



REQUEST FOR PROPOSALS
for the
Purchase and Redevelopment of
61 Park Avenue
Binghamton, NY 13903



Proposal Due Date: 4:00 p.m. on Friday, May 24, 2024

I. INTRODUCTION

The Broome County Land Bank Corporation (“BCLBC” or “Land Bank”) is a New York not-for-profit corporation dedicated to fostering economic and community development by acquiring, holding managing, developing and marketing distressed, vacant, abandoned and underutilized properties within Broome County.

The BCLBC is soliciting a Request for Proposals (“RFP”) from qualified interested parties for the purchase and redevelopment of 61 Park Avenue, Binghamton, NY 13903. The BCLBC is the current owner of the property. **Property will be sold “as-is”.**

The BCLBC’s Board of Directors will evaluate the RFPs submitted and select one purchaser/developer, as determined by the Board of Directors in its sole discretion. All RFPs will become part of the Land Bank’s files without any obligation on the Land Bank’s part.

II. PROPERTY DESCRIPTION

61 Park Avenue (Tax Map # 160.80-4-12) is located on the South Side of the City of Binghamton, between Vestal Avenue and Morris Street. The parcel is 100’ wide and 159’ deep. The surrounding area is primarily residential, with some commercial areas nearby that includes a grocery store, restaurants, medical facilities, etc.

The vacant, two-family residence at 61 Park Avenue was constructed in 1900. The first-floor unit is 1,059 square feet, and has two bedrooms, one bathroom, kitchen and shared living space. The second-floor unit is 927 square feet, and has three bedrooms, one bathroom, kitchen and shared living space. The building will require significant restoration/renovation due to outdated and incomplete systems, incomplete kitchens and bathrooms and years of deferred maintenance. The property is being sold in “as-is” condition and no warranties are made regarding the property’s condition.

For photos of 61 Park Avenue, please see “Exhibit A”.

III. ENVIRONMENTAL CONDITIONS

An asbestos survey, radon testing, and lead testing were performed by Delta Engineers, Architects, & Surveyors, DPC, on the property in November 2023. Copies are available for review electronically upon request to LandBank@BroomeCountyNY.Gov.

IV. CITY BOARD REVIEW

The property is located in a residential district, but is not within a Historic District. Due to the age of the home, your proposal may need approval from one or more City Boards including but not limited to the Zoning Board, Planning Commission or Commission of Architecture and Urban Design. Please consult with the City of Binghamton’s Planning Department regarding whether your proposal will need to be approved by such boards.

V. SITE ACCESS

The property will be available for access and inspection on Friday, May 10, 2024 at 10:00 AM. Please contact Robert O'Donnell at 607-778-6736 or via email at LandBank@BroomeCountyNY.Gov to confirm attendance. The building is deteriorated and all utilities are disconnected. Visitors should wear appropriate clothing and closed-toe shoes, must bring a flashlight, and will be required to sign a release before entering the property.

VI. PURCHASE PRICE

Completed proposals must include an offered purchase price. The BCLBC is suggesting a minimum \$10,000 purchase price for the property. Per the Land Bank's disposition policy, the Board of Directors may select a winning proposal that does not contain the highest offered purchase price for a variety of reasons consistent with the BCLBC's mission and purpose.

VII. PROPOSAL FORMAT

To be considered for selection, your proposal must include the following:

A. Respondent Information

1. Cover letter of interest
2. Identify Point of Contact for Proposal, including name, mailing address, email address, phone and fax number
3. Brief history and description of individual or firm
4. Resumes of key individuals including their roles and responsibilities for this project

B. Development Approach

1. Offered Purchase Price
2. Detailed project description and proposed approach to redevelopment of property
3. Project phasing, inclusive of detailed project timetable
4. Proposed budget, including funding sources.
5. Any unique attributes of the project, such as approach, partnerships, public benefit, etc.

Note: Any design/site plans proposed for the redevelopment of 61 Park Avenue, City of Binghamton, are subject to review by the appropriate boards and committees of the City of Binghamton.

C. Relevant Project Experience (up to 3 relevant completed projects)

1. Project name and location
2. Project description (partners, financing, project schedule/completion, etc.)
3. Project cost (budgeted and actual)

D. Qualified References

1. Contact information of at least two (2) qualified references.

E. Supplemental Documents

1. Copy of applicant’s Photo ID
2. List of all properties owned in Broome County, if applicable
3. List of all members, partners and shareholders, if applicable
4. Articles of Incorporation or Articles of Organization, if applicable
5. Signed copies of a Purchaser Certification, attached hereto as “Exhibit B”

VIII. QUESTIONS RELATING TO RFP

All questions pertaining to this RFP shall be submitted on or before 4:00 P.M. on **Friday, May 17, 2024** via email to Jessica Haas, BCLBC Executive Director or Robert O’Donnell, Assistant Director at LandBank@BroomeCountyNY.Gov.

IX. SELECTION PROCESS

A. Anticipated Timetable

The BCLBC expects to undertake the selection process according to the following schedule:

RFP release date:	05/02/2024
Site visit date:	10:00 A.M. on 05/10/2024
Closing date for RFP questions:	4:00 P.M. on 05/17/2024
Deadline for submission of proposals:	4:00 PM on 05/24/2024
Deadline for proposal review:	by 06/14/2024
Selection of Purchaser/Developer:	No later than 06/25/2024

**This schedule subject to change at the discretion of the BCLBC*

B. Proposal Evaluation

Proposals will be evaluated and scored based on the following criteria:

Proposed Project	(maximum 40 points)
Offered Purchase Price	(maximum 35 points)
Relevant Project Experience	(maximum 25 points)

X. PROPOSAL SUBMISSION

To be considered, respondents must submit a complete response to this RFP providing all the required information outlined in *Section VII, Proposal Format*.

Interested parties shall submit one (1) version of their proposal to the BCLBC office by hand or mail by 4:00 p.m. on Friday, May 24, 2024 to:

Robert O'Donnell, Assistant Director
Broome County Land Bank Corporation
County Office Building, 5th Floor
60 Hawley Street
Binghamton, NY 13901

Electronic versions may be submitted via email to LandBank@BroomeCountyNY.Gov no later than 4:00 p.m. on Friday, May 24, 2024.

The BCLBC is not liable for any costs incurred by respondents prior to naming the project's preferred developer. The contents of the response of the selected individual or firm will become contractual obligations should a contract be entered as a result of the RFP.

Respondents may be asked to make an oral presentation to the BCLBC Board of Directors. The purpose of this would be to provide respondents an opportunity to elaborate their qualifications and ensure mutual understanding of the project.

The BCLBC reserves the right to reject any or all responses as a result of this RFP or to negotiate with any or all responding firms.

EXHIBIT A – PHOTOS (Exterior)



EXHIBIT A – PHOTOS (Interior)









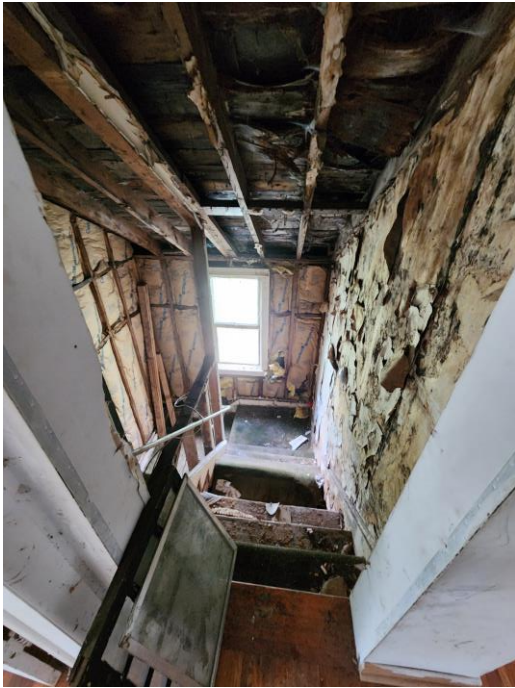


EXHIBIT B

PURCHASER CERTIFICATION

I hereby certify that:

1. I understand that back taxes, outstanding code violations or unresolved foreclosures on any property that I own would cause my application to not proceed until such issues are resolved.
2. All information provided in the application is complete, accurate and current.
3. I will maintain the property in accordance with all land use, zoning and property maintenance laws and ordinances.
4. I will pay all costs and fees associated with the property, the closing of this transaction and any future related transactional costs, including any and all delinquent taxes and outstanding water assessments, if applicable.
5. I agree that the Broome County Land Bank may decline my offer to acquire this property for any reason. All sales are subject to approval by the Land Bank's Board of Directors.
6. I agree that if my offer is accepted and I have been provided with a contract for sale, I will have three business days to execute the contract. If I do not execute the contract within three business days, the BCLBC reserves the right to cancel the transaction and sell the property to the second buyer. Buyer will have an additional three days from the signing of the sales contract to review it with an attorney and to seek attorney approval. If I do not notify the BCLBC that I do not have an attorney, or that my attorney does not approve the contract within that three business days, I waive that contract contingency and the contract will be deemed approved.
7. I authorize the Broome County Land Bank to conduct a background check and agree to provide such information as may be necessary to permit such action.
8. I understand that all BCLBC properties are sold in "as-is" condition and no warranties are made regarding property condition. The applicant assumes all responsibility to investigate, and if necessary repair the physical condition of the properties or of any structures or improvements located on any of the properties.

Applicant Name (Print): _____

Signature: _____

Date: _____

Co-Applicant Name (Print): _____

Signature: _____

Date: _____