

Request for Qualifications With Cost proposal

Moriah Waterfront Development
Implementation, Phase 2
Proposal due: October 27th, 2017



Town of Moriah
38 Park Place, Suite 1

Port Henry, New York 12974

Phone: (518) 546-8631

Fax: (518) 546-3342

Request for Qualifications with Cost Proposal for professional services for the following:

Task 1 . Create a corporation as a legally established non-profit organization. It is composed of a Board of Directors. A development corporation can own property, acquire land, make decisions, community liaison, and apply for grant funding. A Development Corporation can hire employees. It is a business with responsibilities and can assume expenditures and revenues.

Task 2. The Consultant will continue to work with the Committee and Town Board for the Preferred Scenarios. The preferred scenarios are: Campground Upgrades, Privately Run Luxury Campground, or Hotel (Resort) Site

Task 3: Identify and Work with a Developer in the hospitality industry

- A. The consultant will draft a public private partnership (PPP) based upon the Town's scenario chosen. This will include the Final PPP will have Committee Approval and Final PPP will have Town Board Approval.*
- B. Advertise the PPP for a (Qualified) Developer. The Committee reviews and Town Board Approves of Candidate (Developer)*

Task 4. Complete full financial feasibility analysis on preferred scenario with developer

- A. Consultant and Developer work together to refine the Financial Feasibility Model previously completed in Phase 1. The Consultant will work with Developer to ensure models are accurate. Multiple cost benefit analyses and development Scenarios will be tested. The established committee will review and Town Board will review and accept.*

Task 5. Complete Budget Proforma- Financial Feasibility Analysis on Preferred Scenario

The Consultant is expected to work with a Developer to identify the correct financial proportion so each potential funding type (Equity investments, Debt Financing, Grants, etc.) will be correctly structured for financing which includes expenditures and revenues.

Task 6: Identify all funding sources including Equity Investments

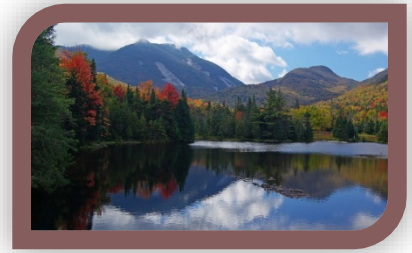
- A. The Consultant will research Tax Credit Programs, Equity Investors, Debt Financing, etc.*
- B. Developer will secure interest and negotiate with lending institutions*

Task 7: Working with the Town on proposing the Port Henry Beach/Campground Site conversion into Public Space

Task	Cost (\$)	Task Title					
1		Create an Economic Development Governance for Moriah					
2		Determine Final Preferred Scenario with Community					
3		Identify and Work with a Developer in Hospitality Industry					
4		Complete Full Financial Feasibility Analysis on Preferred Scenario with Developer					
5		Complete Development Budget (Proforma)					
6		Identify All Funding Sources including Equity Investments, Debt Financing and Grants					
7		Phase out Champ RV Park (Village Campground) and Convert to 100% Public Space.					
Total Contractual Services:							

A. Evaluation Criteria

Consultants will be chosen primarily on the basis of qualifications described in the proposal. The selection will be based on the consultant's experience, education and abilities in the following areas:



- Qualifications of the firm and the personnel assigned to this project
- Experience of the consultant personnel
- Demonstration of overall project understanding and insight into local conditions and potential issues
- Demonstrated knowledge of the study area (Town of Moriah/Port Henry)
- Completed Budget Form

B. Proposals

One (1) copy of the proposal via PDF or Paper Copy. The proposal shall contain the following sections:

1. A cover letter expressing the firm's interest in working with the Town of Moriah.
2. Cost estimate per deliverable
3. Demonstrated knowledge of project area including a brief project description.

Submission of Proposals

Please Address your proposal to:

Hon. Thomas Scozzafava, Supervisor Town of Moriah Offices

38 Park Place, Port Henry, NY 12974 Or via Email to:

community_resources@co.essex.ny.us

