

Open Call for Project Proposals to the Greater Binghamton Fund

Background

The Greater Binghamton Fund (GBF) is a twenty-million dollar (\$20,000,000) financial incentive program designed to encourage the development and execution of key projects within targeted zones in Greater Binghamton's urban cores, or "iDistricts" as identified in the Southern Tier Upstate Revitalization Plan, *Southern Tier Soaring*. Through this program, the downtown iDistricts within the City of Binghamton, Village of Endicott, and the Village of Johnson City will be transformed into vibrant centers of commerce, innovation, and shared community spaces.

The GBF is guided by the Greater Binghamton Work Group, (GBWG) one of five Southern Tier Regional Economic Development Council (REDC) associated work groups formed in support of the *Southern Tier Soaring* plan. The GBWG is comprised of local representatives from a variety of relevant industry and geographic backgrounds with expertise in the fields of project financing and development, regional planning and development, among others.

The GBWG is now seeking proposals for projects that meet the goals and objectives for GBF funding, as described in the following pages. The GBF is intended to include a combination of public and private projects to help build the Greater Binghamton Innovation Ecosystem. The goal of the GBF is to identify key economic development opportunities and recommend projects for funding that will have a transformative impact on each downtown community. All projects must submit a proposal through this solicitation in order to be considered for funding through this program.

Important – Please Note:

Submissions associated with this Open Call for Proposals are due no later than 4 PM on January 19, 2018, as further detailed in the Submittal Requirements section of this Call for Proposals.

Informational meetings regarding this initiative will be held on the following dates, co-hosted by Empire State Development, the Mayors of each iDistrict community, and the Greater Binghamton Work Group.

- Tuesday, December 12th, 2017 at 3:00 PM
Endicott Visitors Center, 300 Lincoln Avenue, Endicott, NY
- Tuesday, December 12th, 2017 at 6:30 PM
Koffman Southern Tier Incubator, 120 Hawley Street, Binghamton, NY
- Monday, December 18th, 2017 at 7:00 PM
Johnson City Courthouse, 31 Avenue C, Johnson City, NY

All interested applicants are urged to attend one of these sessions. Program Representatives will be available to respond to any specific inquiries about the Open Call for Proposals and Greater Binghamton Fund process in general.

Eligible Project Areas

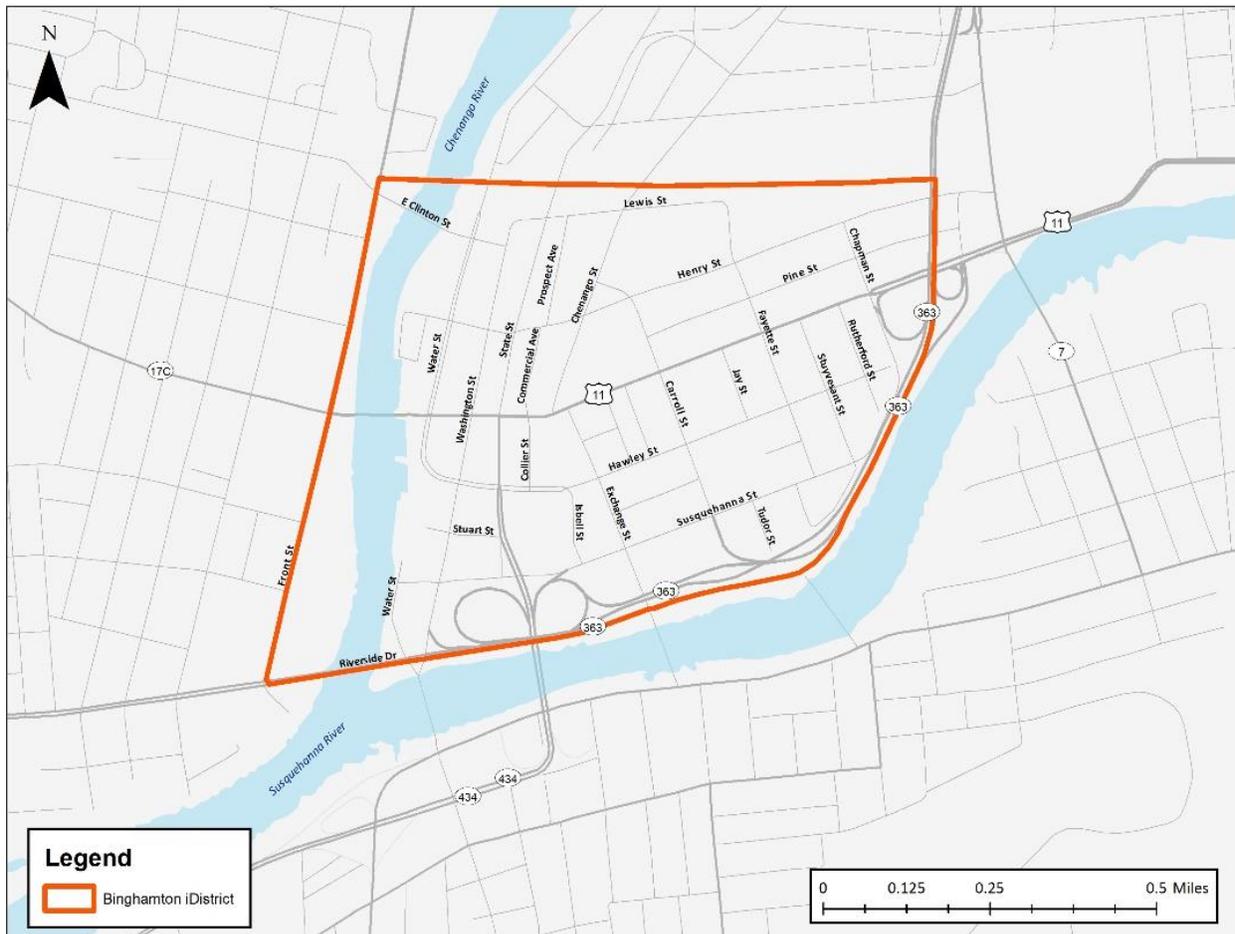
With input from all three communities, the Southern Tier REDC identified clear boundaries for each Innovation District (iDistrict). The iDistrict concept encourages investments that create clusters of innovative businesses, public spaces, housing options and lifestyles. The iDistrict concept calls for leading industrial anchor institutions and related companies to cluster and connect with startups, business incubators and accelerators. iDistricts are physically compact, transit accessible, technically-wired and offer mixed-use housing, office, and retail.

Eligible projects must be located within the geographic boundaries of the designated innovation districts (iDistricts). The total area of all three iDistricts is approximately 1,000 acres; with 361 acres in the City Binghamton, 283 in the Village Johnson City and 356 in the Village of Endicott. Boundaries of the Binghamton iDistrict, Endicott iDistrict and Johnson City iDistrict are depicted in the maps included with this document.

The three iDistricts are anchored by significant economic drivers including the Southern Tier High-Technology Incubator (Binghamton), the Binghamton University School of Pharmacy and Pharmaceutical Sciences (Johnson City), and the Huron Campus (Endicott). Although these targeted areas have historically experienced higher rates of unemployment, poverty and vacant or blighted properties, these areas are positioned to leverage the opportunities presented by various anchors and a significant level of investment.

Binghamton iDistrict

The Binghamton iDistrict is generally bound by Front Street to the west, the Susquehanna River to the south, Route 363 to the east, and the railroad tracks to the north. The Binghamton iDistrict is anchored by the Southern Tier High-Technology Incubator.



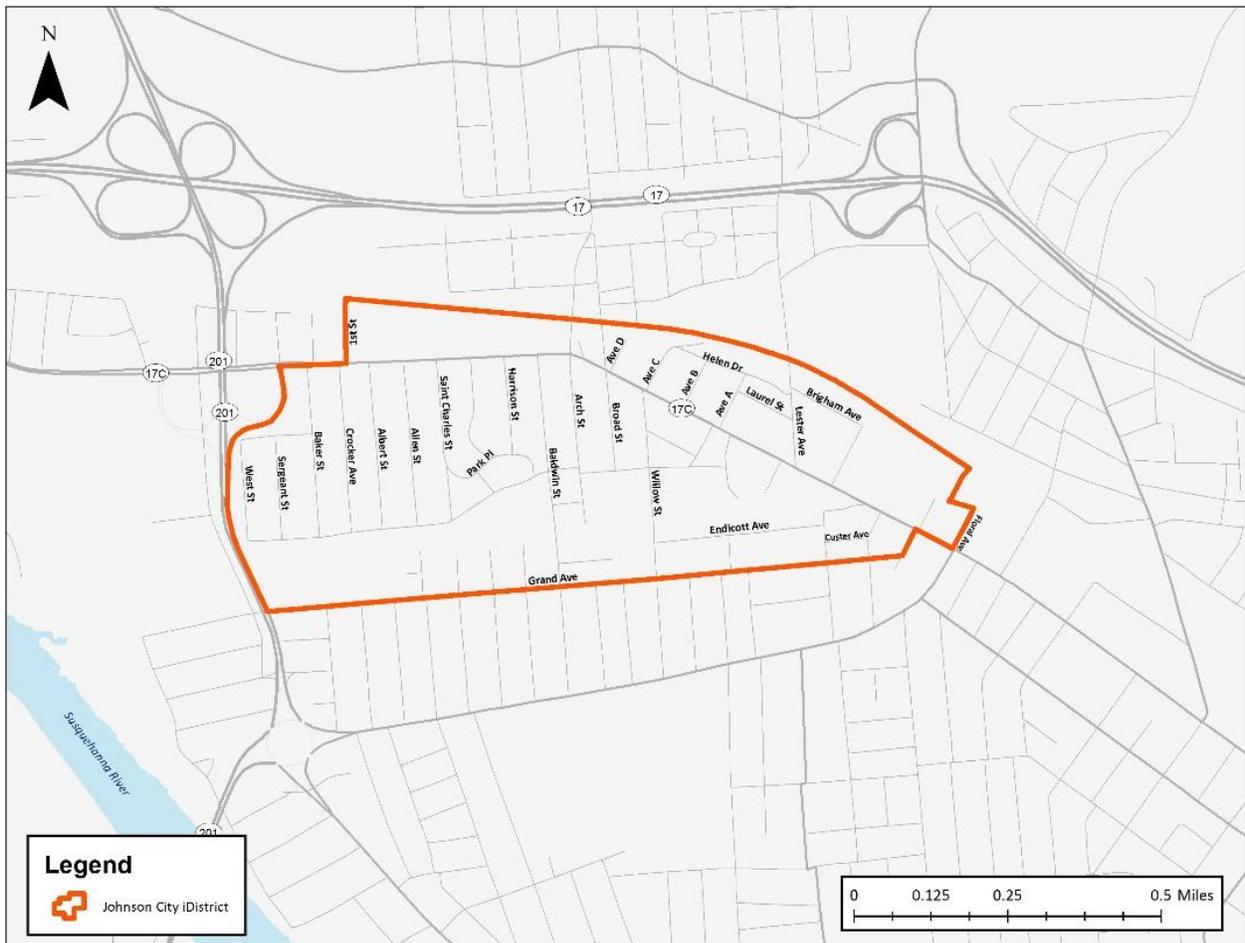
Endicott iDistrict

The Endicott iDistrict is generally bound by Harrison Ave and Robble Ave to the west, 17C to the south, Kentucky Ave and Hayes Ave to the east, and Jenkins St to the north. The former site of IBM Endicott, now the Huron Campus, sits between the commercial core of the Endicott – Washington Avenue – and a Little Italy district that is testimony to the Italian immigrants who once worked at Endicott-Johnson shoe factories. The Endicott iDistrict is anchored by the Flexible Printed Electronics Technology and Industrial 3D Printing Centers and other major anchors such as BAE Systems.



Johnson City iDistrict

The Johnson City iDistrict is generally bound by Route 201 to the west, Grand Ave to the south, Floral Ave to the east, and Little Choconut Creek to the north. The Johnson City iDistrict will be anchored by the Southern Tier Health Sciences and Technology Innovation Park, a cohesive community of academic and healthcare anchor institutions, healthcare-related businesses, cultural amenities and residents.



Eligible Projects

The GBF is comprised of three (3) financial incentive programs. Projects that incorporate smart city technologies, energy efficient development including LEED certification and green infrastructure, innovative design approaches, co-working/collaboration spaces, and design guidelines will be given extra consideration. Projects that incorporate multiple sites are encouraged. Regular maintenance or deferred maintenance costs are not eligible.

Proposed projects must fall into one of the following established programs:

Commercial and Mixed-Use Property Revitalization Program (CMPRP)

The CMPRP will provide financial assistance grants for projects that result in visible and impactful improvements to the Greater Binghamton iDistricts. Eligible applicants must demonstrate financial and development capacity, site control of proposed development, and alignment with desired municipal land use and development goals. Only sites negotiated at fair market value (FMV) will be considered.

Representative Example Project Types include:

- Rehabilitation and adaptive reuse of existing buildings
- Facade improvements
- Revitalization/re-purposing of brownfields and vacant property
- Land or building acquisition as part of a larger redevelopment project
- New construction projects – commercial or industrial or mixed use
- Investments into community anchors
- Mixed use development projects

iDistrict Housing Rehabilitation Program (i-HRP)

The i-HRP is a grant program to promote increased transformative housing rehabilitation and/or responsible multi-family ownership within the iDistrict. The intent of this program is to address blight in residential areas within each iDistrict through new construction, demolition and rehabilitation projects. Eligible applicants must provide a scope of work and program budget to secure funds to acquire and rehabilitate available residential housing. Only sites negotiated at fair market value (FMV) will be considered.

Representative Example Project Types include:

- New and rehabilitated multi-family housing development
- Selective demolition directly linked to a larger housing rehabilitation project
- Mixed income housing projects
- Market rate housing projects

Streetscape Improvement Program (SIP)

The SIP is intended to encourage streetscape improvements within the iDistrict boundaries in order to stimulate private investment. The purpose of the program is to provide financial assistance to improve public spaces, pedestrian walkways, create shared community spaces, and other projects to encourage private investment. To be eligible for the SIP grant program the project must be located in the public right-of-way or be dedicated for public use. Repaving or regular maintenance of sidewalks is not an eligible activity.

Representative Example Project Types include:

- Bicycle and pedestrian amenities
- Sidewalks and pedestrian walkways
- Landscaping, concrete pavers, lighting or other streetscape improvements
- Shared community spaces that promote a live/play/work environment
- Purchase and installation of street furniture, trash receptacles and/or signs
- Public Art

Project Selection Criteria

The Greater Binghamton Work Group will review all proposals, and will utilize the following criteria to rank each project:

- Catalytic Potential
 - How will the project spur additional development, activity, and other improvements in the Greater Binghamton ecosystem and individual i-districts?
- Community, Economic, and Fiscal Impact
 - What benefits will the project have for Greater Binghamton and the region as a whole?
- iDistrict programming
 - Does the project contribute to iDistrict programming? Does the project further the iDistrict vision and goals (as described on pages 3-5)?
- Sustainability
 - Does the project align with the [State Energy Plan](#)? Will the project be LEED certified? Will the project include green technology/infrastructure?
- Estimated Project Cost
 - What is the total project cost? How much funding would be requested from the GBF? Will the project leverage additional public and/or private funds? ***Proposals that demonstrate greater leverage of private and non-state funding and provide a compelling argument for need will be given top priority and be considered the most competitive.***
- Site Control and Regulatory Challenges
 - Does the applicant own property? If not, is there a possibility of either purchasing the property or partnering with the current owner? What are the regulatory challenges, if any?
- Readiness and Timeline
 - How soon can the project begin? How realistic is the project timeline in the near and/or mid-term?
- Clarity and Capacity of Responsible entities
 - Does the applicant have an established portfolio of work? Does the applicant currently conduct similar work? Is there additional capacity needed?
- Feasibility
 - Is the project economically feasible? Is there a demand for this type of project?
- Public Support
 - Public support will be evaluated by members of the community during the GBF review process. If the project has already been presented in a prior planning document or has received support in a public setting, is that documented?

Submission Requirements

The following section outlines the specific requirements and relevant deadlines for responses to this Open Call for Project Proposals associated with the Greater Binghamton Fund.

Submission Instructions and Key Dates

All submissions are due no later than 4:00 PM on January 19, 2018.

Responses to the questions on pages 10-11 should be submitted in a Word document format.

Additional attachments, such as renderings, site plans or studies supporting the project, may be provided in separate attachments, in PDF format.

Submissions shall be submitted electronically to:

Sabina Mora, Project Manager
Empire State Development
Sabina.Mora@esd.ny.gov

Submission of Questions

In addition to the Public Informational Workshops, questions regarding this open call may be submitted in writing to:

Sabina Mora, Project Manager
Empire State Development
Sabina.Mora@esd.ny.gov

The deadline for questions is January 5, 2018 at 4:00 PM. ESD will respond to questions on an individual basis.

Format of Submittals and Required Information

Please provide the following information with as much detail as possible. The Greater Binghamton Fund Work Group will use this information to evaluate the potential for your project to receive financial assistance through the Greater Binghamton Fund.

1. Applicant Information

Please provide name of applicant and contact information, as well as any general information about the individual or organization.

2. Project Title and Description

Provide a clear project name and a detailed description of the project, including the project location, type of project, and any other project details that are available.

Identify how the project will help transform Greater Binghamton.

Describe the actions needed to implement the project and any challenges or obstacles.

Provide photographs of the site and surrounding area, as appropriate (may also be included as attachment).

If applicable, provide renderings, site plans and other graphics that help to define your project proposal (may also be included as attachment).

For any details that are still being defined, describe potential options that are under consideration.

3. Preliminary Funding Estimate

Provide preliminary total costs for the project in the following format (add additional rows as needed):

Use of Funds	Amount	Source of Funds
Ex: Construction, Machinery, etc.		Ex: Private, GBF Grant, etc.
TOTAL =	<i>\$Total Amount of Project Costs</i>	

Clearly identify sources of potential funding, including private sources, GBF funding requested, and other sources. If available, please provide five years of operating pro formas.

If a project has not yet have developed cost estimates or identified sources of project funding, provide as much detail as possible at this stage.

4. Identification of the Responsible Parties and Project Partners

Identify the entities responsible for development, management and long term sustainability of the project.

Include a list of other public or private entities needed to implement the project (e.g., if the site is not owned by the applicant, the property owner should be listed).

Address the capacity of the responsible parties to implement the project.

5. Site Ownership/Legal Jurisdiction

Identify site ownership/jurisdiction over the project/initiative.

Identify any site control issues and proposed resolution.

Identify any known or potential environmental conditions on or near the site.

Document ownership by the applicant or written consent from the ownership entity and, if different, the entity that has legal control of the site consenting to the application for GBF funding and, if awarded, agreeing to use GBF funds as outlined in the application.

6. Anticipated Impact

Describe benefits associated with the project. This could include direct and quantitative (e.g. direct, net new jobs) or qualitative (social and community benefits). Your submission must describe the types of benefits that the project is expected to provide and how it will achieve those benefits for the community.

Examples of revitalization benefits include:

- Permanent job creation
- Urban design and beautification
- Attraction of new residents, businesses, and visitors
- Additional private investment
- Increased tax revenues

7. Timeframe for Implementation and Project Readiness

Include a general timeline and phasing strategy for implementation of the project.

Additional Information

If a project plan is still in development, provide as much information as possible. Part of the GBF process will be to evaluate and develop priority projects. The project proposal should demonstrate that the project is feasible and will have a meaningful impact on the Greater Binghamton iDistricts.

Members of the program team may reach out to applicants after submission of project proposals for clarification on included items or to request additional information.

Notice of a funding award will be given in the form of an incentive proposal outlining the terms of the proposed assistance. The award is subject to approval of the managing agency and compliance with applicable laws and regulations. **Project funding may only be used for expenses incurred after the date that notice of the funding award is given.** Applicants are strongly encouraged to review and countersign the incentive proposal prior to starting the project.

The essential terms for the disbursement of assistance are included in the incentive proposal. Although funding is offered prior to project commencement as an inducement to undertake the project, **funds are disbursed in arrears**, as reimbursement for eligible project expenditures.

All required public approvals must be in place prior to the start of construction and approval by the state, including State Environmental Quality Review (SEQR) and consultation with the State Historic Preservation Office, if applicable. Physical work on a project may not be started prior to the completion of any necessary environmental, historic and/or smart growth review.

For projects with job creation and/or retention, job numbers will be verified using the employer's NY-45 and NY-45 ATT and/or payroll reports prior to disbursement of funds and annually thereafter through the required reporting period.

In accordance with the requirements of Article 15-A of the New York State Executive Law: Participation By Minority Group Members and Women With Respect To State Contracts, projects awarded funding shall be reviewed by the managing state agency's Office of Contractor and Supplier Diversity, which will set business and participation goals for minorities and women. Such goals shall typically be included in the incentive proposal. Please note that some agency-wide MWBE utilization goals are 30%. Each project will be assigned an individual contract-specific goal, which may be higher or lower than 30%. Should an Applicant receive a funding award, the Applicant shall be required to use good faith efforts to achieve the prescribed MWBE goals assigned to this project. Applicants must maintain such records and take such actions necessary to demonstrate such compliance. Failure to achieve the specified MWBE goal may result in award reduction.

A \$250 Application Fee, payable when funding is documented in an Incentive Proposal, and a one percent (1%) non-reimbursable commitment fee based on the grant amount awarded will be assessed to all awardees. The commitment fee will be due when the Applicant executes documents required for processing the award, after approval by the managing agency. The Applicant will be obligated to pay for out-of-pocket expenses incurred by the managing agency in connection with the project, including, but not limited to, expenses related to attorney fees, appraisals, surveys, title insurance, credit searches, filing fees, public hearing expenses and other requirements deemed appropriate by the managing agency.

Projects having a hotel as a principal function will be required to demonstrate compliance with Section 2879-b of Public Authorities Law regarding labor peace if funding is awarded. Public Authorities Law Section 2879-b prohibits public authorities from providing financing for any project that includes, as one of the principal functions, a hotel with more than fifteen employees unless a labor peace agreement ("LPA") is entered into with a labor organization representing hotel or convention center employees in the State, for a period of at least five years. An LPA is an agreement between the project developer (or its contractors) and a labor organization prohibiting the labor organization and its members from engaging in labor activities that disrupt the hotel's operations.