

**Seneca County Industrial Development Agency
RFP for Rail-Centric Site Uses for the Former Seneca
Army Depot
April 15, 2014**

Seneca County Industrial Development Agency
One DiPronio Drive
Waterloo, NY 13165

April 15, 2014

Subject: Former Seneca Army Depot Site Rail-Centric Site Uses Proposal

Dear Sir or Madam,

Enclosed you will find a Request for Proposal (RFP) for Rail-Centric Site Uses of the Former Seneca Army Depot along with links to a location map, a summary of site attributes and existing on site businesses. Please review the RFP, the location map and other materials provided. Should you require additional information, please contact the Project Manager at terese@thayer-carver.com.

Thank you for your interest.

Sincerely,

Terese Hunwick
Project Manager

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I. SUBJECT: Request for Proposal for Rail-Centric Site Uses

The Seneca County Industrial Development Agency (SCIDA) is soliciting Requests for Proposal (“Proposals”) for Rail-Centric Site Uses for the Former Seneca Army Depot (Site Uses). The SCIDA intends to support the development, management and operation of logistics related enterprises at the Depot to qualified third parties who have expertise in developing, operating, and managing rail-centric businesses including terminals, industrial parks and other rail-related businesses as well as businesses which require rail service. The Former Seneca Army Depot is a large parcel of land with unique infrastructure and other assets (the Depot). Proposed Site Uses will focus on rail-related business uses for the Depot, including plans to modify the existing infrastructure to support long term users of the facility, and promoting and supporting long term job growth in Seneca County. Firms proposing on the project are encouraged to develop and present innovative solutions for using existing infrastructure in order to appropriately develop the site’s infrastructure for their needs. Site Uses are not limited to rail-served industrial parks and terminals, rather, we encourage any viable, executable plan which strengthens and diversifies the local and regional economy through job growth.

The SCIDA’s plan is to solicit proposals for Site Uses which will demonstrate the best use of the Depot and drive long term economic development, including job creation and diversification of the local and regional economy. The SCIDA invites qualified firms or individuals to submit a proposal to lease and/or purchase, manage, and operate portions of the Depot or locate and operate businesses in the Depot for the SCIDA’s consideration.

II. BACKGROUND INFORMATION AND PROJECT DESCRIPTION

The Former Seneca Army Depot is located between Seneca Lake and Cayuga Lake in the Finger Lakes Region of Seneca County, New York and originally occupied 10,587 acres. The Depot was active from 1941 until 2000, when it was formally shut down by the federal government as part of the Base Realignment and Closure Act (BRAC 95). The property has been transferred to the Seneca County Industrial Development Agency (SCIDA). Since being handed the property by the US Government, SCIDA has worked diligently to develop the Depot to some success but, in its own estimation, has fallen short of its objectives to increase good-paying jobs in the region. In early 2013, SCIDA commissioned a market study to identify existing and potential markets for the Depot, particularly those markets requiring rail and highway transportation given the Depot’s extensive logistics assets including rail and highway access. As a result, the study recommended that a broad canvassing of interested parties including certain railroads, rail to truck transload companies, economic development firms, and terminal and warehouse firms in the form of this Request for Proposal be completed requesting the interested parties to propose on Site Uses.

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Depot Existing Capabilities, Information, and Infrastructure:

As a former Army Depot used to store munitions, the Depot is a unique facility which includes 10,587 acres of land as well as access to multiple transportation modes including multiple Class 1 railroads. Selected key site attributes are noted below:

1. 22.5 miles of 80lb rail track which may be reused by successful bidder to reduce costs. Track has been used recently for railcar storage. In addition, there is another existing 25 miles of track in a former industrial and warehouse area controlled by a private developer.
2. Connections to highways NY96 and NY 96A and 414. Location is fourteen miles south of Interstate 90 via two exits.
3. 7000 ft. Airstrip
4. Acreage
5. Utilities: Water, sewer, electric, gas and broadband on site
6. Buildings: several building exist in various conditions.
7. Other: Superfund site

The Depot is divided into the following five areas as described below and shown on the following page as Figure 1:

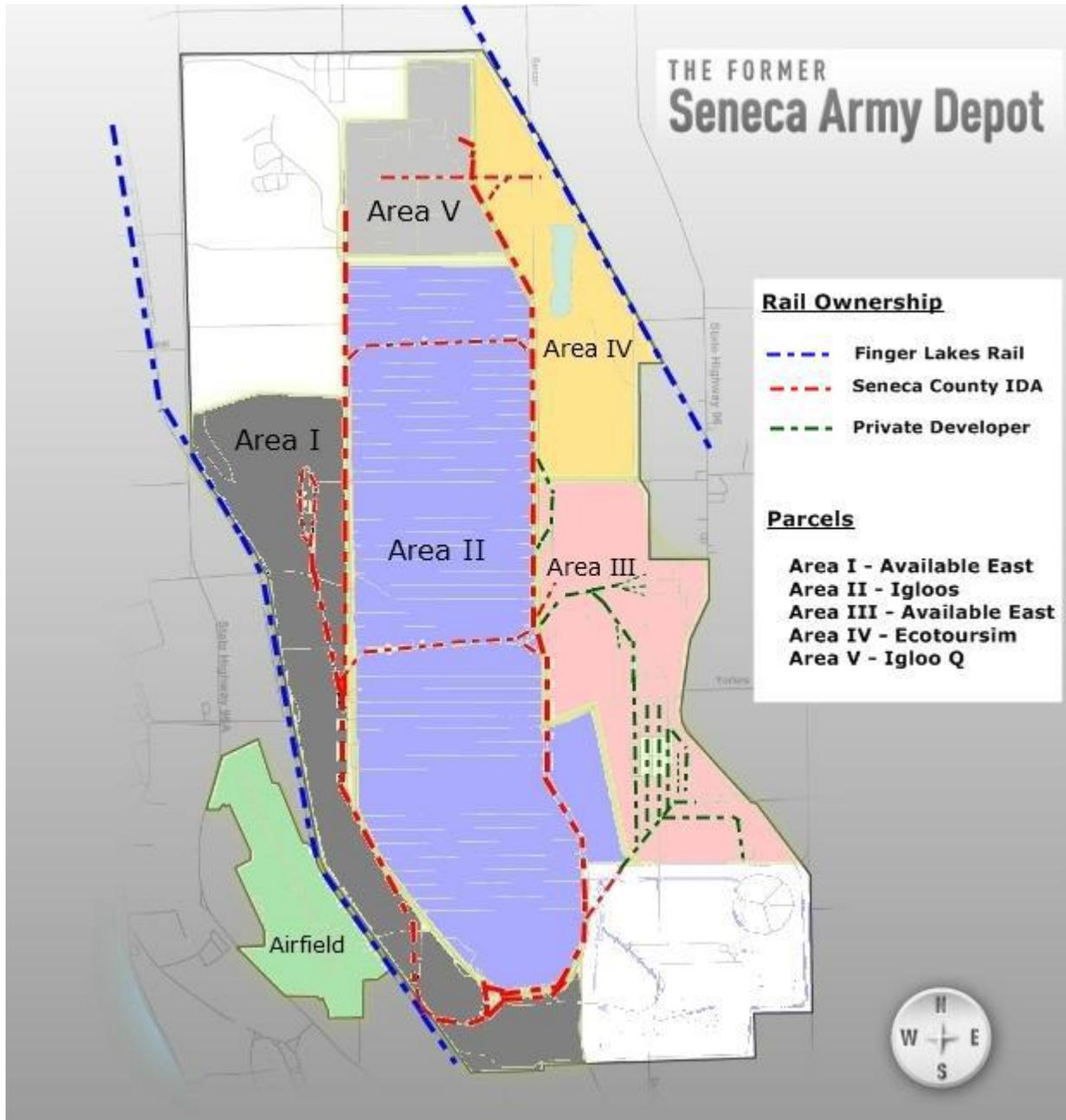
- Area I: Available West – Available through the IDA
- Area II: Igloos – Available through the IDA
- Area III Available East – Controlled by Private Developer, coordinated with the IDA
- Area IV: Ecotourism – Available through IDA
- Area V: Igloo Q – Area – Existing Tenant; available through the IDA

Please see The Former Seneca Army Depot website for more information

<http://senecaarmydepotreuse.com/>

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Figure 1



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Rail Service

Rail Service to the Depot is provided by the Finger Lakes Railway. Current service levels may be expanded to meet the needs envisioned in the proposal and must be coordinated with the Finger Lakes Railway. The following is an overview of the rail capabilities and service to the Depot.

Class I Interchanges:

- CSX Interchange at Solvay, NY
- Norfolk Southern Interchange at Geneva, NY
- Canadian Pacific connection through marketing agreements over the NS Corning Secondary to Geneva, NY

Other Connections:

- New York Susquehanna Western Railway connection at Syracuse, NY

Proposers are encouraged to leverage, to the extent possible, the site's existing infrastructure, particularly rail. While the rail service up to the gates of the Depot is 274K compliant, within the Depot, current trackage can handle individual cars up to 263K, but not unit trains or blocks of 263K cars. While the possibility for unit train service may exist in the future, it is not currently available.

Insurance Requirements:

Proposers who plan to have private rail sidings on the Depot must fulfill the Finger Lakes Railways' insurance requirements in addition to those required in Section V of this RFP.

Safety

The Finger Lakes Railway requires that any party connecting with them must have an approved Safety Program in place

For additional information, please use this link to the Finger Lakes Railway's website at:

www.fglkrail.com.

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III. GENERAL SCOPE OF WORK

The selected Firm will be responsible for completing the tasks and milestones according to a project timeline agreed-upon with the SCIDA's Executive Director. The scope of the project covered by this RFP is described below.

Proposers are expected to:

1. Propose rail-centric uses for the Depot,
2. Develop a site design and operating plan for area of interest,
3. Propose a compensation or fee sharing agreement to the SCIDA for operating at the Depot,
4. Propose project milestones to assure that proposer is committed to developing the Depot to its fullest potential,
5. Coordinate with the Finger Lakes Railroad and related Class 1 railroads for the review and approval of the on-site rail infrastructure and connections and related operating plan.

IV. SCHEDULE

The successful Proposal will be selected in accordance with SCIDA selection procedure detailed below in section VII. The key dates are described below:

- Friday, May 16, 2014 Statement of Interest
- Week of May 19, 2014 Discussions with interested parties
- Friday, June 6, 2014 by 5:00 P.M., C.S.T.: Proposal due date
- Week of June 23rd, 2014: Interviews with Proposers
- Friday, July 11th, 2014 Preliminary Operator Selection
- July 14th – July 30, 2014 Contract Negotiations & Finalization.
- Thursday, August 7, 2014, IDA board approval

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V. INSURANCE REQUIREMENTS

The selected Firm will be required to obtain a Certificate of Insurance prior to the award of the contract and maintain current insurance coverage through the contract duration.

A. Indemnity

As required by SCIDA

B. Qualifying Insurers

As required by SCIDA

C. Notice of Cancellation

As required by SCIDA

D. Insurance Required

Insurance will be in accordance with standard industry practices for both parties, with types and limits determined during the contract negotiation period. A performance bond will be required.

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VI. FIRM'S COMPENSATION

The SCIDA has limited funds to develop the infrastructure for this project. The SCIDA will partner with the successful proposer to garner community support, ease the permitting process, and pursue available state, local and federal funds. The SCIDA would limit its compensation to variable fee sharing arrangements or other proposals based on the proposer's successful achievement of mutually agreed-upon milestones.

VII. SUBMITTAL REQUIREMENTS

Firms or individuals interested in submitting proposals shall submit a pdf copy of their proposal to terese@thayer-carver.com.

Submittal Contact: Terese Hunwick
 734.645.3118
 817.796.1104 (fax)
 Email: terese@thayer-carver.com

Proposals may be submitted by email in a pdf format to terese@thayer-carver.com, and must be received by 5:00 PM CST on Friday, June 6th, 2014. Late proposals will be considered unresponsive and will not be considered. The SCIDA is not responsible for proposals delivered after the stated date and time. All inquiries regarding the RFP should be directed to Terese Hunwick, in writing via email at terese@thayer-carver.com

Tours of the Depot will be available by appointment.

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VIII. FORM OF PROPOSAL

Proposers wishing to respond to the RFP must supply the following information in the order listed below:

1. Title page: legal name of the proposer, address, telephone number, year Firm was established (if applicable), type of organization, and date of submittal.
2. Purpose: brief statement of the Firm's philosophy, areas of concentration, and how developing a facility at the Depot fits with the goals of the Firm.
3. Organization: brief description of the organization including the proposed Project Principal, the proposed Project Manager and any Sub-consultants. Include brief resumes for each individual, identifying their qualifications in Similar Projects and applicable professional registration numbers, if relevant. Provide an organization chart indicating roles of all individuals involved in this project. For the purposes of this RFP, a Similar Project is one encompassing developing and operating an industrial park or related businesses such as a port, or brownfield (not officially brownfield) rural industrial facility, a transload facility, or a similar facility within the last five years.
4. Similar Projects: list of Similar Projects completed by the project manager as lead.
5. Subcontractors: A list of sub-consultants or sub-contractors, if any, to be used and the work they will perform.
6. Other Project and/or Commitments: List of other projects or businesses in which the firm is currently engaged with schedules that overlap this project and a statement that your firm and project manager have the capacity to complete the project in the required time frame.
7. Project Schedule: Proposed project schedule including milestone dates.
8. Financial stability: statement of proposer's financial stability.
9. Insurance: evidence of insurance coverage that meets SCIDA requirements
10. Primary contact: indicate the primary contact , who will be a Project Manager and day- today contact for the project
11. Government relations: describe the firm's familiarity with local governments and regulatory agencies.
12. Other information as requested.

Electronic copies of the proposal will be accepted in a pdf format. Please submit to terese@thayer-carver.com

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IX. FIRM SELECTION PROCEDURE

- A. The method of selection will be in general accordance with the SCIDA's Policy for the Selection of Professional Services. The Board of Directors of the SCIDA will appoint a Selection Committee to evaluate proposals and recommend selection.
- B. The SCIDA reserves the right to invite the top ranking proposals for an interview, out of which it is expected that one Firm will be selected. The proposals will be evaluated and will be based on the following criteria:
 - A. Qualifications of the Firm: The selected Firm must be knowledgeable, experienced and reputable in their existing and proposed business for the use of the Depot. This will be exhibited by experience in handling similar projects or business, and comprehensive project development approach. (15 points)
 - B. Financial capability and availability of capital. The selected firm must demonstrate financial capability and the necessary resources to invest its own capital into the project. The IDA may, to the extent possible, support the selected firm's pursuit of local, state, and national matching funds. (15 points)
 - C. Analysis of Project: Information requested in the RFP was completely addressed in the proposal (items 1-11 under section VIII above); Demonstrated an understanding of services required and exhibited a well devised plan of how the development will be accomplished. (5 points)
 - D. Creative solutions are presented exhibiting an understanding of the challenges of regional economic development including an understanding of the local community. (20 points)
 - E. Experience: Demonstrated experience and expertise of project manager and team members assigned to project. (15 points)
 - F. Availability: Demonstrate the capacity to integrate project into current workload and the ability to meet milestones and develop and implement the proposed solution. Availability to keep the SCIDA and appropriate representative informed on the progress of the project, attend meetings on short notice and resolve issues in a timely manner. (10 points)
 - G. References on Similar Projects: (10 points)
 - H. Communications and Project Management: Ability to communicate and cooperate with advisory committees, ability to maintain budgets and deadlines, and ability to meet SCIDA's requests and requirements; Overall quality of work . (10 points)

The Selection Committee will review and score proposals received. Non selected Firms will be notified that SCIDA is declining further consideration of their proposal. The Director of SCIDA or designated appointee will conduct negotiations with the highest ranked Firm representative. If an agreement cannot be reached, SCIDA may negotiate with the second most qualified Firm. In the event an agreement cannot be reached with the second most qualified Firm, then SCIDA may

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negotiate with the third most qualified Firm. SCIDA is under no obligation to enter into an agreement. All costs associated with proposal preparation are the responsibility of the submitting Firm. Submitted proposals shall remain the property of the SCIDA. If you have any questions regarding this RFP, please contact Terese Hunwick via e-mail at terese@thayer-carver.com.