

Webinar Session

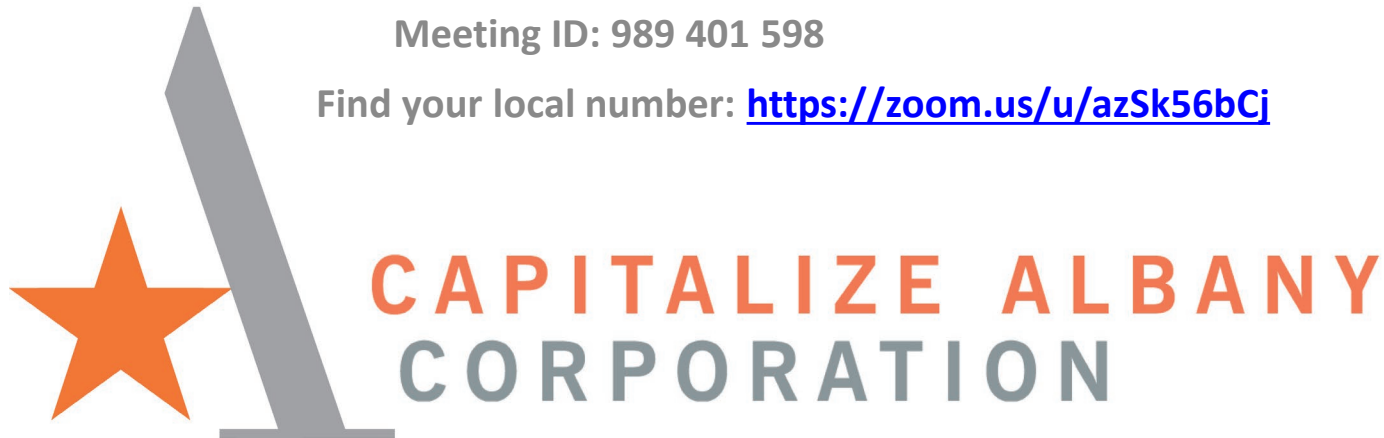
Audio is through your computer. You can also dial in using your phone.

Dial by your location

+1 (646)-876-9923 US (New York)

Meeting ID: 989 401 598

Find your local number: <https://zoom.us/j/989401598>



Clinton Market Collective Request for Proposals

11 Clinton Avenue, Albany, New York

February 13, 2020 | 3:00pm





Clinton Market Collective Request for Proposals

11 Clinton Avenue, Albany, New York

February 13, 2020 | 3:00pm





Webinar Housekeeping

- All attendees have been muted and should remain on mute with video turned off, throughout the duration of the meeting.
- Please submit all questions via the chat feature, located in the “More” menu at the top of the Zoom window. Send questions to the meeting co-host titled ***Capitalize Albany Questions***.
- Capitalize Albany will be monitoring questions in real time to answer at the end of the webinar and will update our [FAQ](#) posted on the website in a timely matter for all to review.
- For any and all inquiries related to the RFP after the webinar, please contact Chris Medve or Ashley Mohl at development@capitalizealbany.com using the subject line ***Clinton Market Collective RFP***.





Who is on today's call?

- **Sarah Reginelli**

President, Capitalize Albany Corporation

- **Ashley Mohl**

Director of Economic Development, Capitalize Albany Corporation

- **Christopher Medve**

Senior Economic Developer II, Capitalize Albany Corporation

- **Nora Culhane**

Economic Development Program Assistant, Capitalize Albany Corporation





Agenda

1. Capitalize Albany Corporation

- A. Who Are We?
- B. What Do We Do?

2. Project Background

- A. City of Albany Overview
- B. Impact Downtown Overview
- C. Clinton Square DRI Overview
- D. Existing Conditions

3. The Clinton Market Collective Project

- A. Project Overview
- B. Requirements
- C. Timeline

4. Proposal Requirements

- A. Respondent Minimum Qualifications
- B. Submission Components
- C. Submission Process
- D. Evaluation Criteria

5. Questions

- A. Frequently Asked Questions
- B. Question and Answer





What is Capitalize Albany Corporation?



- **Mission**
 - facilitate strategic economic development and stimulate transformative investment throughout the City of Albany, making New York's Capital a vibrant place to thrive.
- **Structure**
 - Registered 501(c)(3)
 - NYS PAAA-compliant Public Authority
 - Investor Base
 - Formal MOU with City of Albany
 - Management agreement with IDA/CRC



Championing ALBANY'S ECONOMIC GROWTH



Capitalize Albany Corporation is a 501(c)3 nonprofit organization responsible for attracting development and investment to the City of Albany. By partnering individuals, businesses, and developers with the right opportunities, tools, and resources, Capitalize Albany stimulates the Region's growth to create a thriving place to live and work.

REAL ESTATE LOAN FUND

DOWNTOWN ALBANY RETAIL GRANT PROGRAM

AMPLIFY ALBANY GRANT PROGRAM

CITY OF ALBANY SMALL BUSINESS FAÇADE IMPROVEMENT PROGRAM

COORDINATION WITH COMMUNITY PARTNERS

COORDINATION WITH CITY AGENCIES

SITE SELECTION

LOCAL COORDINATOR FOR THE CONSOLIDATED FUNDING APPLICATION PROCESS AND OTHER NYS ECONOMIC DEVELOPMENT INITIATIVES

This 2019 annual report touches on just some of the projects and initiatives supported throughout the year. To learn more about Capitalize Albany—and how we can serve you—visit www.CapitalizeAlbany.com.

INTRODUCTION



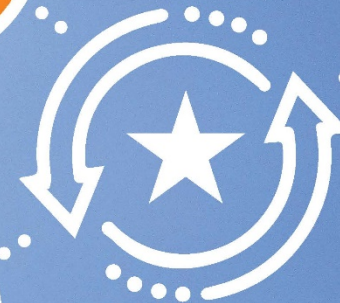
STRATEGIC
DEVELOPMENT



BUSINESS
DEVELOPMENT



REAL ESTATE
DEVELOPMENT





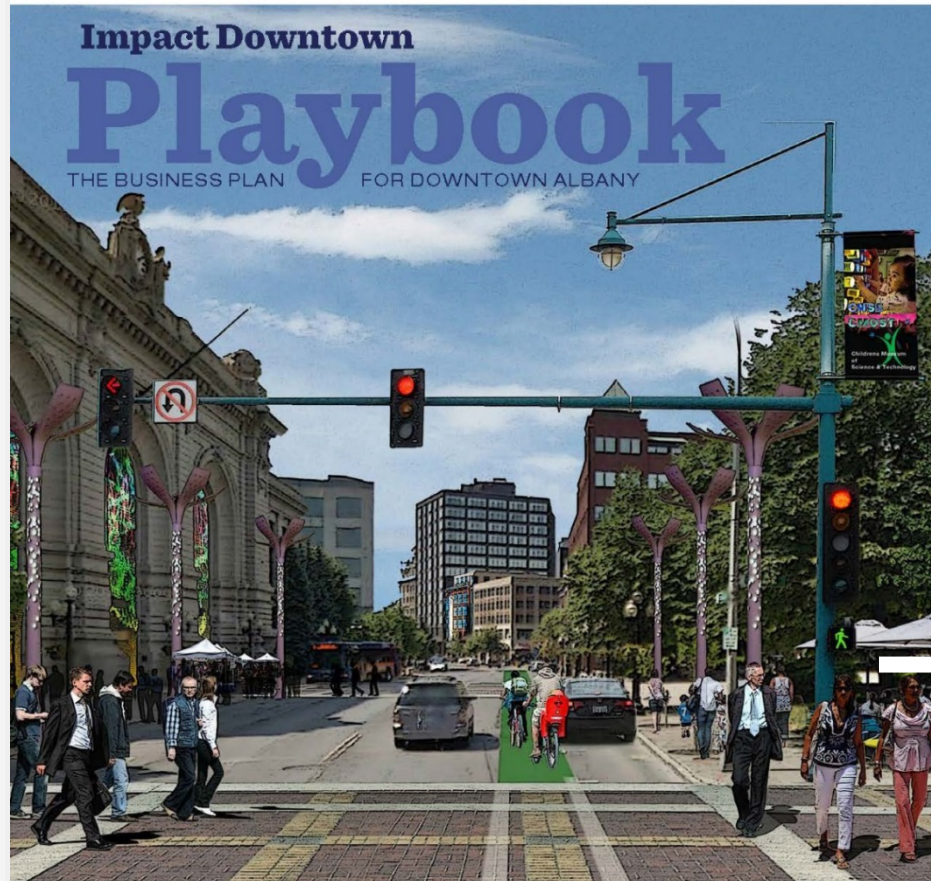
Project Background

City of Albany Overview



The City of Albany, NY, situated on the western bank of the Hudson River, is 21.8 sq. miles, and contains a diverse population of 97,856 as of the 2010 census.





2015

600k+ SF obsolete office converted | \$245+ million in investment | 100k annual visitors at Capital Center | 600+ new downtown residential units | 28k SF of downtown retail catalyzed | \$12 million Skyway underway |

For additional info:

<https://capitalizealbany.com/strategies/impact-downtown-albany/>



CAPITALIZE ALBANY
CORPORATION

HOUSING

71% 

of Albany's households contain **one or two persons**—a strong market for downtown living.



73%

of downtown Albany's housing market comes from **outside of Albany**

There is market potential to increase annual housing production **tenfold** over the next ten years.



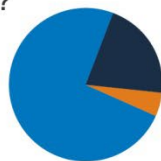
 In ten years, downtown could have **1,000 to 2,000** more housing units, representing an investment of **\$150 to \$300 million** or more.



New housing can bring downtown's diverse character to life, with the potential to grow the downtown population from an estimated **1,250 to 3,200**.

Who is the market?

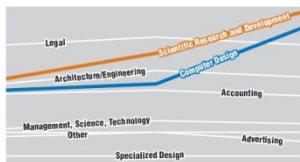
74%
YOUNGER SINGLES
AND COUPLES



21%
EMPTY NESTERS
AND RETIREES

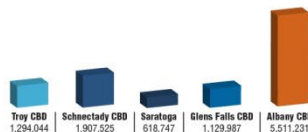
5%
TRADITIONAL AND
NON-TRADITIONAL
FAMILIES

OFFICE



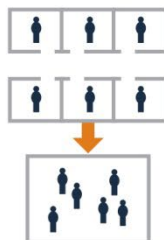
Recent accelerated local job growth in the industry sub-sectors of **Computer Design** and **Science, Research & Development** indicate growth potential in technology-related industries.

Downtown Albany has much **more multi-tenant office space** than other downtowns in the region.



 **50% of potential market will demand new construction or "Coolspace"**—rehabilitated loft space with great architectural qualities.

Downtown offers a growing set of amenities—including **housing, retail,** and **parks**—important to a downtown workforce and office market.



Dynamics in the office market are changing—energy management and social responsibility are more and more valued by companies, and trends show **less demand for personal office space and more for collaborative space**; downtown Albany's existing office space can accommodate these trends.

RETAIL



Downtown retail opportunity today comes from **targeting a cluster of specific consumer markets**—not the mass-market retail approach of suburban shopping centers or pre-1960 downtowns.

Downtown's retail mix should be built around **specific consumer personalities**, not a geographic trade area.

The following **factors support retail growth** in downtown Albany:

- ▶ Existing destinations
- ▶ Successful businesses
- ▶ Desirable nearby neighborhoods
- ▶ Underplayed points of distinction



Many submarkets are currently underserved, including young professionals, students, residents of adjacent neighborhoods, office workers.

Prime opportunities to add downtown retail include **diversified dining options, boutique/vintage clothing,** and **outdoor/adventure gear.**



THE DOWNTOWN VISION

Downtown's unique places and neighborhood connections bring people together to energize economic growth and community

Eagle Street's great walking environment welcomes visitors to the Capital Center and connects them to downtown's rich variety of hotel, cultural, dining and shopping choices



Downtown's largest development opportunity gathers state-of-the-art workspaces and housing around historic Liberty Park.



State Street's underutilized lots and buildings fill with a mix of office space and housing, activating the front door to New York's Capitol and showcasing innovative state economic development initiatives like Start Up NY and Smart Cities infrastructure.

The Coming Riverfront comes to Broadway as a landscaped entrance from Maiden Lane, while signage, lighting and outdoor dining continue the park connection to Ten Eyck Park.



Ten Eyck Park becomes an accessible oasis at downtown's core, energized by adjacent dining, hotel space, workplaces and housing, and direct walking connections to the Corning Riverfront, the Capital Center and surrounding neighborhoods.



State Street comes alive as a grand promenade lined with dining, shopping and public art.



North and South Pearl Street gain hundreds of new apartments and storefronts with demand for authentic local retail.

modern work space in downtown's most distinctive architecture, reinvigorating storefronts with demand for authentic local retail.



Pop-up programming around Tricentennial Park, improved sidewalks and bike lanes, and easy access to the Corning Riverfront make Broadway the hub for the workforce needed to drive Albany's innovation economy.

sidewalks and bike lanes, and easy access to the Corning Riverfront make Broadway the hub for the workforce needed to drive Albany's innovation economy.



An active "high line" linear park transforms this underutilized highway ramp into Clinton Square's connection to recreation, dining, culture and nature at The Corning Riverfront.



New pathways and artwork connect the Corning Riverfront with the Warehouse District and Arbor Hill, attracting reinvestment in retail, workplaces and housing.



Project Background

Clinton Square DRI Overview

- In 2018, the City of Albany was a Round III awardee for Governor Cuomo's [Downtown Revitalization Initiative \(DRI\)](#) for the section of City referred to as Clinton Square.
- Through the DRI, the City of Albany will focus on making Clinton Square a welcoming gateway to the capital city.



Downtown Revitalization Initiative





Project Background

Clinton Square DRI Overview

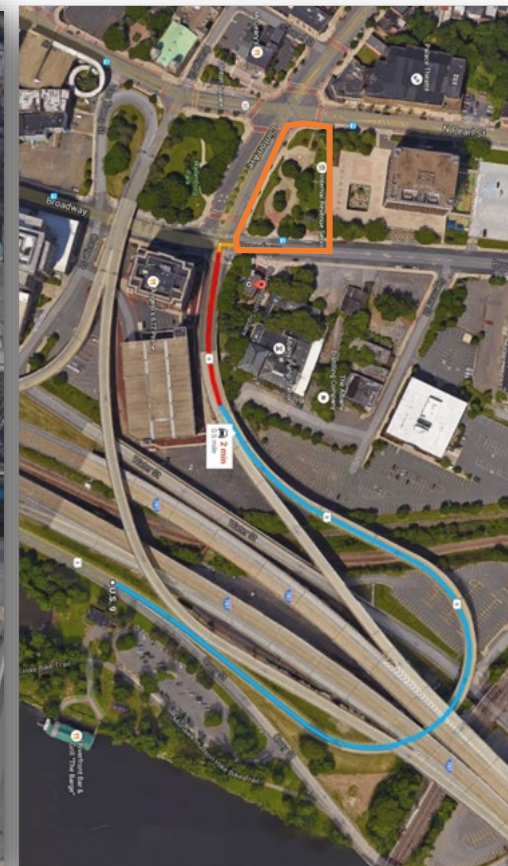
- [12 transformational projects](#) were selected for Albany's Clinton Square as part of the Albany's \$10 million DRI award.
- The Clinton Market Collective project at 11 Clinton Avenue was one of the 12 awards.
- Proposed as an estimated \$2 million project, the \$1 million award to Clinton Market Collective is ultimately intended for design, engineering and construction of the redesigned park and market venue.





Project Background

Existing Conditions



More than 24,000 visitors to Downtown Albany enter this gateway daily.



CAPITALIZE ALBANY
CORPORATION



Project Background

Existing Conditions







Clinton Market Collective Project

Project Overview

General Scope of work:

- Conceptual Design
(including Business Plan/Operating Model)
- Final Design (100% Drawings and Cost Estimates)
- Construction Documents (including Permits)
- Construction Observation and Administration (Bid Alternate)

Tasks:

- Existing Conditions and Development Feasibility Assessment
- Conceptual Design
(including Business Plan/Operating Model)
- Public Engagement
- Preliminary Design of Preferred Alternative
- Environmental /Economic Impact Analysis (including SEQR)
- Final Design and Engineered Construction Drawings
- Construction Documents (including Cost Estimates)
- Permits





Clinton Market Collective Project

Project Overview

The Project consists of:

- performing professional consulting services for the Park including developing a business plan/operating model for the market, preparing and orchestrating public engagement, completing required on-site investigations, delivering conceptual and final designs,
- as well as preparing construction documents and cost estimations, as further outlined in the [RFP](#).

The work includes partnering with Capitalize Albany to design the facility to meet the requirements of the Corporation and the City of Albany





Clinton Market Collective Project

Project Overview

The final operating model and design must:

- be financially feasible;
- allow for cost-effective maintenance and operations;
- enable the Park to remain active year-round; and
- consider public safety, while simultaneously incorporating innovative design/place making elements.





Clinton Market Collective Project

Project Overview

The concept at 11 Clinton Ave should enhance this critical gateway, while aligning with the Albany Skyway and complementing the existing Downtown streetscape.





Clinton Market Collective Project

Project Overview

Potential project elements (but do not let this limit your ideas):

- Revegetation with a native grass mix
- New entry plaza – seating, gateway signage, and group gathering area
- New path network – accessible and natural pathways
- New market structures – to enable new and existing businesses to showcase their goods and services
- Enhanced gathering spaces – passive and active recreational areas with the prospective to new site amenities and consideration of art opportunities
- Improved lighting
- Signature feature emphasizing the proximity to the Hudson River waterfront, cultural amenities and other adjacent assets





Clinton Market Collective Project

Requirements Related to Source of Funding

- This project is funded in part by a grant from NYS Department of State through the Downtown Revitalization Initiative. Respondents may be subject to the terms of the NYS Master Contract for Grants – Standard Terms and Conditions, which can be found online at <http://grantsreform.ny.gov>.
- Under Article 15A, Executive Law, the State of New York is committed to providing Minority and Women Owned Business (MWBE) equal opportunity to participate in government contracts. The following certified MWBE goals have been set by NYS for this project:
 - 30% of the contract value for total MWBE goal**
 - 15% of the contract value for MBEs**
 - 15% of the contract value for WBEs**
- Either with their bid or within 7 business days of notification of selection, Respondents must submit the MWBE Utilization Plan, Contractor's Solicitation Log and evidence of good faith efforts. Respondents that do not comply will be deemed non-responsive and their proposal may be rejected. MWBE documentation will be required throughout the contract term.





Clinton Market Collective Project

Requirements Related to Source of Funding

- The selected Respondent shall prepare, or cause to be prepared, all documents necessary to comply with the State Environmental Quality Review Act (SEQRA) through determination of significance. If a positive declaration is made, a Draft Environmental Impact Statement shall be prepared.
- Review of project documents may involve correspondence between NYS and the Corporation or selected Respondent. Partial or complete draft project documents may be submitted by Capitalize Albany to State staff for technical review. This review may result in recommended revisions that must be included in the current scope. Final design and construction documents are subject to approval by the NYS Department of State.
- These documents must be certified by a licensed professional engineer, architect, or landscape architect and the appropriate seal must be affixed to these documents.





Clinton Market Collective Project

Timeline

RFP Issue Date: January 31st, 2020

Information Webinar Session: TODAY February 13th, 2020

Proposal Submittal Deadline: February 28th, 2020

Review Proposals Received: Week of March 2nd

Conduct Interviews: Week of March 9th

Finalist Selected: March 16th

Board Approval: March 24th

Contract Start Date: March 30th

Respondents are advised that Final Design is anticipated to be substantially complete three (3) months from contract execution. Construction Documents are anticipated to be completed within six (6) months from contract execution. **Respondents should confirm their scope of work can be completed within this time frame.**





Proposal Requirements

Respondent Minimum Qualifications

- Have capable and demonstrable experience consulting and engaging with public/private entities as it relates to park and building design and engineering, as well as market research, analysis, and business planning consulting services.
- Skilled in:
 - facilitating public involvement
 - developing schedules
 - preparing construction estimates
 - performing value engineering and life-cycle costing
 - analyzing alternative designs
 - understanding construction methods and techniques
 - performing constructability reviews
 - sequencing of work
 - and coordinating and communicating team activities throughout the design phases.





Proposal Requirements

Respondent Minimum Qualifications Continued

- Have a minimum of five years of experience performing/providing services of this type.
- Have sufficient, readily available resources in the form of trained personnel, support services, specialized Respondents and financial resources to carry out the work without delay or shortcomings.
- Located and authorized to do business in the United States.





Proposal Requirements

Submission Components

- Letter of Submittal;
- Team Profile, Qualifications, and Experience;
- Project Approach, Scope of Work and Deliverables;
- Cost Effectiveness;
- References and Quality of Performance History;
- Certified Minority and Women-owned Business Enterprise status; and
- Non-Collusive Bidding Certification

All of the aforementioned components of the response are further detailed in the attached Request for Proposals.





Proposal Requirements

Submission Process

- Respondents shall submit one (1) printed original and three (3) printed copies of their proposal, as well as one (1) USB Drive containing an electronic (.pdf) copy no later than **5 p.m. EST, Friday, February 28, 2020** to:

Christopher Medve
Senior Economic Developer II
Capitalize Albany Corporation
21 Lodge Street
Albany, New York 12207
development@capitalizealbany.com
- Proposals shall be submitted in 8½ x 11 inch bound format (11 x 17 inch fold outs for diagrams or spreadsheets are acceptable).
- The proposal must be submitted in a sealed envelope, the outside of which must be marked as follows: **“Proposal Enclosed – Clinton Market Collective Design, Planning, and Engineering Services”**.





Proposal Requirements

Evaluation Criteria

- **Qualifications and experience of the Respondent with similar projects, including experience with dynamic urban park design, engineering, market research, analysis and business planning consulting services;**
- **Qualifications and experience of the specific staff assigned to the project;**
- **Demonstrated capacity through previous work analyzing and providing a detailed study, recommendations and a detailed implementation plan regarding urban park projects or other such transformative projects or plans;**
- **Demonstrated understanding of the Project and awareness of the economic, social and environmental conditions in the City of Albany, New York and the greater Capital Region; Demonstrated capacity to communicate complex information creatively, efficiently and effectively with diverse stakeholders;**
- **Efficiency of proposed timeline and demonstrated ability of the Respondent to meet strict deadlines;**
- **Quality and completeness of the proposal for design, planning and engineering consulting services;**
- **Cost effectiveness of the proposal, including the fees to be charged by the Respondent; and**
- **Quality of references.**





Questions

Question and Answer

- Please type your questions into the chat window within the Zoom webinar now.
- Please remain on mute with your video turned off.





Additional Questions?

Email questions to:

Ashley Mohl or Christopher Medve:

development@capitalizealbany.com

Visit www.CapitalizeAlbany.com for updates to the [FAQ](#) by tomorrow, February 14, 2020, end of day.

