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REQUEST FOR PROPOSAL

Commercial Real Estate Services

Released September 17, 2024

Due October 2, 2024, at Noon

To Whom It May Concern:

The Warren Washington Industrial Development Agency (WWIDA) is seeking competitive Request for Proposal (RFP) from any qualified parties interested in proposing Commercial Real Estate Service outlined herein for:

1. Sale or lease of the **Canalside Energy Park** (~80 acres) located at 470 Lock 8 Way in Fort Edward, New York, preferably in its entirety.
2. Sale of the **Airport Industrial Park Phase II** Ferguson Lane lots (~24 acres) in Kingsbury, New York.

Site Descriptions

The Canalside Energy Park, formerly the GE Dewatering and Sediment Processing Facility, built 2008 to 2010, is currently owned and operated by the WWIDA. The GE Hudson River PCB dredging project ended in 2016 and the site was fully decommissioned per EPA-approved facility demobilization and restoration plan by 2019. Site ownership was transferred to the WWIDA in 2020 to promote regional economic activity.

Today, the Canalside industrial-zoned site has three commercial tenants, TDI/CHPE for construction contractor Kiewit, SMS Rail Lines, and Hour Electric. TDI/CHPE is leasing various areas for engineering trailers and construction laydown/storage until

2Q 2026. SMS Rail Lines is leasing a portion of the site for exclusive rail shipping activity until December 2030. Hour Electric is leasing the 25,000 SF building for mobile and other equipment storage on a month-by-month basis. The currently available space on the Park site is the 41,000 SF building and surrounding area. Refer to the Site Information and 2026 Availability Presentation in Appendix A and the Site Fact Sheet in Appendix B.

The Airport Industrial Park Phase II Ferguson Lane lots comprises 24.13 total acres (8 lots) of which approximately 16.17 acres are unrestricted for industrial development. The western edge of the area is serviced with three-phase electricity, natural gas, water, and sewer. Refer to the current GIS lot map in Appendix C and the 2020 wetland delineation map on Appendix D.

Scope of Services

The selected firm will be responsible for assisting the WWIDA with commercial brokerage services, representing the WWIDA's interest in marketing and negotiating sale or lease of assigned real estate properties, vetting buyers or tenants, and potentially providing other commercial real estate related services as requested for a three-year period.

The successful respondent shall agree to contract to provide the following:

- Advice regarding property sale and/or leasing valuation;
- Strategic planning for property sale and/or leasing;
- Progress updates and maintain timely telephone and e-mail contact with staff when there are active interests and transactions;

In addition, the successful respondent may also be required to:

- Make presentations at WWIDA public meetings;
- Consult with WWIDA counsel on real property deed restrictions and/or conditions (e.g., easements, covenants, etc.);
- Handle all other customary activities and services associated with real estate transactions.

Deliverables may include valuation, marketing and strategic planning reports as specified in each task order that may be issued during the term of the agreement.

Submission Requirements

When responding to this request, please send appropriate information including the following:

1. Description of firm and staff qualifications, experience, and availability. Applicants are encouraged to emphasize their relative areas of expertise.
2. Identify the primary staff contact to serve as a project manager for assigned work.
3. List of two references and description of similar transactions that the firm was involved in.
4. Proposed listing agent commission fees for sales and leases. Please also include a recommendation on offering a commission to a selling agent.
5. Proof of Insurances:
 - a. Certificate of Commercial General Liability Insurance providing the following minimum limits (copy of ACORD form):
 - \$2,000,000 General Aggregate
 - \$1,000,000 Each Occurrence for Combined Property Damage and/or Bodily Injury including Death
 - \$1,000,000 Commercial Auto Liability required for vehicles on site
 - b. Certificate of NYS Workers' Compensation Insurance Coverage
 - c. Certificate of NYS Disability Benefits Insurance
6. Proposals are to be submitted by email to Chuck Barton by October 2, 2024, at Noon.

Selection Process and Criteria

The WWIDA intends to evaluate the qualifications of the firms proposing to provide the services and intends to select the firm which, in the WWIDA's judgement, is the most qualified firm and the firm that would best serve the WWIDA's interests, subject to negotiation of fair and reasonable compensation. In evaluating proposals, the IDA shall utilize the following factors:

- The overall capability of the firm to complete the project scope, along with the overall expertise with like projects.
- The technical skills and expertise of the team identified for this project.

- Communication skills related to the firm/team's ability to prepare written information in a clear and concise manner.
- Proposed fee structures.

Subsequent to reviewing and evaluating competitive proposals, the WWIDA may, at its sole discretion, choose to interview some or all firms responding, prior to final selection.

The WWIDA reserves the right to reject any and all proposals in its sole discretions and reserves the right to waive any and all informalities if deemed in the best interests of the WWIDA.

Other

This RFP will be posted on the WWIDA website and will be solicited from potential real estate brokers, firms, and/or agents.

Questions pertaining to the RFP shall be directed to Chuck Barton, CEO via email. The questions and responses shall be posted on the WWIDA website and emailed to known prospective bidders.

Proposals and any related RFP communication will be considered publicly available information and subject to NYS Freedom of Information Law (FOIL).

If there is interest in tours of the site, please contact Chuck Barton to schedule a mutually convenient time.

Thank you for your interest.

RFP Contact

Chuck Barton
Chief Executive Officer
chuckbarton@warren-washingtonida.com
(518) 480-8669 mobile

APPENDIX A

Canalside Energy Park

Site Information & 2026 Availability Presentation

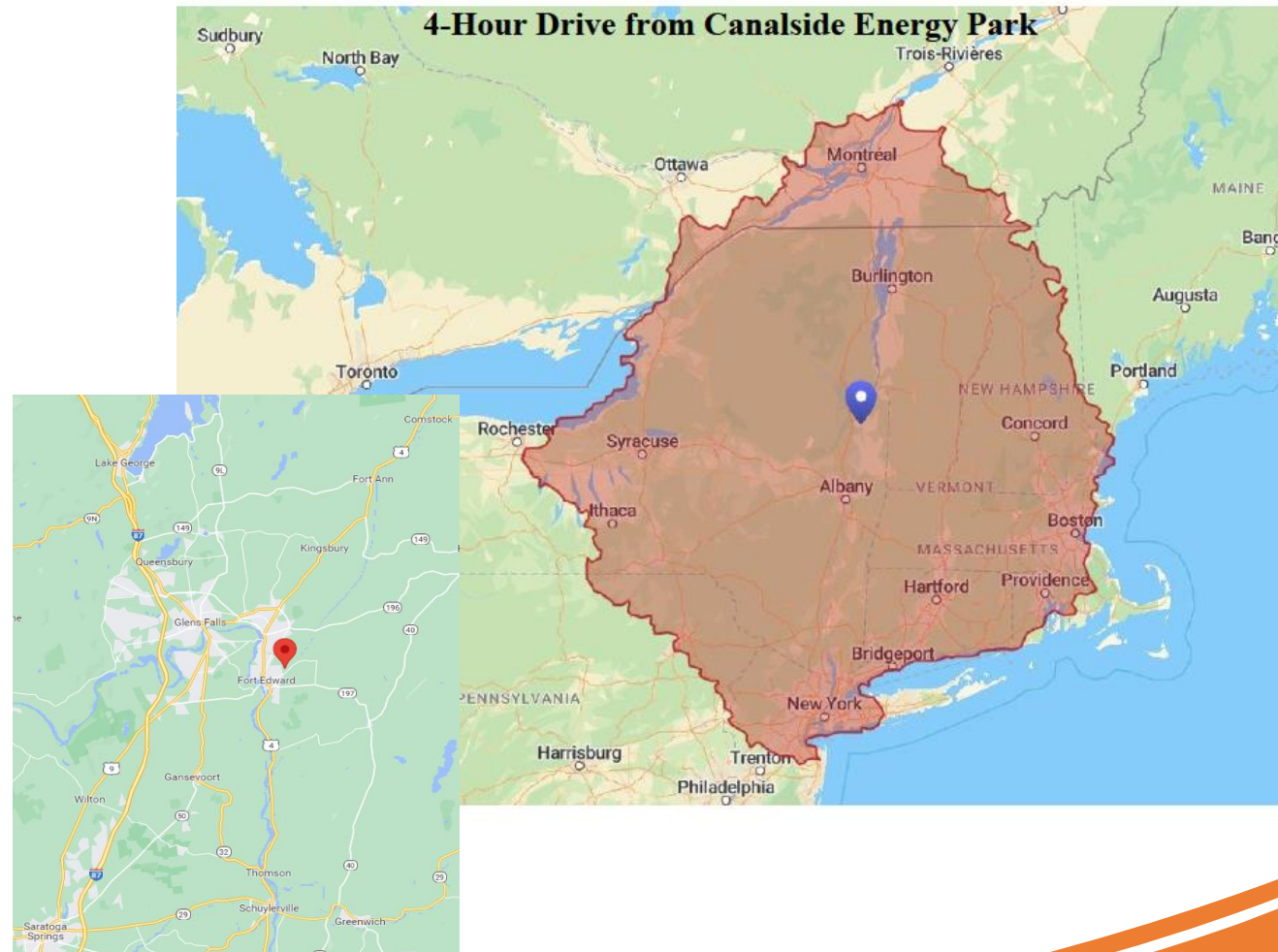
September 2024

Canalside Energy Park

Located in
Fort Edward, NY
*(Former GE Hudson
River Dredging
Dewatering Site)*

Halfway between
**New York City
and Montreal**

Within 4-hour drive
of 8 major
economic centers



Canalside Energy Park Overview

Site

- 80 Acres
 - Industrial Zoned
 - 41K & 25K SF Bldgs.
 - Concrete pavement
 - 34.5 KV Substation
 - Fiber Optic
 - Stormwater System
 - Minimal Flood Zone
- ## Multimodal Transport

- CPKC Rail Class I
- SMS Rail Class III
- Champlain Canal
- Interstate-87 8 miles to exit
- Albany Airport 50 miles



Canalside Energy Park

Infrastructure Investments & Sources

NBRC \$600,000 Approved (2022-2023 Actual)

- New Wastewater System Engineering
- Upgrade Water System Engineering
- Stormwater Offset Planning (per DEC requirements)
- Regulatory Approvals

HUD Congressional \$950,000 Approved (2023-2030 Actual)

- Water & Wastewater Systems Engineering, Bidding & Construction Management
- Initial Construction Work

FAST NY \$4,739,000 Approved (2024-2026 Underway)

- Water & Wastewater Systems Construction & Commissioning

Canalside Energy Park 2024 Tenants



TDI/CHPE
Kiewit
Leased to 2Q26

SMS Rail
Lines
Leased to 12/2030

Hour
Electric
Month-By-Month

Canalside Energy Park 2026 Availability



Available
Space
2026

SMS Rail
Lines
Leased to 12/2030

Hour
Electric
Month-By-Month

Approximate
Boundary Line

APPENDIX B
Canalside Energy Park
Site Fact Sheet
September 2024

Canalside Energy Park

470 Lock 8 Way

Fort Edward, New York, 12828

Brief Fact Sheet

September 2024



Site and Buildings

- Property:
 - 80 acres developed with concrete pavement, owned by WWIDA, Tax IDs 163.15-1-4 and 163.-2-20.1
 - Zoned M-1 Industrial.
 - Neighboring undeveloped 330 acres including wetlands, privately owned.
 - Area of Minimal Flood (Zone C).
- Existing Commercial/Industrial Buildings:
 - 41,000 SF, clear span overhead, 32' at center, 13 overhead doors.
 - 25,000 SF, with columns, 32' at center, 5 overhead doors.
 - Both have automatic garage doors for large vehicles.
- Site and portions are available for lease or purchase.

Infrastructure

- 34.5 KV substation with 5 transformers throughout site. 9.5 MW capacity. Substation can be increased to 115 KV, source less than two miles away.
- Sewer Connection & Water Expansion to be completed by 2Q26 (\$6.3M).
- Natural Gas 6-inch 35 psi line ~1,000 feet away.
- First Light Fiber (enterprise system), Spectrum Fiber (from East St), AT&T CLEC (along rail tracks).
- Comprehensive stormwater system.

Canalside Energy Park Transportation

- Located within 3-hour drive of New York City, Montreal, and Boston.
- CPKC Railway Class I - New York City, Albany, and Montreal
- Site Rail Spurs 3.5 miles - SMS Rail Services Class III.
- NYS Champlain Canal access via an 8-acre industrial wharf.
- Port of Albany ~54 miles south, ~1 hour drive.
- Interstate-87 - Exit is ~8 miles west, ~20-minute drive.
- Albany International Airport ~50 miles south, ~1 hour drive.

Former GE Dredging Dewatering Site

EPA fully decommissioned in 2019



Site Report including **Infrastructure** and **Workforce Analysis**

Weston & Sampson, September 2021 (367 pages)

https://warren-washingtonida.com/wp-content/uploads/2023/10/20210915_WWIDA_Final_Report-compressed.pdf

Aerial Drone (produced by prior site owner)

<https://www.youtube.com/watch?v=2ykkmaMu2qE>

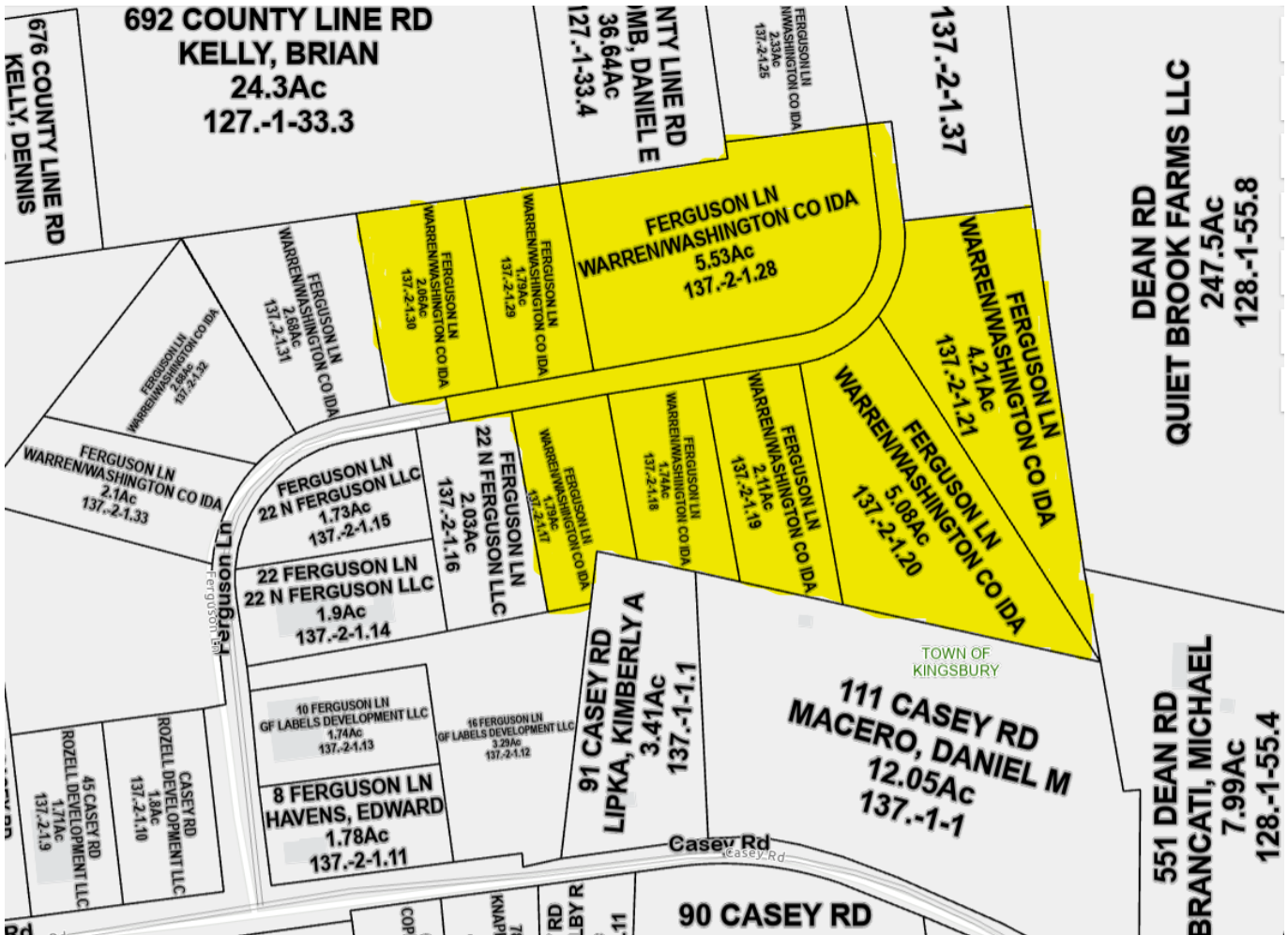
Contact

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Glens Falls, NY 12804
chuckbarton@warren-washingtonida.com
518-480-8669 (mobile)
518-792-1312 (office)

APPENDIX C

Airport Industrial Park – Phase II
Ferguson Lane Lots For Sale
Total Area (24.31 acres, highlighted)

Washington County GIS Map
September 2024



APPENDIX D

Airport Industrial Park – Phase II Ferguson Lane Lots for Sale Developable Area (16.17 Acres, highlighted)

Phase II USACE Wetland Permitting – Sheet 2 of 12
October 2020

