



**Empire State  
Development**



**OVG**  
OAK VIEW GROUP



# REQUEST FOR EXPRESSIONS OF INTEREST

## Community Center Operator in Elmont, NY

**Issued: February 6, 2023**

Designated Contacts for this Procurement:

Primary Contact: John F. Discolo

Secondary Contact: Ralph Volcy

All contacts/inquiries shall be made by email to the following address:

[belmontoutreach@esd.ny.gov](mailto:belmontoutreach@esd.ny.gov)

**Please send submissions to the following Dropbox link:**

<https://www.dropbox.com/request/NlelPxOp698elcOZhYMM>

**Expressions of Interest Submission Deadline: March 8, 2023 by 2:00PM EST**

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## I. Introduction

Empire State Development (“ESD”) promotes the growth of the New York State economy by, among other things, encouraging business investment/job creation, and supporting diverse, prosperous local economies across the State through loans, grants, tax credits, real estate development, marketing and other forms of economic assistance.

### **BACKGROUND**

In 2018, ESD selected New York Arena Partners (“NYAP”) through a competitive Request for Proposals (“RFP”) process to redevelop surplus formerly state-owned land adjacent to the Belmont Park thoroughbred horseracing facility in Elmont, New York.

During the following year, ESD approved a General Project Plan (“GPP”) for the Belmont Park Redevelopment Civic and Land Use Improvement Project (the “Project”), that enabled the redevelopment of underutilized parking lots into UBS Arena, a retail village, and a hotel, as well as the design and construction of a community facility among other land improvements and amenities.

For more information about the Belmont Park Redevelopment Civic and Land Use Improvement Project including a copy of the GPP, visit: <https://esd.ny.gov/belmont-park-redevelopment-project>.

Pursuant to the GPP, NYAP and/or its affiliates are expected to fund a community space of approximately 10,000 square feet that provides education and career readiness services focused on local youth of all ages.

NYAP intends to secure and buildout a site of up to 10,000 square feet within the unincorporated Hamlet of Elmont to serve as a community center. The site will be leased to an operator at no cost for up to 10 years, with an option to extend. Additionally, NYAP will form a working group with representatives from NYAP and the community that will support additional fundraising efforts to sustain operation of the community center.

### **INVITATION TO SUBMIT EXPRESSIONS OF INTEREST**

ESD, in coordination with NYAP, invites organizations with the appropriate experience, qualifications and capacity (“Respondents”) to submit responses to this Request for Expressions of Interest (“RFEI”) to program, operate, and manage a 10,000 square foot community facility at a location to be determined within the unincorporated Hamlet of Elmont, New York. This is a unique opportunity to coordinate with NYAP to serve the surrounding community.

The respondent will be expected to have the capacity to operate a community center with an annual budget of approximately \$600,000 - \$1 million. The conditionally designated community facility operator would receive the following benefits:

- Rent-free community facility for up to 10 years, with an option to extend
- Fundraising support from NYAP and a working group of community representatives.

## **RFEI TIMELINE**

<b>Event</b>	<b>Date &amp; Time</b>
RFEI Release Date	February 6, 2023
Deadline to Submit Questions	February 15, 2023 by 5:00 PM EST
Responses to Questions posted	February 22, 2023 by 5:00 PM EST
Deadline to Submit Responses	March 8, 2023, 2023 by 2:00 PM EST

## **II. Solicitation Objectives**

The purpose of this RFEI is to identify interested organizations with the ability to program, operate and/or manage a youth-focused community facility in Elmont, New York. Responses will be reviewed by ESD, the Project's Community Advisory Committee, and NYAP. Respondents may be asked to provide additional information, participate in a competitive selection process, or negotiate terms with NYAP with the potential for conditional designation as the community facility operator.

### **RESPONDENTS**

Respondents to this RFEI may include entities with requisite experience and capacity to operate and manage the proposed community facility and deliver programming serving youth and meeting other proposed community facility programming directly or through partnerships with other providers. The ideal respondent would have experience operating a similar site on Long Island or New York City whose Board or executive staff reflect the constituents of the project and/or have community roots.

### **PROPOSED FACILITY**

The community facility of approximately 10,000 square feet across up to three floors is expected to be purchased, designed, and constructed by New York Arena Partners and its affiliates, with input from the respondent as well as from community residents and youth. Site location is to be determined but expected to be within unincorporated hamlet of Elmont in the Town of Hempstead, in Nassau County. The facility is expected to be accessible to and serve community residents.

Respondents may propose alternative available local sites as part of a submission. It is anticipated that the selected operator/manager of the facility will get the opportunity to weigh in on site selection and improvement. Note that NYAP has budgeted \$5 million to contribute to this project, so funds not expended on purchasing and building out the facility will be available to support operating expenses.

### **PROGRAMMING CONSIDERATIONS**

Programmatic uses for the space must include youth education and career readiness services such as:

- Afterschool programming
- Indoor sports (basketball, dance)
- Indoor activities/clubs (i.e., Chess club, arts & cultural programming)
- Tutoring and test preparation
- College preparation/information hub for high school students

- Community meeting space and family activities
- Summer programming
- Gardening/agriculture
- Civic engagement, peer support, and youth leadership activities
- Entrepreneurial skills
- STEM activities

The following potential programmatic uses of space have also been identified through a community engagement process but are not required:

- Programs for Adults
  - Workforce development/Job training and placement programs
  - Continuing education for adult learners
  - Recidivism prevention/reduction programs
- Support for Seniors
  - Health information (dental/vision screenings etc.)
  - Resource hub for the aging
  - Recreation/activities
  - Fitness
- Consumer education programs
- Entrepreneurship support/education programs
- Small business resources programs
- Other programming separate from or related to the above that may be beneficial to the local Elmont community

### III. Response Requirements

Responses should include the following:

- The Respondent's organizational structure, including all members of the Respondent team
- Contact information including name, address, telephone number, and email of the individual who will be authorized to act on behalf of the Respondent as the primary contact and who is available to answer questions or requests for additional information.
- Relevant experience and qualifications for operating, managing and programming proposed facility
- The Respondent's history providing culturally relevant programming
- Potential programmatic uses
  - Include any partnerships that may aid in the delivery of such uses
- Potential operations and facility management plan
- Illustrative operations and programmatic budget(s)
- Respondent's current publicly available financial information

- The Respondent’s plan for engaging local youth and community members in the design of the space and the program, including their history of serving youth in the community, or if not in the Elmont community, similarly situated communities

## IV. Response Submission Instructions

A digital submission with the phrase “**RFEI Elmont Community Center Operator**” in the title should be transmitted to ESD by 2:00 PM EST on March 8, 2023 via the following Dropbox link:

<https://www.dropbox.com/request/NlelPxOp698elcOZhYMM>

ESD may consider requests for extensions of time for submission. Any extension will be posted on the ESD site.

### RFEI INQUIRIES

Questions from prospective Respondents may be submitted to ESD via dedicated email prior to the response submission date. Please see Schedule of Dates when all answers to questions will be posted on the NYSCR and ESD website. Questions should be sent to [belmontoutreach@esd.ny.gov](mailto:belmontoutreach@esd.ny.gov).

## V. General Provisions

The issuance of this RFEI and the submission of a response by a Respondent or the acceptance of such a response by ESD and NYAP does not obligate ESD in any manner. ESD reserves the right to:

- i. amend, modify, or withdraw this RFEI;
- ii. revise any requirement of this RFEI;
- iii. require supplemental statements or information from any responsible party;
- iv. accept or reject any or all responses hereto;
- v. extend the deadline for submission of responses hereto;
- vi. negotiate potential contract terms with any Respondent;
- vii. communicate with any Respondent to correct and/or clarify responses which do not conform to the instructions contained herein;
- viii. cancel, or reissue in whole or in part, this RFEI, if ESD and NYAP determine in their discretion that it is its best interest to do so; and
- ix. extend the term of any agreement on terms consistent with this RFEI.

ESD may exercise the foregoing rights at any time without notice and without liability to any responding firm or any other party for its expenses incurred in preparation of responses hereto or otherwise. All costs associated with responding to this RFEI will be at the sole cost and expense of the Respondent.

All information submitted in response to this RFP is subject to the Freedom of Information Law ("FOIL"), which generally mandates the disclosure of documents in the possession of ESD upon the request of any person unless the content of the document falls under a specific exemption to disclosure.

ESD reserves the right, in its sole discretion, to retain and use all the materials and information, and the ideas and suggestions therein, submitted in response to this solicitation (collectively, the "Response Information") for any purpose. By submitting a response, each Respondent waives any and all claims against ESD relating to ESD's retention or use of the Response Information.