

Request for an Expression of Interest

HNA Palisades Premier Conference Center The Town of Orangetown





A. Introduction

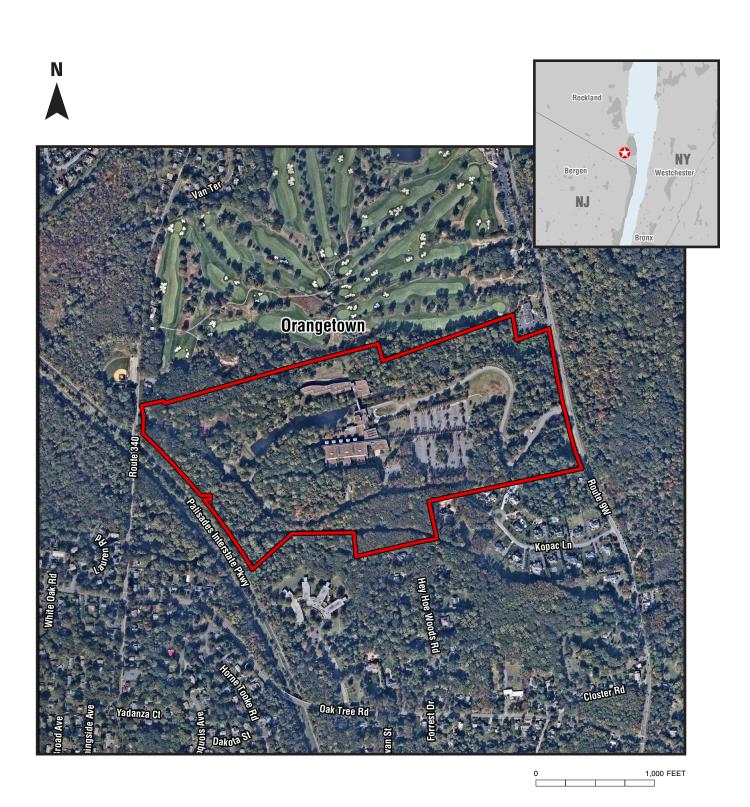
The Town of Orangetown (the "Town") seeks to engage a Preferred Developer (or Preferred Development Team) to redevelop the HNA Palisades Premier Conference Center ("Project Site" or "Palisades Center"). The Palisades Center, with its beautiful grounds and prime location, offers a significant redevelopment opportunity.

The Project Site is currently owned by HNA Training Center NY, LLC. It was purchased from IBM in 2016, and operated by HNA as a hotel-conference center. The hotel-conference center officially closed and ceased operations in 2020. The Town has been approached by various private entities that might be interested in acquiring and redeveloping this closed and currently underutilized Site. The Town is interested in attracting and considering future development, planning and zoning with respect to the Project Site that would meet its vision for maximizing, revitalizing and redeveloping the Site, in coordination and cooperation with HNA where feasible.

The Town has indicated to HNA and potential redevelopers that is has certain redevelopment goals and visions for the Site that it believes will benefit the community as stated herein. A rezoning of the Site, as well as other cooperation with the Town, may be

required to facilitate redevelopment opportunities. The Town indicated to HNA and potential redevelopers that have approached it, that should a redevelopment proposal meet the development goals and visions stated herein, the Town would commit to cooperating with such redeveloper in considering the necessary zoning changes and other approvals. The Town passed a Resolution on October 1, 2020, to initiate the Request for an Expression of Interest ("RFEI") process and on December 15, 2020 to circulate the RFEI, and formally commence this process. Further information related to the Town's interest in the Project Site is included in the attached Resolutions (see **Attachment A**).

The purpose of this RFEI is to obtain concept proposals from qualified developers ("Respondents"). The Town intends to select one of the Respondents as its "Preferred Developer" for redevelopment of the Project Site. The Town would work with the Preferred Developer to assist the Developer in acquiring the Project Site as necessary, as well as advance the requisite rezoning, comprehensive plan amendments, and other Town approvals to facilitate the redevelopment of the Project Site with a high-end use or mix of uses that it believes will generate substantial economic and other benefits for the community.



B. Redevelopment Vision & Goals

The Town of Orangetown is seeking a redevelopment project that revitalizes this exceptional property and provides a positive benefit to Town residents and taxpayers. The Town's goal is to maximize the redevelopment of this underutilized property for the benefit of the community. The Town envisions a use that will have the public purpose of enhancing the sound growth of the Town, increasing its tax base, preserving key environmental on-site features, providing public amenities and uses, and encouraging good design standards—a marquis project that contributes to the vibrancy of the community.

The Project should establish a clear community benefit, whether through the creation of new tax revenue, significant job growth, and/or community use (e.g. public trails, bike paths, etc.).

The Project may comprise a single-use or a mix of compatible uses. Types of uses to be considered include, but are not limited to:

- Commercial
- Recreational
- Hotel or conference center
- Spa or wellness center
- Corporate headquarters
- Medical office campus
- Movie studio
- Residential
- Live/work community
- · Senior/assisted living community



c. Schedule of Dates

Table 1 presents key dates with respect to the submission and evaluation of responses to this RFEI. The Town of Orangetown is committed to advancing the development of the Palisades Center Site in a thoughtful, transparent, and inclusive manner. The Town has established timeframes to advance the RFEI's review such that the Town Board is able to make an informed final decision

within a reasonable timeline. As such, **Table 1** presents key dates in the RFEI process and potential dates and durations for the Environmental Review and Site Plan Review processes for the preferred developer. While conceptual, the duration of these two processes is indicative of the Town's anticipated pace of review.

Table 1: RFEI and Entitlements Timeline

Action	Date
Distribution of RFEI	12/22/2020
Respondents' Site Visit Meeting*	1/15/2021
Written Questions Due**	1/19/2021
Town Distributes/Posts Responses to Questions	1/22/2021
RFEI Responses Due to Town	2/8/2021
Notification of Finalists	2/22/2021
Town Interviews Finalists	Week of 3/1/2021
Town Selects Preferred Developer	3/15/2021
Environmental Review (SEQRA), Rezoning, and Entitlements (Site Plan) Process	(TBD)

Notes:

- * Participation required; absences may be granted for extenuating circumstances.
- ** Questions regarding the RFEI must be submitted in writing. Questions and responses will be distributed to all Respondents and will be posted on the Town's website on 1/22/2021. Responses will not be provided before that date.
- *** Questions may also be directed to the Town's Special Counsel, Michale Zarin, Esq. at (914) 682-7800.

D. Site Description

The Project Site is an approximately 106 acre parcel located at 334 Rte 9W, Palisades, NY 10964 (Tax ID 78.13-1-1). The Project Site is currently zoned Office Park District (OP). It is generally bounded by the Rockland Country Club to the north, Route 9W to the east, the Palisades Interstate Parkway to the west, and the Esplanade at Palisades (a retirement community) and single-family homes to the south. The Town will consider proposed zoning changes, if necessary, to facilitate redevelopment of the Site.

Existing Site Buildings

The Palisades Center is currently developed with a 206-room hotel and conference center totaling approximately 450,000 square feet. Existing building and site improvements include a restaurant and bar/lounge, indoor pool, 15 meeting rooms, fitness center, business center, terrace, garden, tennis courts, and picnic area. The Project Site was developed with roughly the current building footprint and development program in 1986. A 2016 existing conditions survey is included in **Attachment B**.













Surrounding Areas

The Town of Orangetown is an attractive, vibrant, town located in the Hudson River Palisades. The Project Site is located in an area of scenic and natural beauty, with

Tallman Mountain State Park directly across 9W and Piermont Marsh 0.5 miles to the east, and the historic Palisades hamlet to the south. The Project Site is located just 20 miles north of New York City.

Table 2: Select Characteristics of Orangetown

Total Population (2019)	49,833
Persons under 18 years (2019)	19.6%
Persons 65 years and over (2019)	19.2%
Owner-Occupied Housing (2014-2018)	73.5%
Median Value of Owner-Occupied Units (2014-2018)	\$478,100
Median Gross Rent (2014-2018)	\$1,537
Median Household Income (2014-2018)	\$105,267
Bachelor's Degree or Higher (2014-2018)	52.2%

Source: QuickFacts, US Census Bureau (Accessed 10/29/2020)

Natural Resources

The Project Site is sloped, ranging from a low elevation of 120 feet at the north, to a high point of approximately 190 feet at its south. An unnamed NYSDEC

regulated Class B stream traverses the Project Site in an east west direction. A series of dams and bridges cross the stream creating ponds and water features in the center of the Project Site. There are no mapped NYSDEC wetlands on the Project Site.

Natural Resources Map 334 Route 9W, Palisades, NY 10964 Freshwater Emergent Wetland (PEM) Freshwater Forested/Shrub Wetland (PFO, PSS) Freshwater Pond (PUB, PAB) Riverine (R) NYSDEC Freshwater Wetlands Rockland PFO1A **PUBHh** R2UBH PABHID Bergen NJ PFO1E Bronx **PFOIA** PSS1/EM1E Orangetown **R5UBH** PUBHI PFO10 **PFO1E** R4SBC TAPOCIN KAPOCIN JREN RD PEM1/SS1E COOL CLOSTER RD Data source: U.S. Fish and Wildlife Services, May 2016, and New York State

Department of Environmental Conservation, USGS The National Map,

https://basemap.nationalmap.gov/arcgis/rest/services/USGSTopo/MapServer

E. Required RFEI Contents

Responses to this RFEI should include the information below.

Respondent Description and Qualifications

This section of the response requests information on the Respondent's Project Team, including the Lead Development Firm and supporting design and other professional consultants. Please provide:

- Contact information for the Respondent's Project Team including names, titles, address, phone and e-mail;
- Principal officers from the Lead Development Firm authorized to negotiate with the Town;
- Description of the Lead Development Firm's history and ownership, and identification of the key individuals that will be assigned to the Proposed Project;
- Lead Development Firm's experience with comparable redevelopment projects. Briefly describe at least three projects with the year completed, total project cost, and provide illustrations;
- Description of the Project Team that will be assigned to the Proposed Project specifying the lead design firm and if known, the lead planner, site engineer, traffic consultant, environmental/ sustainability consultant, and other key consultants. Please provide a one-page qualification for firm and one-page resumes for the key individuals assigned to the team;
- Provide information pertaining to the Project
 Team's experience working with various governmental entities and elaborating on the team's
 knowledge of local zoning, local planning board
 processes, and New York State Environmental
 Quality Review Act (SEQRA);
- Provide information pertaining to the Project Team's experience with constructively engaging with an involved and educated citizenry on a high-profile project within a community;
- Provide two municipal references with which the Lead Development Firm has worked. For each, provide: the name of the municipality, brief description of project,



contact name and title, e-mail address, phone number, and address; and

• Team organization chart.

Description of Proposed Project

This section of the response should describe the specific project being proposed and should include the following information.

Proposed Program

Provide programmatic information on the various uses proposed, including, at a minimum, the following information:

- Uses Location, size, and nature of uses proposed;
- Units Number of residential units proposed and approximate breakdown of unit types in terms of number of bedrooms (if applicable);
- Community Uses Location, design, and potential programming of indoor and outdoor community uses and open spaces; and
- Connectivity Location and conceptual design of the Project elements that provide for enhanced physical connectivity between the Project Site and surrounding community.

Site and Architectural Plans

This section should describe and illustrate the overall approach to site planning and should describe:

- How the Proposed Project would meet the Town's redevelopment vision and goals
- How the Proposed Project would create a vibrant addition to the Town that is respectful of the neighboring residential community;
- How the Proposed Project would physically and visually connect to the Town;
- How the Proposed Project provides and encourages thoughtful, efficient, and safe pedestrian and vehicular circulation; and
- The Public access to indoor and outdoor amenities within the Project Site.

Specifically, this section should include:

- A Conceptual Site Plan illustrating the location of the various uses proposed;
- Elevations, sections, and renderings illustrating the Proposed Project's height, massing and materials;
- Narrative and illustrations of the architectural features and materials included in the Proposed Project;

- Description and concept illustration of publicly and privately accessible open spaces, including landscaping and hardscaping design; and
- Description of the Proposed Project's approach for creating a model of sustainability in the construction and operation of the Project.

Public Benefits

The Response should clearly describe the ways in which the Proposed Project benefits the Town of Orangetown, including: the provision of indoor and outdoor community uses and/or spaces within the Project Site; improvements to the visual and aesthetic character of the Project Site; and, the provision of a fiscal benefit to Orangetown taxpayers.

Zoning Proposal

The response must include a narrative describing the Respondent's proposed zoning paradigm, including proposed zoning text and map amendments that may be necessary to effectuate the Proposed Project.

Construction Sequencing and Project Timeline

The response must include the proposed construction sequencing or phasing of the various project components, including the estimated duration of each phase.



F. Selection Criteria

The Town Board will evaluate and rank the development proposals relative to the criteria listed below. Upon selection of a short list of development proposals, finalists will be invited for one or more formal interviews with the Board to discuss details of their proposal.

The Town Board will select a Preferred Developer and will enter into negotiations on the terms of an agreement that will allow the Preferred Developer to pursue redevelopment of the Project Site by making a formal application to the Town Board. Among other things, this agreement will specify the relative roles and responsibilities of the Town and the Preferred Developer, a

schedule for development, acquisition of the Property, and any specific financial, property and procedural details agreed to by the parties. This agreement will also include performance guarantees and penalties for lack of performance. The final agreement will be subject to a formal, public, vote of the Town Board.

The Town reserves the right to augment the selection criteria at its sole discretion.

1. Respondent Qualifications

- a. The managerial and financial experience and capacity of the Lead Development Firm to successfully execute a marquis mixed-use project on time and on budget.
- b. The Lead Development Firm's experience in designing, permitting, constructing, leasing/ tenanting, and operating/managing products similar to the one being proposed and requiring similar levels of coordination with local, state, and regional agencies.
- 2. Proposed Project: Design, Product, Public Benefits, Construction
 - Excellence in design and the product being proposed are critical to the long-term success of the Palisades Center property. The redevelopment of the Project Site is intended to create a place that the community can be proud of for generations. As such, the Proposed Project will be evaluated based on:
 - a. The design, massing, and architectural character of the buildings and spaces included in the Proposed Project.
 - b. The (non-financial) benefits that accrue to Orangetown residents through:

- i. Indoor and outdoor community oriented uses and open spaces;
- ii. Integration with and connectivity between the Project Site, its component parts and the surrounding neighborhoods; and
- iii.Increased vibrancy through the establishment of a unique destination or select business.
- c. The use of innovative design, construction, and programming concepts within the Proposed Project that increase the project's benefits to the community and help establish a marquis project for the Town of Orangetown.
- d. The sustainable construction, building, and site features that are a part of the Proposed Project.

3. Financial

The Town is interested in maximizing the Proposed Project's financial benefit to Town taxpayers, consistent with the design and programmatic goals outlined above. The following criteria below will be evaluated to determine the Project's potential financial benefits:

- a. Long-term financial viability of the Proposed Project's operations.
- b. The net fiscal benefit to Orangetown taxpayers based on anticipated recurring costs and revenues to the affected taxing jurisdictions, including the South Orangetown Central School District. The Town, with the assistance of their consultants, will be estimating the net fiscal effects of the Proposed Projects based on information provided by the Respondents and the Town's consistent assumptions on costs and revenues to the appropriate taxing jurisdictions.



G. Due Diligence

Respondents should assume that the Project Site, including land, improvements, and any supporting building infrastructure, would be available to the Preferred Developer "AS IS" and "WHERE IS" without representation, warranty, or guaranty as to quantity, quality, title, character, condition, size, or kind, or that the same is in condition or fit to be used for the Respondent's purpose.

The Preferred Developer shall be responsible, at its sole cost and expense, for remediating any contamination that is found on the Project Site in compliance with all applicable environmental laws, and shall indemnify the Town against any liability associated with such remediation.

The Preferred Developer, at its sole cost and expense, is responsible for conducting all due diligence investigations such as environmental site assessments, including sampling and testing of the soil, sediments and ground water (if any). No representation or warranty is made or shall be given by the Town or any other entity as to any environmental condition at, or under the sites, all of which are offered as is, where is. The term "environmental condition" as used herein includes but is not limited to any hazardous and/or toxic substance



as defined in any State or federal law, rule or regulation, solid waste, petroleum and/or petroleum by-products, endangered species of fauna or flora, archeological feature or artifact or any other matter or site condition which may affect the development of the Project Site.

The Preferred Developer recognizes that the Town presently does not have ownership or control of the Project Site, and makes no commitment or warranty that it can acquire said control in the future, although the Town will cooperate with a Preferred Developer in obtaining such control as necessary.

H. Proposal Submission Instructions

Submission

All responses must address each item outlined in Section F and must be received by the Town prior to the deadline of 2/8/2021 at 4:00 PM EDT.

Hard Copies

Please submit four (4) complete hard copies of the proposal addressing all submittal requirements.

Digital Copies

Please submit one digital copy (i.e., PDF of narrative and drawings/exhibits) of the response on a USB drive.

Packages containing proposals shall be sealed, bearing on the outside the Responder's name, address and plainly marked "RFEI: Palisades Center." Submittals should be delivered to:

Orangetown Town Hall 26 W Orangeburg Rd, Orangeburg, NY 10962 Attention: Allison Kardon

Site Visit

The Town of Orangetown will host a Site Visit on 1/15/2021. The meeting will begin at 10AM EDT. Respondents are required to confirm attendance via email to: akardon@orangetown.com, providing names and email addresses for all attendees. Respondents are encouraged to bring key consultants to the Site Visit.

Participation in the Site Visit is required for teams submitting a response to this RFEI.. The Town, at its sole discretion, may excuse an absence from the site inspection meeting due to extenuating circumstances.

Inquiries

Written inquiries regarding this RFEI will be accepted by the Town of Orangetown through 1/19/2021 at 4:00 PM EDT. All inquiries should be sent to mzarin@zarin-steinmetz.com. Questions sent in another format or to a different individual than specified above, may not receive a response.

The Town will respond to inquiries received by the deadline above. Responses, along with the questions, will be distributed directly to all potential Respondents that have provided email contact information to the Town, and will be posted on the Town's website by 1/22/2021.

Statement of Limitation

This RFEI does not represent a commitment or offer by the Town of Orangetown to enter into an agreement with a Respondent or pay any costs in preparation of a response to the RFEI. The timely responses and any information made part of the response will not be returned to the sender. The RFEI and the Preferred Developer's response to the RFEI may, by reference, become a part of the final Development Agreement between the Preferred Developer and Town of Orangetown.

The Town of Orangetown reserves the right to modify the timetables set forth in this RFEI. Notice of revised timetables, if any, will be sent to each developer receiving this RFEI and posted on the Town's website.

The Town of Orangetown reserves the right to reject all proposals without cause.

There shall be no binding agreement, and the Town of Orangetown shall have no liability to any party in connection with this matter, unless and until a formal written agreement is voted upon by the town board, and fully executed and delivered between the Town and the party claiming that there is an agreement with, or liability on the part of, the Town of Orangetown.



Confidentiality of Documents

If a Respondent believes that any portion of the information it is submitting in response to this RFEI is exempt from disclosure pursuant to the New York Freedom Information Law ("FOIL"), the particular information for which exemption is claimed should be

clearly identified and submitted on separate pages in the hard copy submissions and separate electronic files on the USB submission. The basis for the claimed FOIL exemption should be clearly described.

k. Other Documents

The Town has made available additional information for use by Respondents, which information can be accessed here: https://www.orangetown.com/

The Town makes no representation or warranty concerning the accuracy, completeness, or utility of information made available at this website or otherwise provided to the Respondents.

L. Defined Terms

HNA Training Center NY, LLC – Current owner of the Project Site

Project Site – The HNA Palisades Premier Conference Center.

Respondent – A developer, or Development Team/ Project Team, that submits a proposal to the Town in accordance with this RFEI.

Lead Development Firm – The developer, or development company, that is the primary developer, or development company, associated with a response to this RFEI.

Project Team – The team of professional design and other consultants supporting the Lead Development Firm in creating a response to this RFEI.

Preferred Developer – The Respondent that is selected by a vote of the Orangetown Town Board, in accordance with the process described in this RFEI, to enter into negotiations with the Town and HNA for the redevelopment of the Project Site.

Proposed Project – The programmatic and physical components of the development proposed by a Respondent for the Project Site.

Photos of the existing HNA Palisades Center sourced from promotional websites and materials.

Attachment A **Town Board Resolution**



TOWN CLERK TOWN OF ORANGETOWN TOWN HALL

26 ORANGEBURG RD. ORANGEBURG, NY 10962

TEL: (845)359-5100 FAX: (845) 359-5126 townclerk@orangetown.com

STBM 10/1/2020

RESOLUTION NO. 432 REQUEST FOR EXPRESSIONS OF INTEREST FOR POTENTIAL REDEVELOPMENT

WHEREAS, the Town Board is desirous of attracting and considering future development, planning and zoning with respect to the property (the "Property") known as HNA Palisades located at 334 Route 9W, Palisades, New York (Parcel ID: 78.13-1-1), in cooperation with the current private property owner who has expressed an interest in selling the Property, and

WHEREAS, the Town has a vision for maximizing, revitalizing and redeveloping the currently underutilized and vacant property for the benefit of the community, with a use that will have the public purpose of enhancing the sound growth of the Town, increasing its tax base, preserving key environmental on-site features, providing public amenities and uses, and encouraging good design standards; and

WHEREAS, in furtherance of these goals, the Town is seeking interest from the development community for site development concepts that would meet the Town's vision and comprehensive plans of utilizing the property for the benefit of the community, by soliciting expressions of interest and proposals from potential redevelopers, and

WHEREAS, recognizing that in order to properly evaluate the Property and plan for redevelopment, it was necessary and in the best interests of the Town to engage the services of a professional planner in such review and plan for redevelopment; and

WHEREAS, on August 18, 2020 via Town Board Resolution 2020-368, the Town Board authorized the engagement of AKRF Environmental Planning and Engineering Consultants, White Plains, New York ("AKRF Agreement") to, in coordination with AKRF and the Town's Special Counsel, Zarin & Steinmetz: (i) examine the economic feasibility and environmental considerations of potential uses for the Property, and (ii) prepare and circulate Request for Expressions of Interest ("RFEI") to potential redevelopers, which will, among other things, specify the Town's redevelopment vision, and submission requirements, and

WHEREAS, while the Town seeks to work in cooperation and good faith with the current owner of the Property in encouraging an appropriate development plan and possible redeveloper for the Property, and has approached said owner accordingly, the Town has

RESOLUTION NO. 432 - Continued

determined that it would be in everyone's best interest to commence the process herewith as provided in this Resolution; and

WHEREAS, the Town recognizes that should the property owner not be willing to voluntarily cooperate in the acquisition of the Property in accordance with the outcome of the RFEI and development process herein, the Town, as a last resort, may consider exercising its condemnation authority as provided under applicable State law; and

NOW THEREFORE BE IT RESOLVED, that Town Board finds that it is in the best interests of the Town for (i) AKRF and Zarin & Steinmetz to immediately commence the RFEI process as described herein, and (ii) authorizes the Supervisor, Town Attorney and their designees, to undertake, in their discretion, any

actions they deem reasonably necessary to commence and execute the condemnation process, if and when they deem appropriate, in accordance with and pursuant to New York State Eminent Domain Procedure Law, Article 2, and its implementing regulations.

Councilperson Denis Troy offered the above resolution, which was seconded by Councilperson Thomas Diviny and was Adopted:

Motion: 5 - 0

Ayes: Councilperson Paul Valentine, Councilperson Thomas Diviny, Councilperson Denis Troy,

Councilperson Jerry Bottari, Supervisor Teresa M. Kenny

Noes: None

STATE OF NEW YORK,
ROCKLAND COUNTY, } S.S.
TOWN OF ORANGETOWN

I, Rosanna Sfraga, Town Clerk, of said Town of Orangetown, County of Rockland hereby certify that I have compared the foregoing copy of Resolution No. 432 adopted at the 10/1/20 Special Town Board Meeting, with the original now on file in said office, and find the same to be a true and correct transcript therefrom and of the whole of such original.

IN TESTIMONY WHEREOF, I have hereunto subscribed my name and affixed the seal of said Town of Orangetown,

This 22nd day of December, 2020

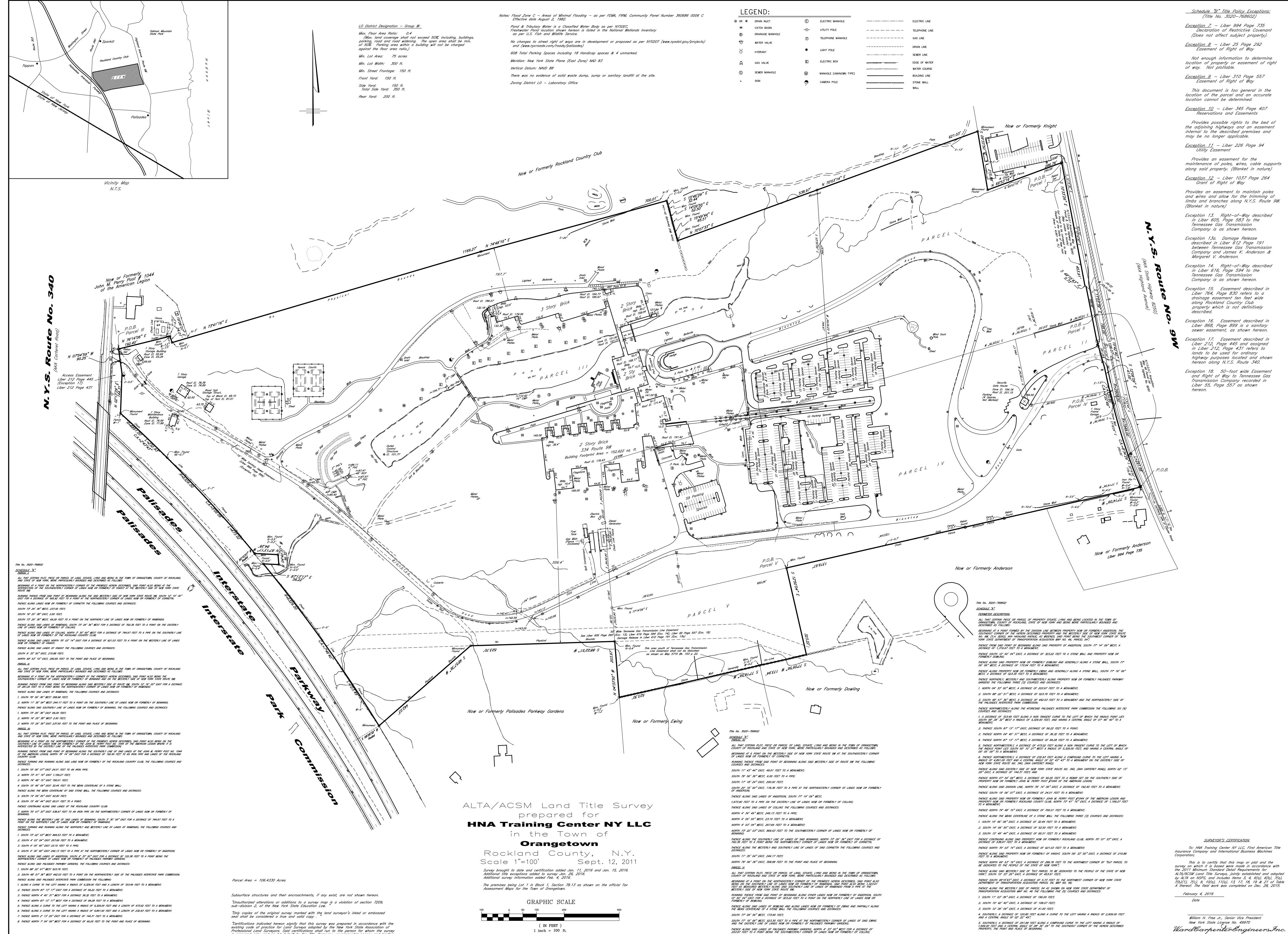
Town Clerk

Attachment B 2016 Property Survey

76 Mamaroneck Avenue

Email: bfree@wardcarpenter.com Phone: (914) 949-6000

White Plains, N.Y. 10601



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 Job # 47416–49019–49059–51899

is prepared only, and on his behalf to the Title Company, governmental agency and lending

institution listed hereon, and to the assignees of the lending institution . CERTIFICATIONS ARE NOT TRANSFERABLE TO ADDITIONAL INSTITUTIONS OR SUBSEQUENT OWNERS . "

THENCE ALONG SAID LANDS OF COLLINS, NORTH 4° 33' 50" WEST FOR A DISTANCE OF 122.38 FEET TO A PIPE AT THE SOUTHWESTERLY CORNER OF LANDS NOW OR FORMERLY OF RAIMONDO;

THENCE ALONG SAID LANDS OF RAIMONDO, NORTH 77" 14' 09" EAST FOR A DISTANCE OF 650.29 FEET TO THE