

PRIME MIXED-USE SITES AVAILABLE

Developer Request for Expression of Interest
Rome NY

Woodhaven-Riverwalk



Downtown Rome DRI



Griffiss B240 Site



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Submit responses
clearly marked
"Response to Rome Rises
RFEI" by Thursday, January
24th, 2019 to:

Mohawk Valley EDGE
c/o Frederick Arcuri
584 Phoenix Drive
Rome, NY 13441



EXECUTIVE SUMMARY

In order to capitalize on high-wage job growth in key industry sectors, we are offering three premier sites for mixed-use development in Rome, NY. Available utilities, flexible zoning, community buy-in, and incentives are in place to support a wide range of proposed programming – with a focus on new construction of market-rate, amenity-rich housing.

INTRODUCTION

The City of Rome (City) and the Griffiss Local Development Corporation (GLDC) are pleased to issue this Request for Expression of Interest (RFEI) for the redevelopment of three key areas in Rome, NY. The City and GLDC are working collaboratively to present a spectrum of development opportunities which would attract developer interest that is aligned with the community's vision.

To support the prospects of high-wage job growth by key employers on Griffiss, the community intends to partner with you to create new market rate loft apartments, supported by professional, commercial, and lifestyle retail. Rome companies who are continuously recruiting and hiring have cited a market gap in modern housing options for current and future Cyber, UAS, and Advanced Manufacturing professionals.

THE PURPOSE OF THIS RFEI IS TO:

1. Identify qualified developers interested in working with the City and GLDC on implementation of a shared development vision for each of these strategic sites.
2. Identify optimal development and phasing for all three sites; and
3. Finalize Project Agreements to implement the proposed development plan at these locations; committing private investment to back the proposed development plan which would leverage the available state and local incentives.

Utilities are available at all three sites and will support a diverse range of programming and land use options. Master plans, environmental documents, and supplemental data is available for review at the project website (www.romerises.com).

The land use planning and sustainability characteristics of each site should be reflected in the developer submissions. The proposed development should provide for modern design and a well-connected public realm that enhances the purpose, function, and character of the site. Project sponsors are seeking to attract proposals that employ modern materials and sustainable practices for managing storm water, energy efficiency, and connectivity.

SCHEDULE

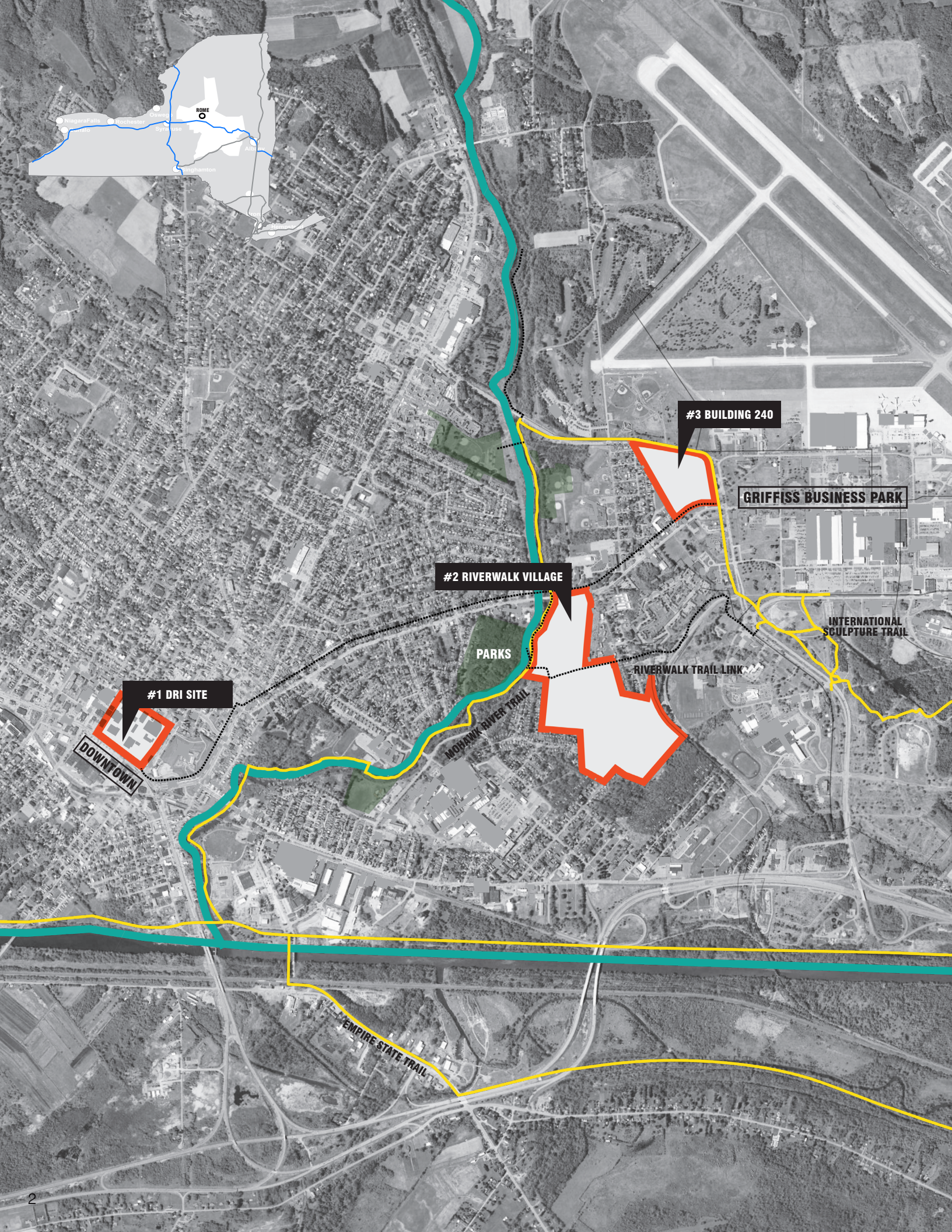
RFEI Release Date:	Monday, November 26, 2018
Question Deadline:	Monday, December 31, 2018
Response to Questions:	Tuesday, January 15, 2019
Proposal Submission Deadline:	Thursday, January 24, 2019
Interviews & Site Tours:	February-March 2019
Selection:	March 2019

Each proposer will have the opportunity to interview with the selection team(s) for each site – in-person or via conference call – beginning in February 2019. From there, the selection team will initiate negotiations with the recommended developer(s) for each site. The B240 site is privately-owned by GLDC and can begin negotiations immediately. For the publicly-owned sites (Downtown and Woodhaven), the City may follow the standard public process or exercise the option to transfer the property to a private, not-for-profit development corporation to finalize a deal.

SUBMISSION

Respondents may submit information for one, two, or all three sites. All interested parties should submit responses as instructed in the last section of the document, clearly marked "Response to RFEI – Rome Rises RFEI" by Thursday, January 24, 2019 to:

Mohawk Valley EDGE
c/o Frederick Arcuri
584 Phoenix Drive
Rome, NY 13441



#3 BUILDING 240

GRIFFISS BUSINESS PARK

INTERNATIONAL SCULPTURE TRAIL

RIVERWALK TRAIL LINK

#2 RIVERWALK VILLAGE

PARKS

MOHAWK RIVER TRAIL

#1 DRI SITE

DOWNTOWN

EMPIRE STATE TRAIL

PROPERTY DETAILS

All three (3) target areas require varying degrees of attention, vision, and experience. Through this RFI, the City and GLDC are seeking innovative solutions that would accommodate development at all three sites, even if multiple developers are involved.

#1

The downtown sites located in the City's Downtown Revitalization Area, is pre-qualified for grant incentives offered through the DRI. The Downtown site is within close proximity to a number of retail, cultural, and historic amenities. \$500,000 DRI Incentive approved.

#2

Woodhaven-Riverwalk provides a once-in-a-generation opportunity to create a new neighborhood within the urban core, and would be co-located with key amenities, including a proposed state-of-the-art YMCA and recreational fields slated for 2021. The site is proximal to Griffiss and directly across from the MVCC Rome Campus universal pre-k, Bellamy Elementary, and Rome Free Academy High School.

#3

The B240 site at Griffiss seeks to create dense, mixed use, new-urbanist development and provides direct access to the region's premier employment center – with more than 5,800 employees and 70+ employers. 2018 CFA Application for up to \$1.25 M pending.



SITE # 1
**DOWNTOWN
ROME DRI
STRATEGIC SITE**



**PRIME DOWNTOWN
INFILL SITE**
URBAN CENTER



1 MINUTE
WALK OR RIDE TO
PARKS THEATRE, &
RESTAURANTS.



\$500,000
DRI CASH INCENTIVE*



32,000
RESIDENTS IN ROME



DRI Target Area Boundary

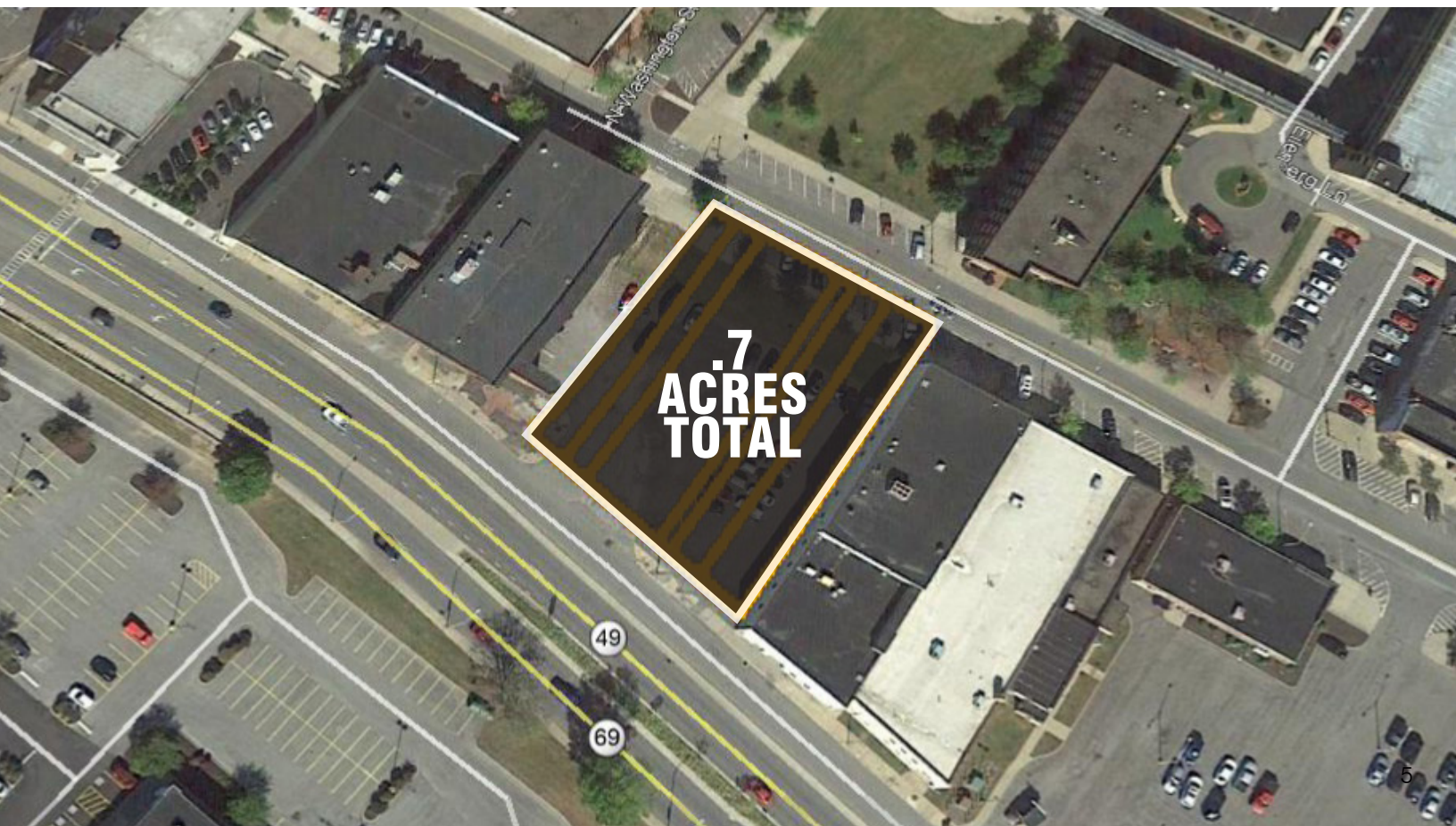
183 W. Dominick St

7
ACRES

Freedom Plaza
Shopping Center

Fort Stanwix
National Monument

Ownership	City of Rome
Municipality	City of Rome, Inside District
Tax ID #	242.050-2-327, -28, -29, -30, -31, -32 (6 adjacent parcels for assembly)
Acres (developable)	0.65
Site Address	183 West Dominick
Primary Access	Erie Boulevard or West Dominick Street
Zoning	Central Business District. C3 Allows for all mixes of commercial, institutional, and residential.
Water Supply	City of Rome municipal water on site.
Wastewater/Sewer	City of Rome municipal sewer on site.
Electric	National Grid. Underground vault on West Dominick
Natural Gas	National Grid. Gas mains located on West Dominick and Erie Blvd
Telecommunications	Northland Fiber, Verizon telephone, Spectrum broadband/cable
Prior Use	parking, mixed use (adjacent to old Erie Canal)
Environmental	No issues noted. Downtown Infill.
Location Amenities	City Hall, grocery stores, drug stores, restaurants, retail, coffee house, public parks, parking, churches, National Park, Canalway Trail Route, theatre.
Census Tract #	263 , Oneida County
Opportunity Zone Qualified	YES
SHPO	Letter of No Effect Secured
Adjacent Uses	National Park, Retail Shopping Center, City Hall, Capitol Theatre, Coffee House, Bank, Urgent Care, Dental Office



SITE # 2
**WOODHAVEN-
RIVERWALK**

+ 84 ACRES
READY TO SUBDIVIDE

+ 22 ACRES
WITH FLOYD AVE
FRONTAGE

**+ MOHAWK
RIVER TRAIL**
DIRECT FRONTAGE

**+ LOCATION
ADVANTAGE**
5 minute walk from Griffiss
Tech Park. 5 minute drive to
Downtown Rome



MOHAWK VALLEY
COMMUNITY COLLEGE

GRIFFISS BUSINESS PARK

MOHAWK RIVER TRAIL

RIVERWALK SITE

22
ACRES
FRONT
SECTION

Ownership	City of Rome
Municipality	City of Rome, Inside District
Tax ID #	243.006-2-1 & 243.000-1-1.23
Acres (developable)	80 (Floyd Ave Side = 22, Park Drive Side = 60)
Site Address	1000 Floyd Ave* Rome, NY 13440
Primary Access	Floyd Ave or Park Drive
Zoning	Form-Based, Mixed-Use. Adopted September 2018
Water Supply	City of Rome municipal water on site.
Wastewater/Sewer	City of Rome municipal sewer on site.
Electric	National Grid. 3-Phase on Floyd Ave.
Natural Gas	National Grid. Gas mains located on Floyd Avenue and Park Drive
Telecommunications	Northland Fiber, Verizon telephone, Spectrum broadband/cable
Prior Use	multi-family housing
Environmental	Remediated by US Dept. of Defense. Released for unrestricted commercial and residential use. For full documentation, see www.romerises.com
Location Amenities	Mohawk River Trail, Mohawk Valley Community College, restaurants, convenience store, Griffiss Business & Tech Park, RFA, Golf Course
Census Tract #	225, Oneida County
Opportunity Zone Qualified	YES
Adjacent Uses	MVCC, residential, retail, Griffiss



SITE # 3 GRIFFISS B240



18 ACRES

Available for
Development



\$1.25 M CASH INCENTIVE*

*GLDC has a CFA Application
pending for \$1.25 million to support
site prep, utilities, and construction of
commercial component.



15,000 CARS PER DAY

NYSDOT Average
Daily Traffic Count

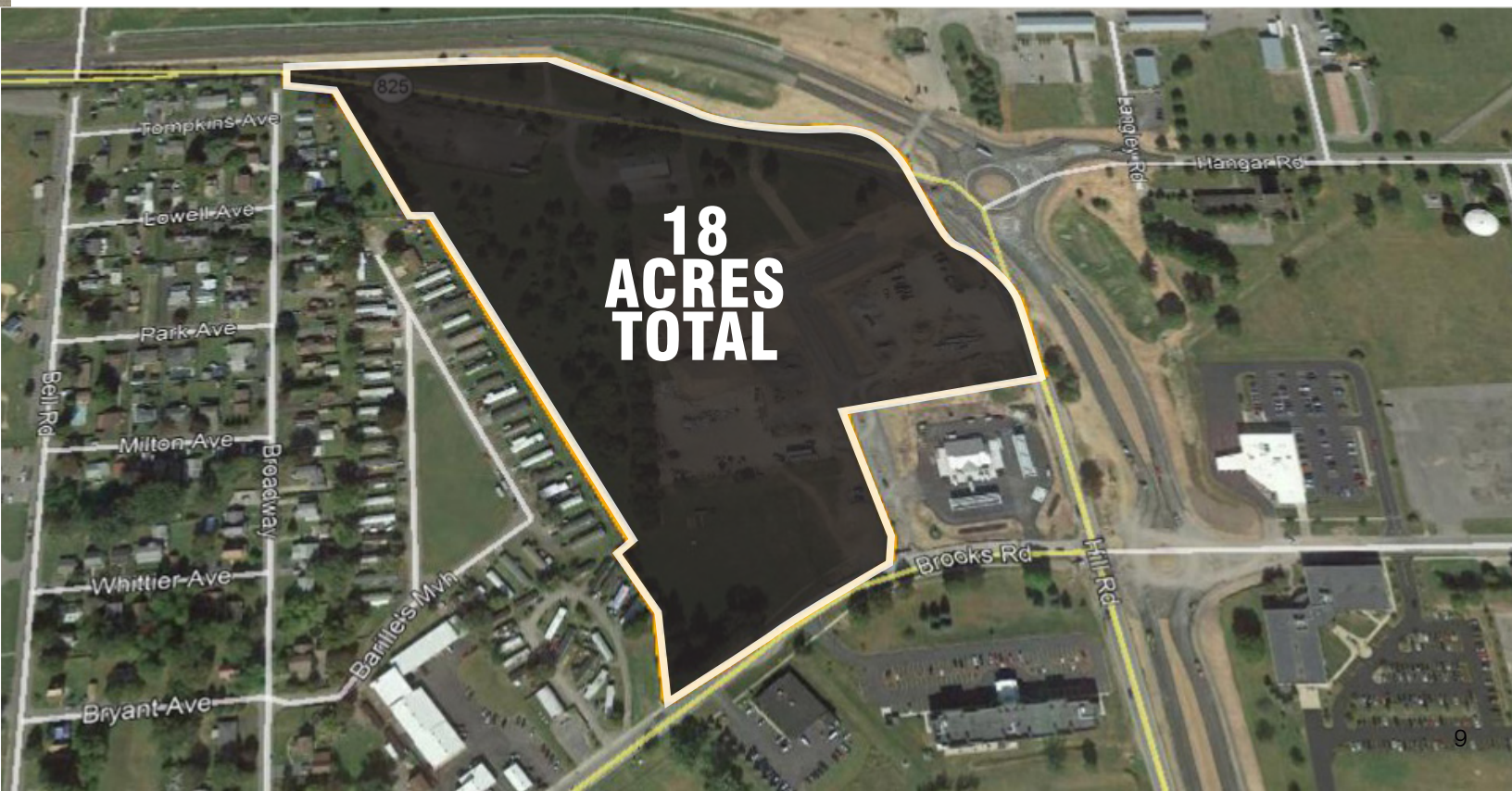


NEW ZONING

Allows for first-floor
commercial with upper –
story residential.



Ownership	Griffiss Local Development Corporation. Organized as a 501©3 corp.
Municipality	City of Rome, Inside District
Tax ID #	243.000-1-1.1
Acres (developable)	18
Site Address	1371 Floyd Ave* Rome, NY 13441 (could also be NY 825 address)
Primary Access	Floyd Avenue from East/West and NY 825 Roundabout extension from North/South.
Zoning	Park Center. Allows for first floor professional, commercial, retail, institutional and upper-story residential.
Water Supply	City of Rome municipal water on site.
Wastewater/Sewer	City of Rome municipal sewer on site.
Electric	Griffiss Utility Services Corporation (GUSC). A private, not-for-profit, lightly-regulated utility that provides power and steam to Griffiss.
Natural Gas	National Grid. Gas mains located on Floyd Avenue.
Telecommunications	Northland Fiber, Verizon telephone, Spectrum broadband/cable
Prior Use	Air Force Research Laboratory, parking, greenspace
Environmental	Remediated by US Dept. of Defense. Released for unrestricted commercial and residential use. For full documentation, see www.romerises.com
Location Amenities	Griffiss International Sculpture Garden and Trail, Mohawk River Trail, Floyd Ave business district, Mohawk Valley Community College, DeLutis Field
Census Tract #	225, Oneida County
Opportunity Zone Qualified	YES
Adjacent Uses	Stewarts, Hampton Inn, Griffss Parkway, professional, residential



COMMUNITY VISION

C



SITE 1 GUIDING PRINCIPLES:

High-density infill development to attract residents and businesses to downtown Rome. Buildings should consider first-floor commercial space and connections to downtown arts, culture, and retail attractions. Focus is on attractive, energy-efficient, and amenity-rich loft apartments with the option for first-floor commercial opportunities.



SITE 2 GUIDING PRINCIPLES:

Diverse housing and commercial opportunities attractive to all generations, with a strong visual and architectural connection to the Mohawk River & trail network. Buildings should consider first-floor commercial space and common areas for lifestyle amenities to support MVCC students, Griffiss employees, and neighborhood residents (existing and future). Market-rate housing may include townhomes, loft apartments, or alternative approaches to single-family homes.



SITE 3 GUIDING PRINCIPLES

High-density, mixed-use structures to complement Griffiss' continued growth as a diverse regional employment center with a growing cluster of technology companies focused on cyber, UAS, and advanced manufacturing. Buildings should include upper-story market-rate, amenity-rich apartments with first floor professional/commercial space to accommodate demand for defense contractors and lifestyle retail.

This site has approximately 18 developable acres; divisible as needed. The vision for B240 is heavily premised upon an attractive, pedestrian-friendly mixed-use environment.

INCENTIVES



**ALL SITES QUALIFIED
FOR OCIDA PILOT TIER 1
INCENTIVES** (INCLUDING EXEMPTIONS)



**ALL SITES OPPORTUNITY
ZONE QUALIFIED**

LOCAL INCENTIVES

Cash or in-kind incentives are evaluated on a case-by-case basis. All grants require execution of an agreement between the developer and the grantor.

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (OCIDA)

Partial real estate tax exemptions, sales tax exemption and mortgage recording tax exemptions are available to qualifying applicants that have met the standards outlined in the OCIDA Uniform Housing Tax Policy.

INFRASTRUCTURE INVESTMENT

City of Rome will provide up to 75% of water and sewer extensions associated with bringing public utilities into an approved subdivision.

PILOT INCREMENT FINANCING

Tax Increment Financing through a PILOT may be available to offset the long term cost of qualifying public improvements.

STATE INCENTIVES

New York has a limited number of discretionary programs offering cash incentives for qualifying mixed-use investments.

CFA CAPITAL GRANTS

A gap financing resource targeting mixed use development projects with a considerable commercial component.
Minimum Business Requirements: Up to 20% of qualifying costs

ADDITIONAL INCENTIVES FOR EACH SITE

SITE #1:

\$500,000 pre-approved through DRI Strategic Investment Plan for mixed-use.

SITE #2:

Construction of new Regional YMCA proposed for this site; seeking partnership with developer/builder.

SITE #3:

GLDC has a CFA Application pending for up to \$1.25 million in cash incentives to support site development and commercial component of mixed-use.

*A good project that meets the community's vision will likely qualify for Tier 1 benefits. For more info, visit: <http://www.oneidacountyida.org/pdf/OCIDA%20Housing%20Policy%20with%20Map.pdf>

MARKET DATA

5

MARKET FINDINGS (2013-2017*):

150 units + 50 townhouse units supportable over time for Woodhaven and B240 sites for young professionals, empty nesters and tech workers

37,000 sf additional retail space able to be supported to complement residential development

Opportunity for Senior Housing – with focus on high-density, multi-family development.

90% of existing housing built prior to 1970 – indicating limited supply of modern housing choices

\$1.21 - \$1.60 per sf – rents for similar high density, mixed-use, and upper floor housing in Utica-Rome metro, ranging from adaptive reuse of historic structures to new townhouse-style construction.

For full market studies, go to: www.romerises.com

\$99,000 PER YEAR

Is the weighted average salary of STEM workers; according to zip code census of Griffiss employers (conducted annually). 1,700+ workers and entrepreneurs in the professional, scientific, and technical fields working on Griffiss Tech Park – and fewer than 30% of Griffiss employees currently live in Rome. STEM workers currently earn 1.5 – 2.5X the average annual salary in the region.

* Data collected from recent studies and community engagement efforts.

ECONOMIC GAME CHANGERS FOR GRIFFISS, ROME, AND THE MOHAWK VALLEY.

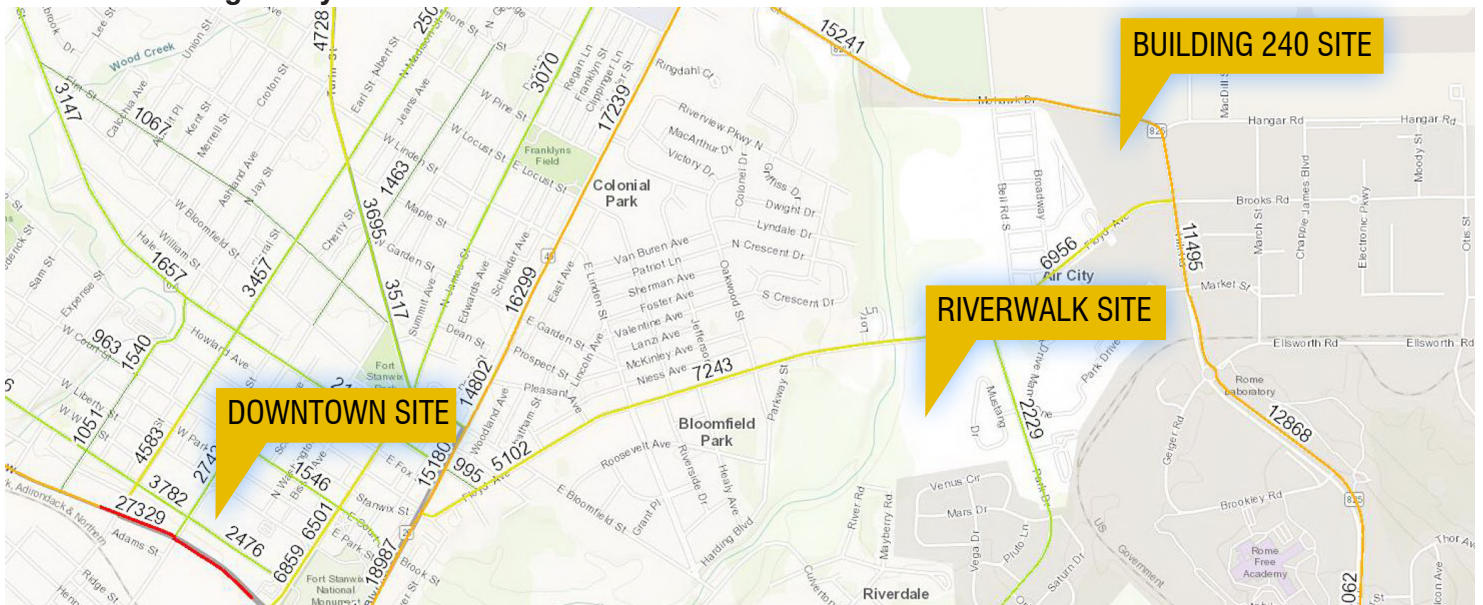
CYBER SECURITY – Increasing concerns over data integrity, information assurance, and national security are resulting in stepped up funding for defense contracting, particularly in the cyber security industry on Griffiss. These firms are ramping up hiring of young talent from all around the country, and account for the highest-paid workers in the Region. Modern, hip places to live within walking and biking distance to Griffiss are in high demand.

Griffiss UAV Test Site – The fully-instrumented test range and cyber integration place Rome at the leading edge of sense-and-avoid UAV research and development. NASA's growing presence at the Rome Test Site will bring 30 new UAS R&D jobs to Rome.

Marcy Nanocenter – Considered one of the top greenfield sites in North America for semiconductor manufacturing, Marcy is within a 12-minute highway drive to Rome. Marcy Nanocenter is development ready and can support three high volume semiconductor facilities that can support 2,000 to 3,000 jobs.

DANFOSS Silicon Power – The Danish semiconductor research and development company, headquartered in Germany, will produce Silicon Carbide power modules at SUNY Polytechnic in Marcy, adjacent to Marcy Nano. Danfoss has hired 24 individuals to date, and will hire up to 300 new engineers, technicians, managers, and other semiconductor workers over the next two years.

NYS DOT Average Daily Traffic



SUBMISSION REQUIREMENTS

Submit responses clearly marked “Response to Rome Rises RFEI” by
Thursday, January 24th, 2019 to:
Mohawk Valley EDGE
c/o Frederick Arcuri
584 Phoenix Drive
Rome, NY 13441

RESPONSE FORMAT:

Please submit two (2) hard copies, in addition to one digital copy (via email, USB, or web link) in pdf format. Responses should be limited to no more than 24 pages, including Appendices. Respondents may submit the following information for each site in which they are interested.

Cover Page (2-page max)

Company/Team Name and home office address
Primary contact name, phone, and email

Narrative (6-page max)

Please provide a narrative description of your vision for each of the sites, and how it responds to the stated market needs. The narrative should clearly indicate preference for one, two, or all three sites; and explain how it specifically responds to the master planning goals of each site. If submitting on more than 1 site, please rank order your development preference (1 = top preference, 2 = second preference, 3 = third preference) Please explain what makes your team the right team for this opportunity

Include a conceptual site plan, drawing, or elevation that illustrates your vision.

Site Programming (2-page max)

Please complete the attached template (P-1).

Include uses, density and schedules for any phasing of the development, sequence of activities, strategies and relocation.

Development Budget (2-page max)

Please complete the attached budget template (B-1).

Identify level of and sources of financing that developer intends to commit/secure (bank, tax credits, equity investment)

Identify timing for securing financial commitments.

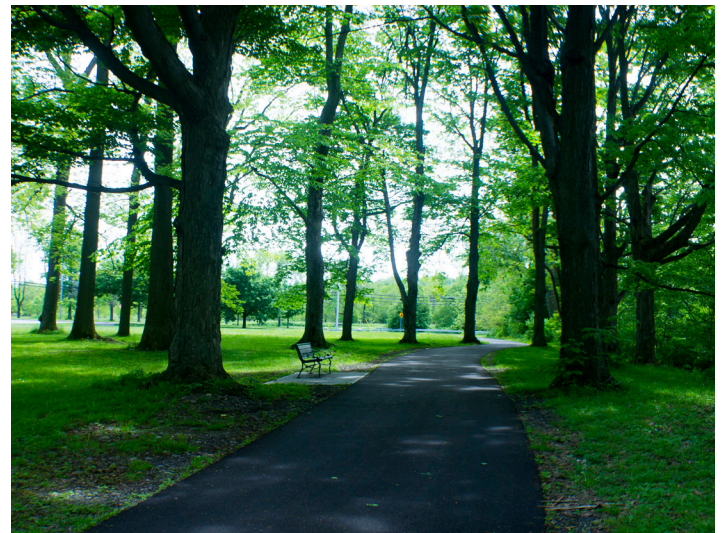
If your budget has a funding gap, please propose a strategy to resolve the shortfall. Multiple scenarios are welcome, including utilization of the DRI or ESD incentives.

Project Schedule (2-page max)

Please complete the attached required template (S-1).

Recent Projects (10-page max)

Please include up to three recent projects completed or under construction that the proposer feels most relevant to the opportunities in Rome and the Mohawk Valley. Include any links to website or supplemental information.



(P-1)

SITE PROGRAMMING

Please Use the following template to estimate anticipated programming of a typical project. Use a separate template for each site.

This layout is for illustrative purposes only. This will give the selection team an idea of the scale and character of your vision for the site.

SITE NAME _____

Indicate approximate range of
PARKING SPACES required for this project: _____

USES	SQFT	%	AVERAGE SQFT OF UNITS	AVERAGE COST PER SQFT	NOTES
Office					
Residential					
Hotel					
Educational / Institutional					
Retail					
Civic / Public Realm					
TOTAL					

(B-1) PROJECT BUDGET

Please Use the following template to estimate the project budget for your proposed development. Use a separate template for each site.

This layout is for illustrative purposes only. This will give the selection team an idea of the scale and character of your vision for the site.

SITE NAME _____

Use additional pages to describe anticipated budget gaps, financing strategies, or local tax abatement incentives required to achieve your vision for the site.

DEVELOPMENT COSTS	VALUE	%	NOTES
Land Purchase Price			
Construction & Site Work			
Soft Costs / Fees			
Financing Costs			
Other			
TOTAL COSTS			

FINANCING SOURCES	VALUE	%	NOTES
Land Value			
Developer Equity			
Debt			
Incentives			
Other			
TOTAL SOURCES			

(S-1) PROJECT SCHEDULE

Please Use the following template to estimate the project schedule and significant milestones. Use a separate template for each site.

This layout is for illustrative purposes only. This will give the selection team an idea of the scale and character of your vision for the site.

SITE NAME _____

Indicate estimated duration of the project: _____

MILESTONE	DURATION (MONTHS)	COMPLETION DATE	NOTES
Due Diligence (site studies, environmental review, title search, financing, etc.)			
Concept Plans released to City/GLDC			
Final Engineering & Design			
Planning Board Approval & Permitting			
Construction			
Other:			
Lease Up			

[illegible]

[illegible]



This request for expressions of interest is not a request for proposals or an offer by the City of Rome to sell the properties described herein. The City of Rome will use the expressions received from said request to better understand the available options to develop the properties in accordance with the City's current development strategies and create a link between the City and potential developers. The information received from developers may be used for direct sale negotiations with those developers, or for use in a subsequent procurement for the properties. It is understood that no obligation is made by the City or any interested parties that submit an expression.

www.romerises.com

ROME NEW YORK

COME
BUILD
WITH
US

ROME

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