well as recommendations for short-term improvements on the site, are included in Appendix F.

Development Goals Identified by SWTF:

- Prioritize public space and public access as paramount.
- Realize the site's potential as a destination landmark
- Frame economic benefits holistically
- Invest in recreational assets.
- Develop a robust plan with partners to manage and program the site
- Connect the waterfront to the city through multimodal access and informational signage
- Integrate planning for the City's entire waterfront
- Consider environmental sustainability



Photo: The Hudson Valley Balloon Festival launched from the southern waterfront site in 2015

POUGHKEEPSIE: THEN & NOW

Queen City

The City of Poughkeepsie, also known as “The Queen City on the Hudson,” is the largest city in New York’s Mid-Hudson region, and the county seat of Dutchess County. The City has a population of over 30,000 and a metropolitan area population of over 650,000 residents. The vision for Poughkeepsie and the southern waterfront is intrinsically tied to Poughkeepsie’s rich history as a hub in the Hudson valley, its regional connections, its spectacular waterfront, and the renaissance that is currently blooming in the downtown and across the city.



History of the Queen City Waterfront

River Era: 1690 to 1850

The name Poughkeepsie was derived from the Wappinger language, referring to a reed-covered lodge by a spring. The first Dutch and English settlers in the late 1600s were attracted to mill sites along the Fall Kill Creek and land available for farming. The small river settlement with landings for trade and inland agriculture, a ship building yard, and ferry service at Upper Landing on the north side of the Fall Kill gradually grew into a city as a deep water port halfway between New York City and Albany, famed for industry such as Vassar Breweries (early 1800s) and Smith Brothers Cough Drop Company (circa 1847).

Home of the County Courthouse since 1720, Poughkeepsie was the state capital during the Revolutionary War and achieved prominence as the place where the famous Constitutional Convention debate led to New York’s decisive ratification. The river was the essential transportation corridor, especially after the Erie Canal was completed in 1825, linking the Great lakes and western states to the port of New York. The three major river landings at the Fall Kill Creek, the center of Kaal Rock Park, and the end of Pine Street were supplemented in the early 1800s by the first Mid-Hudson steamboat terminal at the base of Main Street and even a wharf to the north for a small whaling fleet.

Railroad Era: 1850 to 1930

The City's strategic central location led in the late 1800s to an ideal convergence of river and rail access. In 1850 the Hudson River Railroad Depot was built one block from the Steamboat Terminal. When the only railroad bridge over the Hudson south of Albany was completed in 1889, Poughkeepsie became the junction of two great passenger and freight rail lines. Manufacturing flourished along the waterfront and rail tracks, including large-scale plants north of the Railroad Bridge, south of Kaal Rock, and on filled land at the Lower Landing near Pine Street.

On the river the annual Inter-Collegiate Regatta, held here from 1895 to 1949 for elite crew teams from across the country, enhanced the City's national reputation. The Main Street Steamboat Dock also became a prime stop for dayliner passengers and tourist travelers up the Hudson.

The Hudson River and activities along its shoreline have always been the lifeblood of Poughkeepsie. The community cherishes these historical ties to the Hudson River and places the upmost importance on this level of ingenuity and industriousness being carried forward in all future waterfront developments.



Poughkeepsie Waterfront Today

Arguably the most iconic image of Poughkeepsie is the waterfront framed by two historic bridges. To the north, the 1889 Poughkeepsie Railroad Bridge is a classic cantilever truss structure, listed on the National Register of Historic Places and now transformed into the longest elevated pedestrian bridge in the world, the Walkway Over the Hudson, which attracts nearly 500,000 people a year. To the south, the 1930 Mid-Hudson Bridge has graceful cables suspended between gothic steel towers that are traced at night by necklace lighting in variable colors. Together, they create a loop trail system and frame river views into a memorable location unlike any place along the entire length of the Hudson River.

The City of Poughkeepsie and our neighbors are committed to connecting segments of the north-south Hudson River Greenway Trail from the Roosevelt and Vanderbilt Historic Sites in Hyde Park south to the Samuel F.B. Morse Estate, also known as Locust Grove. Since 2000, over 40 waterfront acres have been transformed into new, publically accessible parkland, including Quiet Cove

Riverfront Park, Marist College's Long View Park, One Dutchess riverfront walkway, Upper Landing Park, and Kaal Rock Point. Existing amenities within and near the city's riverfront parks include the Mid-Hudson Discovery Museum and pavilion, playgrounds, a skate park, picnic tables, grills, boat launch, walking paths with scenic lookouts, and a handful of restaurants.

The City of Poughkeepsie has a grand plan to continue the Hudson River Greenway Trail through constructions of the Kaal Rock Connector, a proposal for an elevated walkway at the river's edge to link Waryas Park with Kaal Rock Park. The connection of this "missing link" will be essential to merging the identity of the Poughkeepsie waterfront and connecting travelers from the Poughkeepsie Train Station and Main Street to the southern waterfront via a waterfront walkway.



The City waterfront area is also the crossroads of major trail systems beyond the Hudson River Greenway Trail. The Walkway Over the Hudson connects east to the Dutchess Rail Trail and west to the Hudson Valley Rail Trail, creating 18 miles of continuous walking and biking experience. This 18-mile segment is also a part of the greater 750-mile Empire State Trail, the largest state multi-use trail in the nation, which links existing trails from New York City all the way to the Catskill Mountains and beyond. The full Empire State Trail will span much of the state, from the New York Harbor up through the Adirondack Mountains to the Canadian border – and from the shores of Lake Erie along the historic Erie Canal to the heart of the Capital Region. These trails draw tourists from around the world to explore New York's striking landscapes and rich history, while also creating a demand for local bed-and-breakfasts, hotels, restaurants, wineries, breweries, farmsteads, and cultural attractions along the way.

Regional Connections

The City of Poughkeepsie is located approximately 70 miles north of New York City along the Hudson River. Located along essential and historical rail lines, Poughkeepsie can capture millions of potential visitors who are an easy train ride away. The City is the northern terminus of Metro-North service on the Hudson Line and regional station for Amtrak providing a northeast connection to Albany, Niagara Falls, Vermont, Montreal and south to Washington DC with over twenty daily trains. The southern waterfront is less than 1 mile from the Poughkeepsie Train Station, providing easy access to rail service across the county.

The City is also easily accessed by vehicle with the beautiful Mid-Hudson Bridge leading directly into the City from the West, Route 44/55 providing access from and to the East, and Route 9 providing a north-south connection. Northbound traffic on Route 9 can access the former DeLaval site via the Columbia Street exit, while southbound traffic can easily access the site from either the Rinaldi Blvd./Laurel St. exit or the Pine Street exit.

In addition to the three major airports in the NYC metropolitan region, Poughkeepsie is served by Hudson Valley Regional Airport, Stewart International Airport, and Westchester County Airport. The southern waterfront is also accessible by river via private or commercial vessels. Visitors travelling by water can currently dock vessels at Shadow's Marina immediately adjacent to the DeLaval site, Waryas Park public boat docks, or by booking a tour on one of the commercial vessels that stop at the Waryas Park deep water pier, such as the historic Hudson River Sloop Clearwater.

Poughkeepsie's Renaissance

The City of Poughkeepsie continues to experience a steady increase of public and private investment that is driving an urban renaissance. Poughkeepsie and its immediate neighbors form a cultural and educational center that includes Vassar College, Marist College, Dutchess Community College, the Culinary Institute of America, Vassar Brothers Medical Center, Mid-Hudson Regional Hospital of Westchester Medical Center, and blossoming downtown district.

Since 2016, private developers have completed 874 new housing units in the city. There are 223 units currently under construction and another 683 units in the approval pipeline. There is more than 800,000 square feet of non-residential space (institutional, manufacturing and commercial) that has been completed in the last seven years, 30,000 square feet that is currently under construction and 180,000 square feet in the approval pipeline.

Close to the DeLaval site are a number of notable development projects, including 300+ housing units and commercial space at One Dutchess complex (completed 2022) on the northern waterfront, the Vassar Brother Medical Center Patient Pavilion at 45 Reade Place (completed 2020) immediately inland from the DeLaval site, and the location of the forthcoming [Youth Opportunity Union](#) .

ECONOMIC INCENTIVES

\$1 MILLION IN EXISTING GRANTS ASSOCIATED WITH SITE

A \$500,000 grant was awarded to the City of Poughkeepsie by NYS Dept. of State (NYSDOS) in 2016. The grant is intended to support construction of the promenade, landscaping, lighting, and pedestrian amenities on site. An additional grant of \$500,000 was awarded by the Dormitory Authority of the State of New York (DASNY) in 2012 for creation of a large dock to serve large vessels used for tourism and large scale transportation, construction of public restrooms, and a boat/kayak launch.

CITY OF POUGHKEEPSIE INDUSTRIAL DEVELOPMENT AGENCY (IDA)

As a public benefits corporation, the Poughkeepsie IDA's mission is to build the industrial and economic strength and resilience of the city with the intent of growing employment, jobs and city revenue. The primary benefits offered by the IDA for qualifying projects are sales and use tax exemption; mortgage recording tax exemption; real property tax abatement; and additional tax relief for approved voluntary public improvements. Please visit the IDA's webpage for more information:

<https://cityofpoughkeepsie.com/ida/>

RHINEBECK BANK LOAN FUND

In partnership with the City of Poughkeepsie, Rhinebeck Bank has created a special loan fund meant to assist small businesses and other non-residential commercial enterprises with express loans, equipment/vehicle/leasehold improvement loans, and real estate loans at favorable terms. This program may be applicable for a commercial component in a mixed-use development. Originally focused on the downtown area, the loan fund is now available to businesses city-wide. Please visit the program webpage for more information:

<https://www.rhinebeckbank.com/newsworthy/poughkeepsie-innovation-district>

TOURISM IN DUTCHESS COUNTY

In 2019 Dutchess County experienced its 10th consecutive year of growth and set a record for visitor spending at \$674.2 million. Despite the impacts of a global pandemic, 2021 was the year of recovery for Dutchess County with \$632 million generated in visitor spending, roughly \$1.7 million in spending on average each day.

SUBMISSION REQUIREMENTS

1. Proposals must be submitted in the proposal format required. Proposals in response to this RFEI should be sent to: Natalie Quinn, Development Department, 62 Civic Center Plaza, 2nd Floor, Poughkeepsie, NY 12601. Please include five (5) hard copies and one (1) electronic copy of the proposal as part of your submission.
2. The proposal must be an electronic version in Adobe Acrobat (PDF), submitted as one PDF.
3. Proposals must arrive no later than March 23, 2023 at 3:00 p.m. Proposals received after the deadline will be deemed unacceptable for further consideration. All proposals become the property of the City of Poughkeepsie after the deadline whether awarded or rejected.
4. All information in a submitter's proposal is subject to disclosure under the provisions of the Freedom of Information Act. Should the submitter feel any aspect of the proposal, particularly with respect to financial disclosures, is propriety and confidential, the submitter should clearly indicate this.
5. The city accepts no financial responsibility for costs incurred by any submitter in responding to this RFEI. By responding to this RFEI, the submitter agrees to hold the city harmless in connection with the release of any information contained in its proposal.
6. Should any prospective submitter be in doubt as to the true meaning of any portion of this RFEI, or should the submitter find any ambiguity, inconsistency, or omission therein, the submitter shall make a written request for an official interpretation or correction. All questions concerning the solicitation and specifications shall be submitted in writing via mail, e-mail or fax to the name below. You are encouraged to submit your questions via e-mail. Questions must be submitted no later than February 13, 2023 at 4:00 p.m.

Natalie Quinn, Director of Development

nquinn@cityofpoughkeepsie.com

Oral responses to questions shall be unofficial and not binding on the City of Poughkeepsie. City staff will make such interpretation or correction, as well as any additional RFEI provisions that the city may decide to include, only as an RFEI addendum. Any addendum issued by the city shall become a part of the RFEI. Submitters should consider issued addendums in preparing their proposals.



SUBMISSION COMPONENTS

The ultimate goal of the RFEI is to identify qualified development teams who have both the experience, and financial and design/construction capabilities, to be able to successfully complete a transformational waterfront project in the City of Poughkeepsie. The RFEI may lead to an RFP process that may result in an award of a preferred developer to negotiate a Development Agreement that will memorialize the terms and conditions for a development. The RFEI submission and subsequent discussions with respondents are intended to provide input that will help clarify the development potential of the site and determine effective parameters for the issuance of a competitive RFP.

Only developers who participate in the RFEI process will be considered for the competitive RFP.

Respondents are invited to submit their ideas, plans, and qualifications for consideration pursuant to the terms and conditions of this RFEI. This RFEI contains several relevant documents in the appendix to review. Respondents are required to review and consider this information in the development of their submission. While highly developed plans and pro formas are not required at this stage, additional material and information, as deemed appropriate by respondents, may be included in the submission package.

Section 1: Formal Letter of Interest on Principal Developer Letterhead

Section 2: Proposal and Conceptual Plan. Provide a written vision plan with conceptual diagrams for the RFEI site consistent with the waterfront vision and development goals outlined within this RFEI. Also provide an accompanying narrative that will enable the City of Poughkeepsie to sufficiently understand the respondents submission and intended approach for addressing existing conditions and site constraints. Examination of synergies and analysis in linking to the remainder of the waterfront, downtown Main Street, and surrounding developments is also encouraged in the respondent's proposal. The plan and narrative should include acknowledgement of the following:

- Repair, maintenance, and/or removal of existing bulkhead, utilities, building pads and other site improvements will be the responsibility of the selected development team.
- Reengineering of the intersection of Rinaldi Blvd. and Pine Street may be necessary for safe vehicle and pedestrian access, and will be the responsibility of the selected development team.
- Construction, maintenance, and programming of the riverfront promenade and public amenities will be the responsibility of the selected development team.
- The city is ready to work with respondents on proposals to bring public and/or micro transit to the site as a means of alleviating parking concerns.
- In light of potential remediation needs and the city's desire to retain key scenic views, such as those from the intersection of Pine St. and Rinaldi Blvd., the city is open to entertaining design solutions that concentrate greater density and height towards the southern extent of the site in order to reduce obstruction of key view sheds.

Section 3: Preliminary Pro Forma. Proposals should include an order of magnitude construction budget defining hard costs, soft costs and pro forma income statement. Detailed

financial proposals are not required at this stage.

Section 4: Zoning Calculation. A preliminary zoning analysis should be provided indicating the general bulk characteristics of the project including total square footage by land use, open space, green space, units per acre, height and parking.

Section 5: Experience and Qualifications of Developer/Development Team. Provide a description of the principal developer (and its related development entities and subsidiaries) and other collaborators and team members. Descriptions of the development entity should include, at a minimum, the types of development undertaken by the entity, description of its geographical 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 members. As applicable, include LEED qualifications and a description of experience with green building design.

Section 6: Relevant Development Experience. Provide a list of similar projects which the developer/development team has completed. This description must be in a narrative form that is clear and comprehensive. Brochures and collateral material may be included as appropriate, but should not substitute for a narrative description. All respondents should provide examples of a minimum of three (3) completed development projects.

Information presented about these projects must include:

- Name and location of the project.
- Type of facilities included in the project with plans/renderings/photos.
- Total square footage of the project and its component parts.
- Total project costs.
- Number of housing units developed, if any, including affordable and workforce housing deliverables.
- Project start and completion dates.
- Construction type (new construction, renovation, demolition etc.).
- Site and environmental conditions.
- Description of leasing activity, current tenants, time necessary to achieve 90% lease-up.

Section 7: Financial Capacity. Interested developers should provide a description of financial capacity of the organization, including appropriate documentation and banking references. Documents under this section may be submitted under a separate cover and labeled “confidential.”

PROPOSAL DEADLINE: March 23, 2023 at 3:00pm.

Proposals in response to this RFEI should be sent to: Natalie Quinn, Development Department, 62 Civic Center Plaza, 2nd Floor, Poughkeepsie, NY 12601. Please include five (5) hard copies and one (1) electronic copy of the proposal as part of your submission.

KEY SUBMISSION CRITERIA

The following criteria are key components that will assist the City of Poughkeepsie in evaluating the development potential for the project site:

CRITERIA 1. Ability of the proposer’s plan to integrate Poughkeepsie’s waterfront vision as outlined in the Poughkeepsie Local Waterfront Revitalization Program and the waterfront district regulations, along with the RFEI development goals. **(30%)**

CRITERIA 2. Ability of the proposer to comprehensively address all elements (1-7) required under the ‘Submission Components’ section contained in this RFEI. **(20%)**

CRITERIA 3. Ability of the proposer’s plan to develop a sustainable, innovative, and contextually sensitive design that fosters the creation of a better community, supports economic development, and assists in City goals to make the waterfront a destination and “front porch” to the City of Poughkeepsie. **(20%)**

CRITERIA 4. Project impacts and feasibility. **(15%)**

CRITERIA 5. Capability of the qualified developers to obtain financing. **(15%)**

PROCESS

All respondents will be reviewed by the City of Poughkeepsie. Based on submission responses to key submission criteria, the City of Poughkeepsie will hold further direct discussions with select developers to assist the city in developing a competitive RFP. Upon review of the RFEI submissions the city reserves the right to:

1. Issue a subsequent Competitive Request for Proposals (RFP), to identify and select a developer.
2. Designate a project developer by negotiating directly with one or more of the RFEI respondents, rather than by issuing an RFP.
3. Take other action deemed appropriate, including no further action.

All materials submitted in response to this RFEI become the property of the City of Poughkeepsie. Respondents should be specific with regard to sections of their proposals that they deem confidential. The City of Poughkeepsie shall make its best effort to honor such requests; however, respondents should realize that submittals may be reviewed by stakeholder groups outside of the City of Poughkeepsie.

RIGHT TO MODIFY OF TERMINATE RFEI PROCESS

Notwithstanding any other provision of this RFEI and without any liability to any prospective respondent, the city reserves the unilateral right to postpone submission deadlines, reject any and all proposals, negotiate with one or more respondents, seek additional input from one or more respondents (but not necessarily all respondents), waive any requirement of this RFEI, and modify or withdraw this RFEI.

NON-COLLUSION

By submission of a proposal, the submitter certifies in connection with this proposal:

1. The submitter declares that this proposal is made in good faith, without fraud or collusion with any person or persons submitting a proposal on the same agreement.
2. The submitter has carefully read and examined the "Request for Expressions of Interest" documents and understands them. The submitter declares that it is fully informed as to the nature of and the conditions relating to the subject property.
3. The submitter acknowledges that they have not received or relied upon any representations or warranties of any nature whatsoever from the City of Poughkeepsie, its agents or employees, and that its response is based solely upon the undersigned's own independent business judgment.
4. The submitter has arrived at the proposed proposal independently, without communication, consultation or agreement, for the purpose of restricting competition with any other proposal submitter or with any competitor.
5. No attempt has been made or shall be made by the proposed submitter to induce any other person or firm to submit or not submit a proposal for the purpose of restricting competition.
6. Each person signing the proposal certifies that he/she is the person in the proposal submitter's organization authorized to bind the organization and such person has full authority to act on behalf of the organization.
7. Employees of the City of Poughkeepsie and their immediate family members are disqualified from submitting a proposal.

APPENDICES

(SEE SEPARATE PDF CONTAINING ALL DOCUMENTS LISTED BELOW)

APPENDIX A: ENVIRONMENTAL ASSESSMENT FORM (2018)

APPENDIX B: ENVIRONMENTAL EASEMENT

APPENDIX C: PARKLAND ALIENATION LAW

APPENDIX D: STATEMENT OF FINDINGS 2004

APPENDIX E: LOCAL WATERFRONT REVITALIZATION PROGRAM

APPENDIX F: SOUTHERN WATERFRONT TASK FORCE RECOMMENDATIONS