

Request for Qualifications

Preferred Developer for Shad Point, Cobleskill, NY 12043



Preferred Master Developer

Planned Development District
Site Control at 3793 NY-145, Cobleskill, NY 12043

RFQ Released:
November 13, 2023

Submission Due:
January 12, 2023

Contact:

Fonda Chronis, Executive Director/CEO
Schoharie County Industrial Development Agency (SCIDA)
fchronis@schoharie-ida.org



SHAD POINT: Fertile Ground for Advanced Manufacturing & Logistics

OVERVIEW

Schoharie County Industrial Development Agency (SCIDA) hereby requests submissions from qualified real estate development firms to work with SCIDA to achieve the highest and best use of a key site within the Town of Cobleskill.

SCIDA has obtained a Purchase Option for two parcels comprising 188-acres zoned Planned Development District. The subject development area is immediately adjacent to Interstate-88 exit 22.

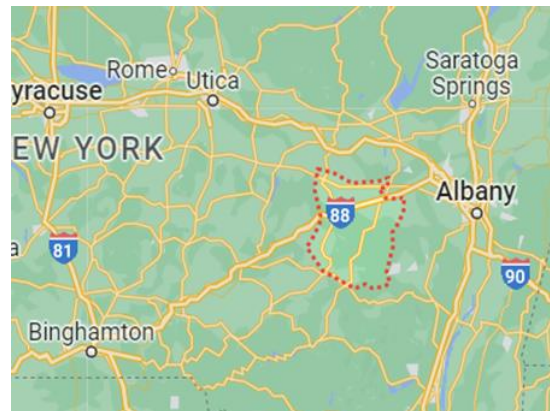
The most competitive submissions will indicate the developer's intent to purchase, design, and improve the property so the area may realize its full potential.

The Schoharie County [Shaping the Way Forward](#) economic development strategy and subsequent market reports concluded that Schoharie County's primary opportunity and draw is as a logistics hub for New York State, and that the greatest unmet demand for industrial space would be for large-scale (750,000 to 1,000,000 SF) distribution and logistics facilities.

Additional consideration will be given to advanced manufacturing end-uses also mentioned in Shaping the Way forward and featured in the Mohawk Valley's Regional Economic Development Council's 2022 progress report. That report states, "Since the 2015 Upstate Revitalization Initiative, the MVREDC has sharpened its focus to identify and cultivate the region's priority tradable sectors, which include STEM-intensive industries and advanced

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SUNY Albany: Nanotechnologies & Energy
 SUNY Binghamton: Clean Energy Storage & Engineering
 SUNY Cobleskill: Agriculture, Tech & Clean Energy
 SUNY Poly Utica: Environment & Energy



2022

MOHAWK VALLEY REDC ANNUAL REPORT



manufacturing, agribusiness, and tourism.”

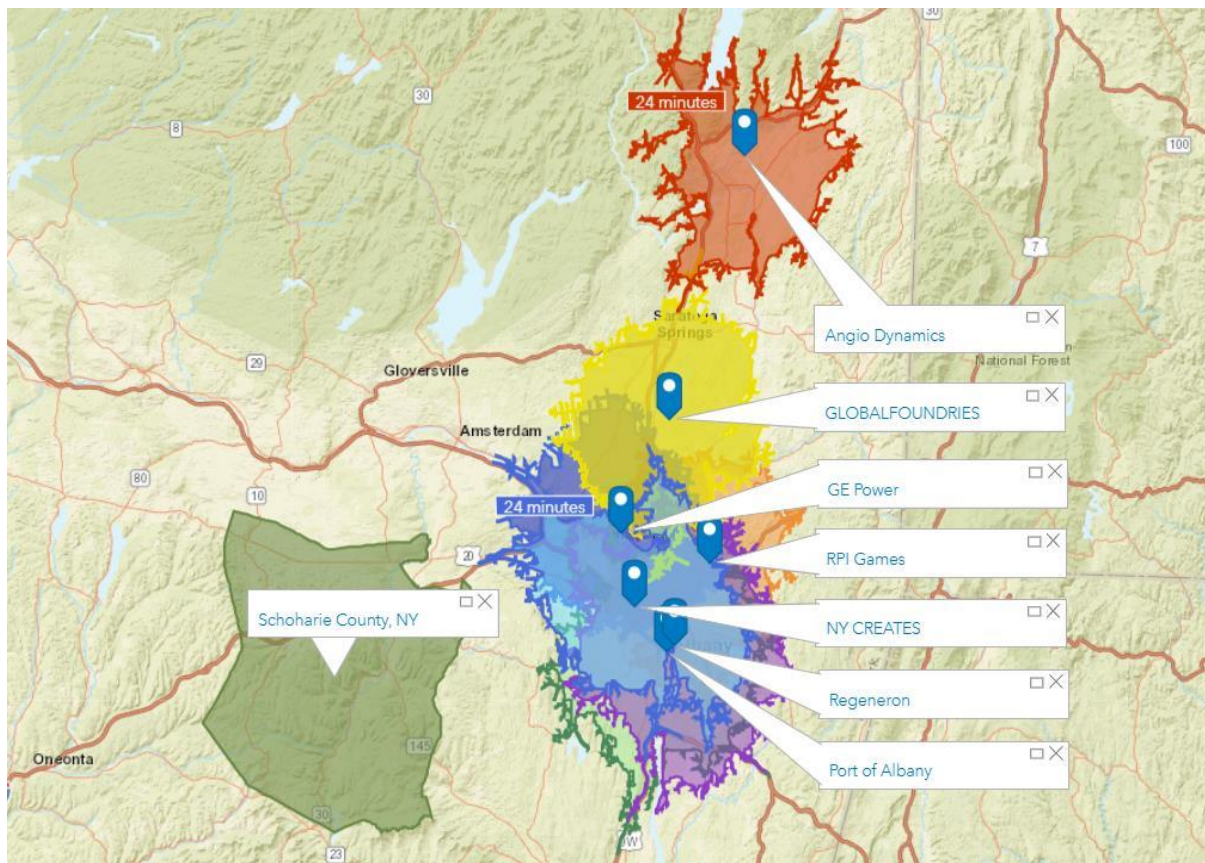
SCIDA seeks to diversify the Schoharie County economy & facilitate new investments.

SCIDA's focus for this site looks to attract a major employer in the high-tech manufacturing, food/agricultural value-add, clean-tech renewable energy, life sciences, agribusiness, optics, transportation equipment, materials processing, industrial machinery manufacturing and other advanced manufacturing categories or in the logistics/warehousing sector.

While the county looks to diversify and strengthen its economy, long-term workforce attraction and retention strategies are being implemented around quality of life benefits that Upstate New York offers and that are exemplified in Schoharie County. The Pandemic put this issue front-and-center. The Schoharie County is poised to leverage it to attract workers and young families.

SCIDA enlisted MRB Group to perform an evaluation of the two-parcel site, focusing primarily on determining maximum developable potential for the properties. These deliverables can be found [here](#).

Capital Region Industry Clusters, Accessible in 30-60 minutes



Location is key, and SCIDA identifies the below assets for a preferred developer to leverage for this site.

REGIONAL & LOCAL ASSETS

INTEGRATED REGIONALLY

- Counted in the Albany-Schenectady-Troy Capital Region MSA
- Mohawk Valley Regional Economic Development Council, NY
- Mohawk Valley Economic Development District, Federal EDA, USA
- Southern Tier 8 Regional Planning Board, New York
- Appalachian Regional Commission, Federally Designated, USA

GLOBALLY ACCESSIBLE

- International Airport 35 minutes away
- Access to five East Coast ports, local port ownership
- Active freight rail & siding in vicinity
- 55% North America population within a one-day drive
- NYC or Boston just 3 hours by road
- No-toll State & Interstate Highways intersect
- Adjacent to NY State Route 7, State Route 145 and Interstate 88 Exit 22

TALENT DEPTH & DIVERSITY

- 4,000+ annual STEM university graduates less than 1 hour away from 17 higher education institutions
- State University at Cobleskill, Applied Science Degrees less than 5 miles away, urban & rural student body enrollment
- Middle skill labor pool could easily draw from three different regions, Capital District, Mohawk Valley and the Southern Tier, each within a 45-minute commute

RICH HISTORY & COMMUNITY TRADITIONS

- Nestled in the rolling foothills of the Catskill Mountains and working landscapes of Schoharie County
- Settled by Native Americans and Dutch colonial immigrants
- Year-round farmers markets, full slate of community events

MARKET OPPORTUNITY, 2021-2031

Today's Industry Leaders

Top Private Sector Employers

- Construction
- Ag Dairy, Livestock & Hay
- Plastics Manufacturing
- Finance, Insurance & Real Estate
- Telecommunications
- Product Shipping
- Pharmaceutical Manufacturing

Shaping the Way Forward Economic Development Strategy, Fairweather 2018

Strong Opportunities

- Food Processing & Manufacturing Value Add
- Diversified Agriculture
- Advance Manufacturing
- *Emerging Clean Tech at SUNY Cobleskill*
- Logistics & Distribution
- Tourism & Arts, Historic Villages

MVEDD CARES Act Market Review, MRB Group 2021

Contiguous seven-county area to include Schoharie, Delaware, Otsego, Montgomery, Schenectady, Albany & Greene

Industrial Sector

Regional
Projected
Job Growth
+ 80-200

CoStar Vacancy < 5%
Current 2.6%

Regional Job Growth Projections & Local Targets:

- Pharmaceutical & Medicine Manufacturing (+360)
- Other Electrical Equipment & Component Manufacturing (+254)
- Beverage Manufacturing (+208)
- Metal Working & Machinery (+129)
- Aero Space & Motor Vehicle Parts Manufacturing (+100)
- Animal Slaughtering & Processing (+96)
- Lumber & Other Construction Materials (+76)
- Plastics Products (+46)

Services Sector

Regional
Projected
Job Growth
+ 380-760

CoStar Inventory = 0%
Quality Rated > 3

Regional Job Growth Projections & Local Targets:

- Insurance Carriers, Agencies (+1,241)
- Computer Systems & Design (+1,070)
- Management, Scientific & Technical Consulting (+602)
- Credit Intermediation (+310)

**Schoharie County is on the edge of three regional economies:
Albany/Capital Region, Mohawk Valley & Southern Tier Appalachian Region.**

OBJECTIVES & EXISTING CONDITIONS

Project Objectives:

Employment Impact: The proposed development should offer diverse employment opportunities suitable for residents and ideally attract high caliber talent to the area.


Economic Impact: SCIDA expects the submission will leverage significant private investment and yield tax generated revenues for local communities. A PILOT agreement can be an anchor incentive to support this development.

Public Investment: SCIDA is the lead agency controlling an initial county investment of \$1 million in American Rescue Plan (ARPA) funding to obtain site control, conduct due diligence, and/or pre-development and construction investments to make the site "development ready." It is the intention of SCIDA to co-invest these funds at the site in conjunction with the preferred developer.

Time Frame to Development: This project will follow the expectations for fund expenditure as dictated by the ARPA program.

Public Return on Investment: SCIDA will review and calculate the public's ROI based on multiple factors, both tangible and intangible, that most broadly and positively affect the potential long-term growth of the county's economy.

Site:

Acreage	Purchase Option site control of two parcels:	
	69.-3-24.1	121.90 acres
	69.-3-32.1	66.40 acres
Zoning:	Planned Development District	
Water & Sewer:	Onsite well and septic <i>Public Services, Village of Cobleskill, 1,400' away</i> <i>Public Water: 12" ductile watermain capped at NY State Route 7/145</i> <i>Public Sewer: 8" force main connection at NY State Route 7/145</i>	
Natural Gas:	NYSEG, 1,400' away at NY State Route 7/145 intersection	
Electric Service:	National Grid, three-phase	
Telecommunications:	MIDTEL fiber service runs past the property	
Topography:	Parcels currently mapped with 2' contours are available via: Contact: Kurt J. Lutz, CP, Executive Vice President 908-813-3900 OFFICE	
		
	lutzk@robinsonaerial.com http://www.robinsonaerial.com/	
Soil Borings:	See Appendix E.	

There is the possibility of county investment to bring necessary infrastructure to the site.

Current Uses: Miniature golf course, Par 3 golf course and driving range.

Funding Available: Schoharie County ARPA \$1,00,000 to be spent by December 2026
Also eligible for: FAST NY, ESD Capital, CDBG Public Infrastructure & Economic Development, EDA Economic Development, ARC Area Development, USDA Rural Development

Reference Municipal Plans: Town of Cobleskill East Corridor Study, 2022

SUBMISSION REQUIREMENTS

All submissions shall fully and completely address each of the items listed and described below. Please submit an appropriate level of detail for each item to allow for adequate review and evaluation of the submission.

- Cover Letter
- Description of developer's vision and/or strategy for proposed development and expected terms for a public-private partnership (PPP)
- Project schedule
- Relevant project experience
- Development team & capabilities
- Financial capacity
- Refundable deposit - \$5,000

Cover Letter

The submission must include a cover letter signed by a principal or officer authorized to represent the submission on behalf of the responding firm, binding the developer for 90 days to the terms of the submission.

Proposed Vision and/or Strategy

Each submission shall describe, in detail, the firm's vision for the future utilization of the property. Preference will be given to submissions that demonstrate sustainable and innovative development possibilities utilizing best practices and market sourced data. Detailed engineering and architectural designs are **not** required at this stage. Land-use, scale and density should be articulated as well as the parameters for a public-private partnership approach to site development, including the timing, amounts, and use of public funds and the timing, amounts, and use of the preferred developer's funds.

SCIDA recognizes the need for a cooperative partnership with the selected firm. While roles and responsibilities may be defined loosely at this stage of the selection process, in general SCIDA expects the developer to take the lead to design, fund and site construct improvements. However, the SCIDA is willing to contemplate a public investment in pre-development work.

Project Schedule

It is anticipated the selected firm will immediately undertake site due diligence and pre-development activities, as part of the PPP. Each submission shall list anticipated next steps and a timeline from performing site due diligence all the way through to final development.

Relevant Project Experience

Each submission should include a comprehensive list of relevant, comparable development projects in which the firm has participated. The list should include the firm's role and the location, size/scale and budget of each listed project. Respondents should also demonstrate the ability to

execute projects on time, on-budget, and on-goal. Please identify experiences with public-private partnerships. An understanding of Schoharie County and its rural conditions is desirable.

The site development capacity of the firm, in addition to owning, operating and/or managing a facility of the development size/scale, is of particular interest to SCIDA – as this site has the potential to deliver considerable economic opportunities to the community.

Development Team & Capabilities

Each submission shall include a complete disclosure of the respondent's entity (i.e., corporation, partnership, joint venture, etc.) and identification of all parties, individuals, or entities, having at least 20% beneficial interest in the submission.

Additionally, the respondent shall provide the names of the individuals who would contribute to the project and/or be responsible for the project, along with each's relevant qualifications and experience.

Financial Capacity

For each of the principal parties comprising the proposed Development Team, the submission should include the following:

- Proof of the financial capacity to undertake a project of this magnitude. The preferred developer selected through this RFQ will be required to submit financial statements within 30 days of selection to substantiate financial capacity.
- A statement indicating how the Respondent proposes to finance the purchase and future development of the property, describing the proposed source and amount of equity investment, incentives requested, and probable terms and conditions of anticipated financing.
- A statement indicating property tax delinquency status (i.e. whether any member of the Development Team, its officers or partners has in arrears on current property tax payments to the point of facing imminent tax foreclosure or has an ownership interest in real property within Schoharie County that is noncompliant with taxes, property maintenance codes or other relevant issues. If none exists, a statement to that effect must be submitted.

The selected Development Team and its designated respondent shall assume responsibility for all financial and performance guarantees.

Refundable Deposit

A refundable deposit of five thousand dollars (\$5,000) in the form of a cashier's check shall be attached to each submission, made payable to **Schoharie County IDA**. Only the successful firm's check will be deposited; all other deposits received shall be returned.

The preferred developer's deposit will be placed in escrow and used to cover legal and other expenses incurred while negotiating the contract with said developer.

COMPLETE SUBMISSIONS

Submission must include six (6) paper copies and one digital copy (via flash drive) along with a fully refundable \$5,000 deposit. Submission packet must be postmarked by **January 12, 2023** mailed to:

Schoharie County IDA
 ATTN: Fonda Chronis
 PO Box 627
 Cobleskill, NY 12043

Only those submissions received as indicated above with enclosed cashier's check will be considered. All submissions must remain firm for a period of not less than ninety (90) days after the submission due date. All submissions become the property SCIDA upon submission.

SCIDA reserves the right to reject any or all submissions and to select the submission that it considers to be in the best interest of SCIDA and the community.

INQUIRIES

Request for Qualifications (RFQ) has been published in its entirety on NYS Contract Reporter, <https://www4.schohariecounty-ny.gov> and <https://growscny.com/>.

Inquiries regarding this RFQ shall be directed in writing to:

Schoharie County IDA
 Attn: Fonda Chronis, CEO & Executive Director
 Subject: Shad Point RFQ
 E-Mail: fchronis@schoharie-ida.org

Inquiries regarding this RFQ must be submitted in writing by December 15, 2023 at the email address detailed above. SCIDA should be your single point of contact. Responses to all inquiries will be placed on the SCIDA website by 4pm on December 22, 2023. Website address: <https://growscny.com/>.

PRE-SUBMISSION SITE VISIT

A pre-submission site visit is scheduled for December 5, 2023 at 10am¹ and is highly encouraged. During this site visit, SCIDA, Town of Cobleskill and County staff will be present and available to respond to questions regarding site. Any substantive responses will be included in an addendum to this RFQ posted as described above.

SCHEDULE

The anticipated schedule for the preferred developer selection process is as follows:

Advertisement and release of the RFQ	November 13, 2023
Pre-Submission Site Visit	December 5, 2023
Deadline for submission of questions in writing	December 15, 2023
Responses to inquiries	December 22, 2023
Submission Deadline	January 12, 2023
Interview(s) if necessary (timeframe anticipated)	Week of January 29, 2024
Review/Recommendation by Ad Hoc Committee	Month of February 2024
Master Developer Selection by SCIDA Board	First quarter 2024
Contracting/Negotiations: SCIDA & Master Developer	First quarter 2024

SELECTION TEAM

The Schoharie County IDA Board of Directors will appoint an ad hoc committee to perform an initial review and evaluation of each submission. The committee will present up to three

¹ Register by sending an email to Fonda Chronis at fchronis@schoharie-ida.org by 4pm on December 1, 2023.

submissions to the IDA Board for consideration. The Board of Directors will make the final decision on which submission, if any, is accepted.

SCIDA Board of Directors reserves the right to reject all submissions or choose from the full list of submissions.

INCENTIVE PACKAGE

SCIDA is prepared to provide incentives based on quantifiable economic impact and community benefits for capital investment and job creation at the site. These must be described in the submission.


Terms may be negotiated at an appropriate time in the process.

EXHIBITS

The following exhibits can be found by clicking [here](#):

- Shad Point site evaluation base drawing
- Shad Point site evaluation base drawings with topographic information
- FEMA flood map
- NYSDEC environmental mapper
- NYSDEC environmental mapper wetlands
- CRIS mapper
- Site improvement and market report (MRB Group 2021) "Shad Point Extract"
- Property soli borings report and map
- Archeological report and map (1998)

If you are having trouble accessing these files via OneDrive, click [here](#) for a Dropbox link.



We are shaping the way forward by facilitating targeted growth in craft industries, rebuilding a regional food supply chain, and welcoming more high-value enterprises to complement our local successes turned world-class endeavors in plastics, pharmaceuticals, food, financial services, insurance, and technology.

*- Chair Chester Burton
Schoharie County Industrial Development Agency, 2023*