

SENECA LAKE WATERFRONT REDEVELOPMENT OPPORTUNITY

REQUEST FOR PROPOSALS



The Village of Watkins Glen, New York in partnership with Schuyler County and the Schuyler County Partnership for Economic Development (SCOPED), is seeking requests for proposals (RFP) from qualified developers to partner with us for a rare development opportunity in relation to the development of several parcels on the Seneca Lake Waterfront. The Village and County are seeking a private developer with interest in entering a long-term land lease agreement up to 99 years with an option to split the parcels, depending on the investment.

Project Site and Location

The project site consists of three extraordinary parcels (0.438 acres + 0.253 acres + 1.021 acres) on the Seneca Lake waterfront at the terminus of Porter Street in the Village of Watkins Glen. The western most parcel is owned by Schuyler County and the remaining two parcels are owned by the Village of Watkins Glen. The parcels are currently occupied by the Village Marina restaurant, large charter boat launch and the Village wastewater treatment plant which will be decommissioned in early 2021. Upon decommissioning of the Village wastewater treatment plant, the developer may be responsible for preparing the site as necessary to accommodate the proposed development.



Project Objectives

Year-Round Operations: The village and project stakeholders are seeking a proposed development that will be in operation year-round. Proposed developments must incorporate features that generate year-round economic activity and benefit village residents and visitors through all four seasons.

Green Infrastructure Practices: The design should incorporate stormwater management to address increased runoff rates and volumes associated with development at the project site. All designs are required to comply with New York State Department of Environmental Conservation.

Desired Project Elements: Waterfront walk, public restrooms, private restrooms, large vessel boat launch, and parking.

Multi-Use Facility: A facility providing space for commercial enterprises including but not limited to specialty retail stores and/or restaurants and dining spaces.

The Village of Watkins Glen Schuyler County, NY

A Place of Robust Economic Growth



i Village Overview

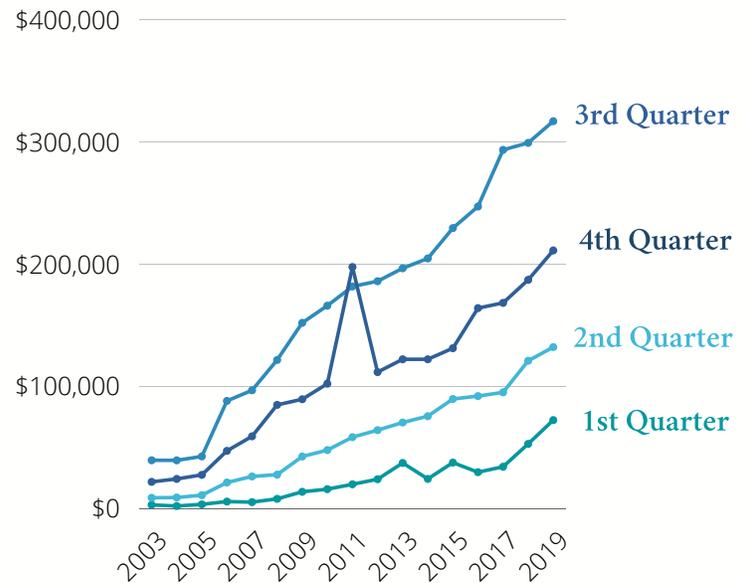
The Village of Watkins Glen is located at the headwaters of Seneca Lake and is considered the gateway to New York State's Finger Lakes Region. The accessibility from major metro areas such as NYC, Philadelphia, Washington DC, Toronto as well as nearby cities of Rochester, Syracuse, and Erie, Pennsylvania, make the Village of Watkins Glen a prime location for developers and investors alike. The economies of Watkins Glen and Schuyler County rely heavily on tourism to and through the Finger Lakes Region. Recent tourism statistics estimate Schuyler County hosts over 3 million annual visitors drawn to attractions in the Village and surrounding area including Watkins Glen International Speedway, Cornell University, nationally-recognized Watkins Glen State Park, Seneca Lake, Corning Museum of Glass, and the Seneca Lake Wine and Beer Trails.



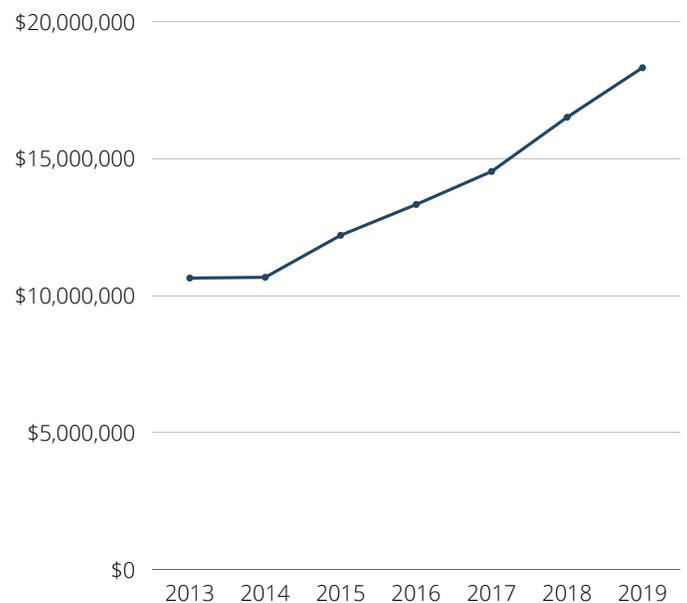
Economic Growth

In 2012, Project Seneca Initiative was created to redevelop the villages of Watkins Glen, Montour Falls as well as transform the waterfront in Watkins Glen. When the transformation is complete, investment is expected to total \$4 million. Occupancy and sales tax revenues continue to set records year after year. GDP for Schuyler County is growing at a rate of 6.42% since 2001. Housing permits for new construction have grown by nearly two percent since 2014. Schuyler County ranked 8th in the State of New York for business growth in 2018 with an annual rate of 3.0%. Watkins Glen's resident population grew by nearly 5% between 2015 and 2017 to a total of 1,919 while the median age has lowered from 43 to 38. According to the 2020 cost of living index, Watkins Glen is 18.7% lower than the United States average. Schuyler County has experienced remarkable increases in both sales tax and lodging tax revenues since 2008. The county is achieving success in bolstering the year-round economy by an expanded tourism season that has increased over time as depicted in both figures to the right.

Historic Quarterly Room Tax Collected
(2003-2019)



Lodging Value by Year, Actual Dollar
(2013-2019)



IMPORTANT INFORMATION FOR DEVELOPERS



Developers shall prepare a submittal including the following information:

Developer Identification: A complete name, business address, telephone number, and the name, mailing address, and telephone number of the responsible individual serving as the point of contact for the project stakeholders.

Letter of Interest: A letter expressing the developer's interest in involvement at the project site, including a description of development approach detailing why the respondent is interested in the project, respondent's objectives, and project schedule should be addressed. **Site Concept Plan & Estimate:** A sketch or concept plan displaying a potential development scheme and a conceptual-level estimate of the development cost for the project site that the developer's team proposes.

Organizational History: A description of the developer's organization including names of principal officers, number of employees, areas of specialization and expertise, and location of offices from which the development will be administered.

Project Team Structure: An organization chart presenting members of the project team including a dedicated project manager, key personnel, and any sub-consultants or contractors assigned to the team, including the availability of backup personnel to assist in the project development. This information shall also include a summary of the roles, responsibilities, and general qualifications of each team member identified in the organization structure (i.e., professional registrations, certifications and/or licenses, education, years of experience, and highlighted project experience).

Highlighted Experience: A portfolio of experience for all project team members shall be provided presenting previous redevelopment experience. This portfolio shall include all subconsultant experience related to the scope as well. Portfolio entries shall cite specific projects of a similar nature to the development described in this document and include primary client contact information for each project cited.

Vision and Redevelopment Approach: Provide a paragraph of the general vision for the redevelopment including your thoughts on the concepts and uses desired by the committee as well as other concepts that you deem worthwhile for the committee to consider.

Financial Statement: Provide a statement of the firm's financial capacity and ability to fund the proposed development scheme, including anticipated capital investment.

Lawsuit and Claim Identification: A five-year history of any claims, lawsuits, or other legal action taken against members of the project team, including resolution of the legal action by settlement, litigation, or fines issued by regulatory agencies.

Submittal Deadline

Proposals are due by
4:00 PM on March 26, 2021.

Late submittals will not be accepted. Three (3) hard copies and one (1) clearly-labeled thumb drive electronic copy of the RFP package must be delivered to the SCOPE offices.

Proposals shall be addressed to:

SCOPE
c/o Waterfront Redevelopment RFP
910 S. Decatur Street
Watkins Glen, NY 14891

Tentative Schedule

Selection of Developer

April 2021

Developer Agreement Executed

June 2021

Design Development, Permitting & Approvals

July 2021-April 2022

Construction

Construction Season 2022-2023

About Current Zoning and Planning Standards

The project site is located in the Lakefront Development (LD) zone, as defined by the 2016 Village of Watkins Glen Zoning Law. The intent of this district allows for mixed-use development in the interest of providing employment opportunities, enhancing the local tax base, and promoting water-dependent and water-enhanced land uses along the Seneca Lake waterfront. The Zoning law specifically states that new uses in the LD zone shall not impose undue restrictions on the visibility of, direct access to, or use of the waterfront by the village residents and visitors. Developers are encouraged to review both the Village Zoning Laws and Local Waterfront Revitalization Program standards that can be found at www.flxgateway.com.