



**LIVINGSTON COUNTY**

**REQUEST FOR PROPOSALS**

*for*

**PURCHASE AND DEVELOPMENT OF FORMER WILCOX PRESS PROPERTY  
DANSVILLE, NEW YORK, 14437**

**June 2016**

## **1. General Background**

The County of Livingston, State of New York, presents this Request for Proposals the (“RFP”) for the sale and development of approximately 3 acres of land owned by Livingston County located at Knox Street, Bank Street and School Street in the Village of Dansville, and identified by Tax Map Parcel #203.11-5-19.11. The purpose of this request is to solicit proposals that will lead to the sale and development of the Property.

Livingston County’s goal is that the Property be redeveloped in a manner that complements the community and architectural character of the Village of Dansville, provides single family residential space and restores the Property to the tax rolls. In order to assure that the quality of the development proposed accomplishes this goal, the County will require that the redevelopment of the Property be accomplished by a Developer that meets or exceeds the qualification parameters set forth in this RFP. The company should have experience in residential development and redevelopment of property.

The Property will be offered subject to the process outlined within this RFP, and the County reserves the right to reject any or all RFPs that the County determines, in its sole discretion, are not consistent with the requirements of this RFP, or have been submitted by a party that the County, in its sole discretion, determines is not qualified to complete the development.

While all information furnished herein was gathered from sources deemed to be reliable, no representation or warranty is made as to the accuracy or completeness thereof. This RFP is being made subject to errors, omissions, prior lease, sale, financing, or withdrawal without prior notice. This RFP does not obligate the County to select a Developer and/or to sell the Property.

## **2. Description of the Property for Sale**

The property consists of approximately 3.06 acres of vacant land as shown on a survey map prepared by Lu Engineers dated November 8, 2015. The Property is currently zoned by the Village of Dansville as LR-2 Low Density Residential, and development of the property is to be limited to single family residences only. A map of the property can be obtained by contacting the County Administrator’s office.

## **3. Environmental and Title**

The Property was the site of a commercial printing facility from approximately 1900 until the early 1990s. Various hazardous materials were used at the site in conjunction with the printing process. The Property was acquired by Livingston County through the tax foreclosure process with the goal of remediating the property. A Remedial Investigation Report and Final Engineering Report for the site were prepared by Lu Engineers in October 2011 after completion of all remediation work as part of the NYS Environmental Restoration Program. A Notice of Certificate of Completion was issued in July 2012 pursuant to 6 NYCRR Part 375-1.9(d) (Site ID# E826020).

Copies of these reports and supporting documentation regarding environmental issues and

activities on the Property are available for review by prospective bidders at the County of Livingston offices located at the Livingston County Government Center, 6 Court Street, Room 302, Geneseo, New York during regular business hours, by appointment only with the Office of the County Administrator (585) 243-7040, or by request.

The Property is sold “as is”. Any utility relocations or terminations of easements, right-of-ways, etc., are the sole responsibility of the developer.

#### **4. Development Objectives**

The County has established the following goals and objectives:

- Development is consistent with the zoning ordinance and subdivision regulations of the Village of Dansville
- Development of the Property shall consist solely of single family residences.

#### **5. Selection Criteria for Developer**

The County, in evaluating development proposals, may consider some or all of the following criteria:

- a. A qualified real estate development company is preferred. The company should have a minimum of five (5) years of experience and an established reputation for responsiveness to municipal requirements and quality developments.
- b. Responsiveness of proposed development plan to goals noted in this RFP.
- c. Strength of the development team, i.e., developer and any consultants should have experience with similar residential development/redevelopment projects.
- d. Quality of development proposed based on design(s), including concept/preliminary site plan, subdivision layout, architectural renderings and land use compatibility both within the development itself and with surrounding land uses.
- e. Price offered for the Property.
- f. Demonstration of access to financing necessary to complete the sale and development proposed.
- g. Demonstrated ability to manage the development process and to develop and market the property once approved by the Village of Dansville.
- h. Completeness of the Developer’s proposal package, as described in the submission requirements.

## **6. State Environmental Quality Review (SEQR)**

Any action that a public agency funds, approves or undertakes is subject to SEQR. The County's action to sell/lease is likely to be an Unlisted Action under SEQR. It is expected that the County would be Lead Agency. Actual development plans initiated by the Developer will be subject to a separate SEQR review after the sale/lease transaction of the County to the Developer is closed.

## **7. Designation Process**

The County of Livingston contemplates the sale of the Property following a review of development proposals submitted to the County and the negotiation of a Purchase Agreement(s) with the successful Developer.

Upon receipt of proposals, a review for completeness will be initiated. Incomplete proposals may be rejected. The County will review accepted proposals.

The County of Livingston may conduct interviews with qualified project proponents, make appropriate decisions regarding ranking the RFPs received within the time period required and will make a recommendation for designation of a preferred Developer to its governing body. Ranking will be based on the selection criteria listed in Section 5 above. The County will negotiate a Purchase Agreement, incorporating terms of sale, covenants, and other matters with the company. In the event that a Purchase Agreement cannot be completed with the selected Developer, the County may elect to negotiate with the second highest-ranked proposal. Remaining proposals may be considered based on their rank order if a Purchase/Lease Agreement cannot be completed with a higher ranked Developer. The Purchase Agreement will require the Developer to pay the cost of all experts hired by the County to complete the real estate transaction and comply with any closing requirements, including SEQR review. The Purchase Agreement is subject to prior approval by the NYS Department of Environmental Conservation, as described in the Certificate of Completion issued as part of the Environmental Restoration Program pursuant to 6NYCRR Part 375. (A copy of the COC is available upon request to the County Administrator at (585) 243-7040).

It is the County's intent that such Purchase Agreement will provide for a two (2) month due diligence period, with development approval periods to follow as long as the developer/buyer has filed the necessary applications for municipal approvals for the development of the Property.

## **8. Anticipated Timetable**

The County of Livingston seeks to expedite the sales process. The County intends to review all proposals and select the designated developer in 2016. The anticipated timetable for the process is:

Solicitation of Proposals: June 2016  
Proposal Submissions Due: July 15, 2016  
Designation of Developer(s): Summer/Fall 2016

## 9. Submission Requirements

An original and four (4) copies of the proposal should be submitted to:

County of Livingston  
Attn: Ian M. Coyle  
Livingston County Administrator  
6 Court Street, Room 302  
Geneseo, New York 14454  
(585) 243-7040

**All proposals must be received by July 15, 2016. Email and fax submissions will not be accepted.**

The submission, at a minimum, shall, include the following elements:

- a. **Qualifications Statement.** A qualifications package of the Developer, identifying the company developments and providing references to the extent any are available. Include information on the history of the organization, the owners and/or officers, and other properties owned, leased, or managed. Include the names of all officers, principal members, shareholders, investors and any other parties having a share interest in the proposed project. Include a description of principals' involvement in the proposed development.
- b. **References.** Reference letter from a commercial lending institution attesting to the Developer's creditworthiness to obtain financing in the amount of the development costs, including the purchase price for the Property payable to the County.
- c. **Purchase Price.** The proposed purchase price for the Property and any terms.
- d. **Project Description.** A narrative description of the development proposed for the Property, including potential uses, approximate building and land area to be utilized, potential use, phasing and development timing including the anticipated commencement and completion of each construction phase.
- e. **Conceptual/Preliminary Site Plan**
  1. A preliminary site plan indicating arrangement of lots, traffic circulation and locations of all buildings, parking, roadway and utility infrastructure improvements.
  2. Preliminary architectural ground plans, elevations, and context sketches indicating the proposed appearance of the single family residences and their relation to surroundings.
- f. **Project Schedule.** Estimated project schedule for implementation of the proposed development including projected timeframes for the following:
  1. Anticipated purchase closing date.

2. Funding / financing procurement.
3. Initial presentation to Village of Dansville Planning Board (Begin subdivision review process).
4. NYS Environmental Quality Review (SEQR).
5. Final Subdivision approval; other anticipated required approvals.
6. Marketing of the Property
7. Ground breaking.
8. Construction phase.
9. Date of occupancy.

## **10. Utilities**

Natural gas and electric service is provided by NYS Electric & Gas. The Village of Dansville provides public water and sanitary sewer services. Any utility relocations or terminations of easements, right-of-ways, etc., are the sole responsibility of the developer.

## **11. Contact Person**

Please forward any questions concerning this RFP to the attention of Ian M. Coyle, Livingston County Administrator, 6 Court Street, Geneseo, New York 14454 – (585) 243-7040 or fax (585) 243-7045.

## **12. Tour of the Subject Property**

A tour of the subject Property will be scheduled by the Office of the County Administrator. The Developer should contact the Office of the County Administrator regarding available dates.

## **13. Obtaining Permits & Appraisals**

The Developer is solely responsible for obtaining any and all permits and approvals required for the development and use of the subject Property. The County will cooperate, but will not be a participant in any proceeding involved with applying for and obtaining such permits and approvals.

## **14. Other Disclosures**

Please be advised that before a contract for the sale of property is finalized, the developer / development team must provide the information requested below relative to any prior negative financial history involving the developer and / or its owners, partners, shareholders and board members. The developer must address the following questions:

- a. Has the developer or any of the affiliated individuals listed defaulted on a real estate obligation? If so, please explain.

- b. Has the developer or any of the affiliated individuals listed been delinquent on a commercial or housing development debt? If so, please explain.
- c. Has the developer or any of the affiliated individuals listed been the defendant in any legal suit or action? If so, please explain.
- d. Has the developer or any of the affiliated individuals listed declared bankruptcy or made compromised settlements with creditors? If so, please explain.
- e. Are there any current legal proceedings or judgments recorded against the developer or any of the affiliated individuals listed? If so, please explain.

### **15. Site Sale Transfer**

The County intends to transfer title of the subject Property to the selected proposer by way of a bargain and sale deed.

### **16. Board of Supervisors Sale Requirements**

The Livingston County Board of Supervisors must adopt a local law authorizing the sale and must approve the purchase agreement after the effective date of the local law.

### **17. Available Material**

The site survey, environmental studies and other supporting materials are available in the office of the Livingston County Administrator. The Developer should contact the Office of the County Administrator regarding arrangements to visit the office to review such studies and documents.