REQUEST FOR PROPOSAL (RFP)
for the Purchase and Development of Newburgh Community Land Bank Owned Parcel
at 104 Washington Street, Newburgh, NY

Newburgh Community Land Bank Inc. (NCLB) requests the submission of proposals for the purchase and redevelopment of NCLB-owned property located at 104 Washington Street in the City of Newburgh, Orange County, New York.

Qualified and interested applicants shall submit their proposals by mail or in person to

Newburgh Community Land Bank
Jennifer Welles, Executive Director
15 Chambers Street
Newburgh NY 12550

no later than 5:00pm EST Tuesday, March 31, 2020.

Applicants are responsible for timely submission of their proposals. Late proposal will not be accepted. Please ensure that “NCLB-RFP 104 Washington Street” is clearly marked on the outside of the submittal.

Award of the contract is subject to approval by Newburgh Community Land Bank Board of Directors. NCLB and its Directors reserves the right to reject any or all proposals, or to accept any part of the proposal without accepting the whole thereof, or to accept such proposal they deem to be in the best interest of the community, neighborhood, and City.

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Jennifer Welles, Executive Director
Newburgh Community Land Bank
January 31, 2020
RELEASE DATE: January 31, 2020
DUE DATE: March 31, 2020

Purpose of the Proposal

Newburgh Community Land Bank (NCLB) requests the submission of proposals for the purchase and development of a NCLB-owned parcel located at 104 Washington Street in the City of Newburgh, Orange County, New York.

The goal is to encourage a project that builds upon and complements the recent growth in the City of Newburgh, while maximizing the development potential of the site through historic preservation, adaptive-reuse, and/or new construction. Project proposal should maximize the highest and best use of the site, with appropriate commercial, residential or mixed-uses, and create an inviting street presence on Washington Street near the downtown Liberty Street Corridor. Projects with a community-oriented component, providing amenities such as affordable housing, community space or similar, will be given special consideration.
Property Description

The address of the property is 104 Washington Street, Newburgh, New York 12550. 104 Washington Street (Tax Map Section 36, Block 4, Lot 16) is located on the north side of Washington Street, about 100ft west of the intersection with Liberty Street, in the City of Newburgh, County of Orange, State of New York. The title of ownership is held by Newburgh Community Land Bank, Deed Liber 13896, Page 1175, recorded May 20, 2015. The property's address was formerly 102-104 Washington Street, Newburgh, New York 12550.

The property parcel size is .11 acres, per assessor's maps and a survey done by Rowan Land Surveying, PLLC dated April 3, 2017. The frontage is ±50 feet; adequate for ingress and egress. There are no curb cuts but there is on-street parking available on Washington Street and other
nearby city streets. The parcel is a rectangular plot generally level, with no adverse easements or rights-of-way noted that significantly affect the property. 104 Washington has access to electricity, natural gas, and municipal water and sewer. The site is not within a flood plain per FEMA Flood Insurance Rate Map for the City of Newburgh, Community Number 360626, Map Number 36071C0332E, dated August 3, 2009.

The structure on the property is a 3 story brick attached shell building, without a roof and in disrepair, with a footprint of ±1,808 square feet. It was built circa 1900 and was formerly a mixed-use building. It is in very poor condition and is in need of total renovation to return it to a 3-story building. It has been vacant for several years. The structure has preliminary Part 1 approval for Historic Tax Credits from both the State Historic Preservation Office and National Park Service, based on the condition of the property in 2016 when the historic tax credit application was filed. Previously approved submittal set for Planning Board available upon request. Due to the current condition of the structure, the NCLB Board has also secured demolition approval from the City of Newburgh Architectural Review Commission (Jan 2020). The property is being offered “as-is”.

WASHINGTON STREET
104 WASHINGTON STREET SURVEY
Property Location

104 Washington Street is located in the southeastern section of the City of Newburgh. The property is one block north from Washington’s Headquarters, within walking distance to the Newburgh waterfront and the growing commercial district along Liberty Street.

The property is at the heart of an established, mixed-commercial and residential neighborhood just west of Washington’s Headquarters. The Liberty Street corridor — especially the section from Broadway south to Renwick Street — has been attracting renewed attention. New shops, businesses and restaurants have been leading the way. The former Liberty Street School, commanding the corner of Liberty Street and Renwick Street, is slated for a major redevelopment. In the surrounding neighborhood, Atlas Studios, Thornwillow Press and Newburgh Brewing Company have each transformed former industrial buildings into models of successful
entrepreneurial businesses. Broadway, just north, is the primary commercial corridor of the City of Newburgh, with retail or service shops on the street levels and apartments or offices above. St. Luke's Hospital is located nearby, also north, and it is a stabilizing force in this neighborhood. The land around the subject is approximately 95% improved, with the little remaining vacant land generally utilized as parking and parks.

104 Washington Street is located in the Downtown Neighborhood zoning district where a wide range of uses is possible. Any proposal for this site should contribute to the neighborhood's unique mix of development by providing complementary commercial services or experiences, and/or residential housing units that will supplement existing housing types in the surrounding area. The goal is to achieve a use that supports and encourages additional development in the surrounding area.

Among the permitted uses are: two- or three-family dwellings, row or attached dwelling (townhome), professional office, restaurant, retail, neighborhood retail, etc. Among the permitted uses subject to site plan review are: apartment house, four-family dwelling, mixed use with residential, hotel, etc. It is expected that proposals for development will adhere to the zoning requirements without need for any substantial zoning variances.

The parcel is within the East End Historic District (EEHD). The applicant should assume that review and approval by the City’s Architectural Review Committee will be a required step in the development process. Interested developers are urged to consult the City of Newburgh's Zoning Ordinance at (https://ecode360.com/_1087_5666) to review information on the use and area requirements within the Downtown Neighborhood District.

Property History

104 Washington Street was the site of the former Clinton Hotel, a moderately priced hotel with 32 rooms, a polished bar and 100 seat restaurant owned and managed by Hugh McGuigan. Mr McGuigan immigrated at age 19 from Ireland, purchasing a direct ticket to Newburgh in 1873 to join relatives who had settled here. On his arrival, he worked alongside his family as a carpenter during Newburgh's building boom in the late 1800s. In 1887, McGuigan became an authorized liquor dealer out of the downstairs storefront of 104 Washington, later expanding by opening a saloon at 102 Washington.
In 1894, McGuigan's opened the Clinton Hotel, just a year after the Palatine Hotel, & operated the establishment for over 30 years until his death in 1929, when the property was split back into two separate parcels. 104 Washington was occupied as apartments by Max Kruger and Thomas Babcock, and 102 Washington occupied by Joe's Restaurant and furnished rooms. The two properties retained their separate uses until a fire heavily damaged the structures in January of 1978. The property has lay vacant since. It transferred on May 15, 2015, from the City of Newburgh to Newburgh Community Land Bank.
Overview of the City of Newburgh

The City of Newburgh is located 60 miles north of New York City on the west side of the Hudson River in Orange County, New York. Newburgh is a densely populated urban community of 3.8 square miles bounded by the Hudson River to the east, the Town of Newburgh to the north and west, and the Town of New Windsor to the south. The City has a population of approximately 30,000.

Newburgh has ferry access to the Metro North Train station in Beacon, NY; has direct bus service to Port Authority Bus Terminal in New York City; has interstate highway access to the New York State Thruway, Rte. 87 and Interstate Rte. 84; is bisected by NYS 9W and NYS 17K; and is less than 2 miles from Stewart International Airport (SWF).

The East End Historic District in the City of Newburgh was listed on the National Register of Historic Places, under the provisions of the National Historic Preservation Act of 1966, on August 15, 1985, and was adopted as local historic district in September 1985. The 445-acre district includes over 2,400 contributing buildings - many designed by some of the most renowned architects of the 19th century. According to the New York State Historic Preservation Office (SHPO), at that time it was numerically the largest historic district in New York State and the ninth largest in the nation.

The City’s progressive zoning code was adopted in 2015; simultaneously, the City streamlined its land use board review process. The staff of the Planning and Development Office, the Building Department, and the Engineer’s Department are available to assist with the planning of the projects proposed.

Potential Tax Credits and Tax Exemptions

The property is within Pattern for Progress/ Rhinebeck Bank's Newburgh Creative Neighborhood, making projects eligible for access to the bank’s $3,000,000 loan portfolio. Rhinebeck Bank offers to fund secured term loans including commercial express loans, equipment and vehicle purchases, leasehold improvements and real estate transactions under favorable pricing, advance rates and terms to the prospective borrowers in the Newburgh Creative Neighborhood.

New businesses, businesses that relocate to New York, or expand their operations may qualify for the STARTUP-NY program. Eligibility requires that a participant be a new business in New York State, an existing New York business relocating to or expanding within the state; partner with a New York State college or university; and creating new jobs and contributing to the economic development of the local community. Eligible businesses receive an elimination of New York State Taxes for 10 years for the business and its employees.
Businesses may be eligible for sales tax exemptions on durable goods from the City of Newburgh Industrial Development Agency (IDA).

A commercial project could also qualify for the RP-485-b Construction, Alteration or Improvement of Commercial Property Tax Exemption: 10-year exemption applied to the increase in assessed value attributable to the new construction portion of the assessment. In the initial year, the increase in assessed value due to the construction is 50% exempt from city, county and school taxes. The exemption continues for an additional nine years with the amount of the exemption declining by 5% each year (i.e., 45% in year 2, 40% in year 3, etc.).

A 20% income tax credit is available for the rehabilitation of historic, income-producing buildings that are determined by the Secretary of the Interior, through the National Park Service, to be “certified historic structures.” The State Historic Preservation Offices and the National Park Service review the rehabilitation work to ensure that it complies with the Secretary’s Standards for Rehabilitation. The building has been identified as a historically significant contributing structure.
Evaluating Criteria

Newburgh Community Land Bank is seeking a purchaser to develop 104 Washington for a use that enhances other developments in the area and contributes to the overall revitalization of the City.

Proposals will be evaluated based on the following criteria, weighted accordingly:

- A proposed development that would benefit the City of Newburgh economically, improve quality of life, and provide a diversity of design — whether the use be residential, commercial or mixed-use construction. (40%)

- Demonstrated financial capacity and experience to complete the proposed development in a timely manner, and in a way that is compatible with the immediate neighborhood. (30%)

- The principal developer should possess at least 5 years of similar project development experience. (20%)

- Offer price. Offer prices will be weighted depending on the offers received. The highest offer price will receive the maximum percentage; lower offer prices will be discounted accordingly. (10%)

NCLB may, at its sole discretion, expand or reduce the criteria upon which it bases its final decisions regarding the selection of the developer for this parcel.

Submission Materials

Any response to this RFP should include:

- A completed Property Purchase Application. The principal or developer may also be asked, at the discretion of NCLB, to also submit a PathStone Credit Report Application.

- A letter of interest in the project which includes detailed information about the identified use. Preliminary conceptual plans or drawings are expected.

- A resume or Curriculum Vitae (CV) outlining the experience of the principal developer.

- A complete description of the applicant's entity (corporation, partnership, etc.) and identification of all parties, including disclosure of all persons or entities having a beneficial interest in this proposal.
• A list of any previously completed projects comparable in size and scope.

• A list of any previous or current NCLB projects that the applicant or any member of their team is/was involved with, whether directly or indirectly.

• The demonstrated capacity of the developer to finance the purchase and develop the property. A projected budget, list of funding sources (account statements, lines of credit, lender commitments, etc.).

• Marketing strategy for the project.

• A proposed time schedule for the development. The schedule should consider the time needed for: obtaining financing, completing the project design, securing permits and board approvals, preparing the site, estimating start and completion dates of construction, and projecting sellout or lease-up dates.

• Any other information that would help to understand and evaluate the project.

Submission of Proposals

Please submit, in a sealed envelope, one (1) original copy of the required submission materials listed above plus four (4) printed copies, and one (1) electronic copy, in PDF format via USB drive of the proposal's submission materials.

The information requested through this RFP is necessary for Newburgh Community Land Bank to adequately evaluate any proposal. Applicants are urged to submit proposals as complete as possible on their initial submission. Failure to supply the requested information may result in the rejection of a proposal.

All responses must be delivered on or before Tuesday, March 31, 2020. Responses which do not meet this deadline may not be considered. Faxed or electronic submission will not be considered. All proposals must be submitted either by mail or in person:

Newburgh Community Land Bank
Jennifer Welles, Executive Director
15 Chambers Street
Newburgh, NY 12550

Review/Selection Process

A review Committee, which will include NCLB Executive Director and NCLB staff will review all proposals received by the due date.
An evaluation of the submission materials contained in the previous section will serve as a basis of selection of the Purchaser/Developer best suited to meet NCLB’s goals for the site. Those deemed “best-suited” then may be asked to submit a more detailed proposal.

The Committee may, at its option, interview Developers as part of this selection process. However, selection may take place without such interviews. The Committee may, at its option, request written answers to specific Committee questions.

NCLB Staff will then make a recommendation of one or multiple purchaser(s)/developer(s) that best meets the evaluation criteria to the Board of Directors for their review. The final approval of any disposition of NCLB-owned property, including this parcel, rests with the Board of Directors.

The proposal chosen will be one that represents the best value to NCLB. This may or may not be the highest offer.

Questions

All questions regarding this RFP should be directed in writing, via email to Newburgh Community Land Bank at info@newburghcommunitylandbank.org.

In addition, NCLB staff may provide updates, addenda, or FAQs for this RFP. Any additional information will be posted on NCLB’s website at: www.newburghcommunitylandbank.org/rfp-104-washington.

Other Conditions

Newburgh Community Land Bank may modify, waive, or otherwise vary the terms and conditions of this RFP at any time, including but not limited to, the submission date and proposal requirements.

Newburgh Community Land Bank may terminate the RFP process at any time for any reason. Newburgh Community Land Bank reserves the right to reject any and/or all proposals and to negotiate modifications of proposals submitted.

The issuance of the RFP does not obligate Newburgh Community Land Bank to select a proposal and/or enter into any agreement. Any submission does not constitute business terms under any eventual agreement.

This RFP does not in any way commit Newburgh Community Land Bank to reimburse respondents for any costs associated with the preparation and submission this this proposal.

Information contained in this RFP regarding the property is believed to be reliable; however, interested parties should rely on their own research and experts for counsel.