

REQUEST FOR PROPOSALS: 1300 South Salina Street Site Master Developer (Syracuse, NY)

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INTRODUCTION

The South East Gateway of Syracuse is a neighborhood with tremendous potential after decades of disinvestment. The vitality of the neighborhood is a critical component of the future health of the City of Syracuse. CenterState CEO and CNY ONRAMP, Inc. (ONRAMP), in partnership with neighborhood residents, local organizations, the city of Syracuse, and Empire State Development, are undertaking a bold vision to reimagine and shape a shared vision for the future of the parcels in and around 1300 South Salina Street. This effort builds on the neighborhood’s rich history, creativity, and resilience to create a place where residents and future generations can continue to thrive.

At the heart of this vision is a commitment to opportunity, economic mobility, and community-led growth. The plan includes the ONRAMP training facility as an anchor for workforce development, complemented by locally oriented commercial spaces and high-quality, mixed-income housing—all designed to reflect and strengthen the neighborhood’s identity and aspirations.

CenterState CEO and ONRAMP (the Project Sponsors) are requesting proposals from experienced Master Developers who can prove through their submittal that they possess the necessary qualifications to implement a comprehensive redevelopment of the parcels in and around 1300 South Salina Street, including the City of Syracuse owned parcel at 1350 South Salina Street, and any additional adjacent acreage the project team is able to assemble. The two identified parcels total approximately 4.1 acres and include a 114,000 square foot former commercial building. A related entity controls the parcel at 1300 South Salina Street, the City of Syracuse owns 1350-72 South Salina Street & Martin Luther King West, and there are several adjacent parcels owned by the City of Syracuse, the Greater Syracuse Land Bank, and private owners.

The successful respondent must demonstrate the ability and experience to implement a comprehensive mixed-finance, mixed-income and mixed-use redevelopment plan for the proposed project site. The Master Developer is required to be creative and inclusive in its approach to the redevelopment plan and to consider both rental and/or owner-occupied units for households with a range of incomes. The redevelopment of the historic building should be part of a broader mixed-use project that holistically addresses the needs of the residents across a spectrum of uses by providing supportive services, education, mixed income housing, grocery store and economic development opportunities, health and wellness programs, transportation access, recreational opportunities and commercial investment. The team expects that the Master Developer will include in its proposal the anticipated mix of uses, taking into consideration the viability and marketability of development possibilities for the project property.

To accomplish this redevelopment, Project Sponsors seek a Master Developer committed to co-ownership with the Project Sponsor. The selected developer will be responsible for coordinating efforts with Project Sponsors and for the completion of a comprehensive master site plan. Project Sponsors envision that the selected Master Developer will be responsible for working with them to arrange the appropriate financing for all phases of the redevelopment project. It is expected that the Master Developer would consider all aspects of neighborhood revitalization in its master site plan, including housing, whole foods options, education, support services, transportation, employment, recreation and all other facets consistent with a holistic approach for neighborhood revitalization. The developer will also be responsible for securing tax credits (historic, brownfield, New Market, etc.) as well as other financing. Project Sponsors secured grants from Empire State Development to support the capital buildout of the ONRAMP workforce training center and related uses.

ELIGIBILITY REQUIREMENTS

Project Sponsors are soliciting proposals from experienced Master Developers with a documented track record of providing mixed-use redevelopment projects incorporating a blend of non-profit, commercial, residential, and supportive services. Each Respondent must submit a vision that describes in narrative form the type of redevelopment project the Respondent proposes to develop for the neighborhood. In addition, the proposal shall demonstrate the respondents' capacity and readiness to perform the required Scope of Services expeditiously. The proposal should include

illustrative site plans and draft renderings of key redevelopment components. Finally, the proposal shall include evidence of the respondent's previous experience and qualifications relative to the provision of this solicitation. Developers who have worked in New York State or similar states with complex state financing environments are encouraged to apply.

RFP PROCESS

RFP Released	Nov. 21, 2025
Questions Deadline	Dec. 3, 2025
Answers Circulated	Dec. 8, 2025
RFP Due	Dec. 19, 2025

Submit questions via email to Gary Williams at gwilliams@centerstateceo.com with cc to lhyle@centerstateceo.com by Dec. 3, 2025 at 5 p.m.

Submit electronic proposals to Gary Williams at gwilliams@centerstateceo.com with cc to lhyle@centerstateceo.com by 4 :30 p.m. on Dec. 19, 2025. Please use subject line "RFP Response 1300 S Salina St." Hard copies are not necessary.

All materials submitted in response to this RFP become the property of the Project Sponsors. Respondents should be aware that the Project Sponsors may be subject to the New York State Freedom of Information Law (FOIL) and other applicable open-records laws. To the extent permitted by law, the Project Sponsors will use reasonable efforts to maintain the confidentiality of proprietary or trade-secret information clearly marked as such by the Respondent. However, the Project Sponsors make no guarantees regarding nondisclosure and shall not be liable for the release of information if required by law.

Issuance of this RFP does not obligate the Project Sponsors to award a contract, develop the project, or undertake any financial commitments. The Project Sponsors shall not be liable for any costs incurred by Respondents in the preparation or submission of a proposal, participation in interviews, or any other activities related to this solicitation.

Respondents participating in site visits or predevelopment activities shall indemnify, defend, and hold harmless the Project Sponsors, their officers, employees, representatives, and agents from and against any and all claims, damages, liabilities, losses, and expenses arising out of or related to such activities. Prior to conducting any site visits, Respondents may be required to provide proof of adequate general liability insurance, workers' compensation coverage, and any other insurance deemed necessary by the Project Sponsors.

SCOPE OF SERVICES

Summary of Services

Project Sponsors encourage the Master Developer to propose creative forms of partnerships that benefit both the Project Sponsors' desire for revenue generating uses and expectation to share in the development fee and receive a reasonable return on its contributions, including land.

The selected Master Developer will enter into a Master Development Agreement with an entity affiliated with the Project Sponsors that will provide for preparing and implementing a Master Plan for the development of the subject parcels. The agreement will, among other things, delineate the roles and responsibilities of Project Sponsors, their successors, assigns, and the Master Developer as well as the fee structure. Under this agreement, the Master Developer will be tasked with completing the Master Plan, conducting environmental reviews in compliance with all local, state and federal guidelines and performing other pre-development tasks. The Master Developer will also be responsible for securing additional funding for the development program, financial closing, construction, lease up and property management.

Program Requirements

Respondents are strongly encouraged to examine the proposed Program parameters outlined below and submit proposals that are responsive to the market, the environmental considerations, align with Project Sponsors' goals and support the successful development of cohesive mixed-use development. The Master Plan to be developed by the procured Master Developer shall be consistent with the following minimum program requirements (the "Program"):

1. Mixed-income, mixed-use, mixed type. Create a new, economically viable mixed-income site that includes workforce training, commercial, and residential uses. The proposal should include a mix of affordable and market rate units as determined to be viable and advantageous through the master planning process.
2. High quality, human-centered design. Create a sustainable and high-quality design that meets or exceeds industry standards, is constructed for sustainability, and is environmentally conscious in alignment with recognized standards like Green Homes, Net Zero, LEED, and Energy Smart methods. The proposed project should be respectful of the architectural typography of the surrounding area and should be supportive of the multi-dimensional needs of residents and the clients that will be served in the building by ONRAMP and its institutional partners.
3. Neighborhood integration. Integrate the development program into the City's other redevelopment and comprehensive plans and physically integrate the new mixed-use site into the fabric of the surrounding neighborhoods, respecting existing street patterns, and adhering to the context and character of the existing architecture. Incorporate acquired properties and/or acquire properties surrounding the site to the extent it is feasible to develop a larger community that addresses needs based on market conditions and long-term sustainability.
4. Leverage resources. Pursue funding sources appropriate for the mixed-use community and leverage Project Sponsors' secured funding, maximizing efficiency and effectiveness of public capital. Work collaboratively with local, state and federal agencies to identify a variety of resources to support housing, non-residential, and human capital development.
5. Economic development. Include plans to integrate mixed-income housing with non-residential program elements that strengthen the economic vitality of the area. Maximize economic development opportunities for residents, and Socially and

Economically Disadvantaged Individual (SEDI) owned businesses. Promote Project Sponsors, equal opportunity and inclusivity goals, and objectives in constructing, developing, and operating the site.

6. Public engagement. Actively engage with the ONRAMP Community Advisory Committee, neighborhood residents, the Syracuse Common Council, public agencies and institutions, community-based organizations, and businesses in the planning and implementation of project phases. In engaging with the public, align with and build upon community engagement efforts currently led by Project Sponsors.
7. Development schedule. The selected developer must meet local, state, and federal milestones for expenditure of funds and redevelopment of the new and redeveloped units. Promptly achieve milestones and deliver development products.
8. Property management. Project Sponsors are deeply committed to excellent professional property management for the proposed developments over the long term. The owner/property manager will be required to maintain high-quality property management at all times.
9. Public/private partnerships to support residents. During the Master Planning process, the selected Master Developer will prepare a Human Capital Plan, in collaboration with Project Sponsors that incorporates a holistic approach to help meet the needs of the residents and the greater community, including training and employment opportunities for residents.
10. Provider of Capital Funding. The Master Developer will be required to secure all additional capital funding for the development initiative. The developer will be required to provide financing for third-party costs during the pre-development period.

Project Expectations and Roles and Responsibilities.

The Project Sponsors expect to work closely with the selected Master Developer throughout the planning and construction process. Master Developer responsibilities may include:

1. Throughout the redevelopment of the proposed project, the Master Developer will work closely with Project Sponsor staff, residents, the City of Syracuse, New York State, and their consultants.
2. The Master Developer will be responsible for ensuring that the final Master Plan is approved, financed and implemented. The final Master Plan must create the pathway for successful, stable, diverse, safe, attractive and sustainable mixed-income site.
3. Hire and Manage Consultants and Contractors Necessary to Implement the Development: Procure other consultants and/or contractors and coordinate all tasks necessary to finalize the Master Plan and implement the Development according to the MDA. At a minimum, the Master Developer's team will need to include consultants appropriate to cover the architectural, environmental review, market analysis, geo-technical studies, civil, mechanical and electrical engineering, construction, property management and any other activities deemed necessary by the Master Developer and Project Sponsors. Respondents are strongly encouraged to demonstrate participation on their team of local expertise in areas of relevance to the development process.

4. **Maintain Communication Regarding Development Progress with Project Sponsors:** Master Developer will establish a regular schedule of team meetings, in which the Master Developer will participate. Moreover, the Master Developer will be responsible for submitting regular progress reports and in such formats and media as Project Sponsors may direct, on the development status and schedule, including but not limited to design.
5. **Develop and Maintain Quality Control Measures:** The Master Developer is responsible for ensuring the Development is constructed and managed with the highest quality materials and workmanship. The Master Developer will be required to implement quality assurance and control measures to ensure effective performance by all parties in all aspects of the program.
6. **Develop and Maintain a Detailed Development Schedule and Critical Path Schedule:** Develop and maintain a detailed schedule of events, predicated on financing deadlines that include pre-development activities, construction start, project stabilization and permanent loan close. Develop a Critical Path schedule for all phases of construction and lease-up and stabilization.
7. **Foster Active Community Involvement in Development Implementation:** Facilitate and foster the involvement of neighborhood residents, ONRAMP's institutional partners and their clients, and the Syracuse public in the design and implementation of the Master Plan.
8. **Compliance with Laws:** Comply with all applicable federal, state, and local laws, rules, regulations applying to the activities required by the MDA.
9. **Debarment:** The Master Developer must provide evidence that any subcontractor is not debarred, suspended or otherwise prohibited from professional practice by any federal, state or local agency.
10. **MBE/WBE /Section 3 Opportunities:** The Master Developer will take all necessary affirmative steps to assure that minority firms, women's business enterprises, and low-income workers are used to the greatest extent feasible and in compliance with local, state and federal laws.
11. **Pre-Development Prepare (or have prepared) or cite a Market Analysis Addressing the Components of the Plan:** In order to finalize the overall development program prepare a market analysis that will, among other things, assist in determining the proper mix of uses consistent with the Program objectives; assist in determining the proper mix of any non-residential uses including community, recreational and commercial; and confirm that proposed rents (both residential and commercial) and housing prices are supportable in the local market.
12. **Obtain Environmental Clearances:** In collaboration with Project Sponsors, procure the necessary consultants and prepare the necessary documents to obtain environmental clearances from all interested agencies.
13. **Plans and Specifications:** The Master Developer will be responsible for the preparation of the infrastructure and building plans and specifications in accordance with industry standards. Plans and specifications are subject to Project Sponsor review and approval.

14. Provide an Overall Financial Plan: Produce an attainable financing plan for the overall site development. The overall financing plan will be developed in conjunction with the Master Developer, Project Sponsors, market analysis, and availability of public sector funding. The Master Plan shall reflect the realities of the financing plan and market analysis, while the financing plan will reflect the goals of the Master Plan. The financing plan must demonstrate a sensitivity and approach in using funds in the most efficient manner, maximizing leveraging the Project Sponsor's funds to the greatest extent possible.

The ideal developers will have creative ideas to address the housing and commercial needs of this neighborhood that fit within the guidelines set forth above. Each developer is expected to address a detailed idea of a project (or series of projects) which they feel would be an effective and sustainable addition or change to the neighborhood. A developer history with these types of developments is preferred. Potential developers should look to maximize their creativity as they apply these broad parameters.

Project Timeline

Project Sponsors are looking to prioritize the ONRAMP center with completion of a first phase to include the development of the workforce training space by December 2027. Project Sponsors are looking to complete the entire redevelopment project by December 2032.

SUBMITTAL REQUIREMENTS

1. Team Description: Provide general information about the proposed company. Include the following:
 - a. Name of the proposed company, primary contact, main address, telephone/facsimile numbers and email address; address, phone and facsimile numbers of office from which services will be provided, if different from above.
 - b. A detailed listing of all prior and current DBAs, affiliates, fictitious names and prior names used by the respondent partner and team members (if any). Clearly state the legal status of the entity submitting the response, its status in the State of New York and any entities to be formed upon selection.
 - c. Description of the firm size in annual revenues, number of employees, and a description of type, location, completions accomplished during the most recent three years, scheduled completion and dollar value of the projects in the pipeline and projects completed over the last three years. Identify the individual who will serve as principal contact person and Project Manager/lead for the respondent, who will direct and coordinate the effort through completion. Describe the project manager's prior experience with projects of similar scope and size, with particular emphasis on experience directing a multi-disciplinary team and facilitating a community involvement process. The authority of the Project Manager to execute transactions and make decisions on behalf of the responding firm must be clearly defined and full legal and contractual authority is strongly preferred.

- d. The submission must provide a list and credential summaries of the respondent's team. Please provide a description and specific projects and clients demonstrating the respondent's team's prior experience working collaboratively together. In addition, the submission must provide examples of the team's individual and/or collaborative prior experience with projects of similar scope and size, as well as experience in New York State (if any).
 - e. Indicate whether the respondent or any team member, their successors, affiliates or prior entities has ever been terminated from a contract, has been or is debarred, has been sued, or is currently in litigation with a client or governmental entity and if so, describe the circumstances and outcomes.
 - f. Respondents must disclose any potential or actual conflicts of interest, including but not limited to family relationships, financial interests, or prior relationships with the Project Sponsors, their affiliates, the City of Syracuse, or any consultants engaged in the project. The Project Sponsors reserve the right to determine whether such disclosures preclude participation in the RFP process.
2. Past Experience: The respondent entity should clearly demonstrate experience, capacity and expertise consistent with the role proposed.
- a. A detailed description of two (2) projects that are comparable in scope and complexity that you have completed that are comparable to this RFP. Provide the names, addresses, and telephone numbers of contact persons for these clients. Project Sponsors reserve the right to request information from any source so named.
 - b. Demonstrate that you have effectively developed, newly constructed, rehabilitated, and/or acquired, as well as operated high-quality, affordable and mixed-use developments. Provide a list of at least three (3) projects that you have completed.
 - c. A description of how you have effectively secured and leveraged significant funding streams from public and private sources. Describe the Developer's experience in assembling financing packages for mixed use, housing, and commercial developments. The description of experience should include varied financing instruments including Historic Tax Credits, Low Income Housing Tax Credits, bond financing, first and second mortgage financing, etc. Developers should submit clear information regarding their experience with multiple varieties of financing methods as well as experience with New York State funding sources and tax credit programs.
 - d. The proposer must demonstrate financial capacity as evidenced by financial statements, the firm's most recent audit and bank references, and the developer's discussion in its response. The response must clearly designate who, among the previously existing team members, will be the "leader" and primary financial backer and provide all required financial information for this lead team member.
 - e. A detailed description of how the Developer will organize and manage the entire development process and methods for achieving long-term sustainability of the developed property.

- f. Experience in structuring economic development teams that are experienced in mixed-use and mixed-income development projects that create long-term financial stability.
 - g. A description of the Developer's experience in managing residential, commercial, and mixed-income construction projects in a timely manner and within budgetary constraints. Developers should submit clear information regarding the number of construction sites they have managed at one time and the size of each. The narrative should indicate the type of construction and management methods used and the portion of the projects completed on time and within budget. For projects not completed on time or within budget, please indicate the reason(s) why.
 - h. A description of law firm experience and the key personnel you expect to use in structuring and negotiating complex real estate matters. Identify any experience in handling state and federal tax credit programs.
 - i. A description of the Developer's knowledge and experience with state and local building codes, regulations, sources of funding, and financing for low-income, mixed-income, and commercial development.
3. Property and Asset Management Approach and Experience
- a. The Developer must bring a property management solution to the management of the property upon redevelopment. Please describe in detail how you would propose managing the property. Where the Developer has participated directly or indirectly in the management of commercial and residential facilities, list all properties under management now or in the last three years including name, owner, location, type of site, type of construction, income or subsidy mix, number and size of units, financing, operating and mortgage status. If any management contract(s) have been terminated, show when and explain the reason(s) for termination.
4. Business Terms
- a. The respondent must detail its general proposed business terms for development, including proposals for the Project Sponsor's compensation or cost sharing, acquisition or ground lease terms, developer fee (calculation and sharing with Project Sponsors), project cash flows, post-tax credit compliance period ownership, asset and property management and timing of payment of such fee for developing the project as currently proposed, and basis for how it might change as a concrete development project is created.
5. Proposed Property Plan:
- a. The respondent should detail the properties contemplated in the proposal, including addresses, parcel ID numbers, and current ownership. If parcels are not under the control of respondent or a related entity, include a description of the property acquisition plan.
 - b. Draft renderings of key buildings and a proposed site plan should accompany the submission. Project Sponsors acknowledge that these will be for illustrative purposes only.

Evaluation

Respondents' submittals will be evaluated based on the criteria listed in this section and further described above. In preparing the submittal, it is important for respondents to clearly demonstrate their expertise and qualifications in the areas described in this solicitation. Respondents are encouraged to identify and clearly label in their submittal how each criterion is being fully addressed. Evaluation of responses to this solicitation will be based only on the information provided in the submittal package, and if applicable, interviews, and reference responses. Project Sponsors reserve the right to request additional information or documentation from the firm regarding its submittal documents, personnel, financial viability, or other items in order to complete the selection process. If a responding firm chooses to provide additional materials in their submittal beyond those requested, those materials should be identified as such and included in a separate section of the submittal. The following factors will be utilized by Project Sponsors to evaluate each submission submittal received; award points for each listed factor will be solely based upon the submitted documentation. The criteria have been weighted to reflect their importance to the committee relative to the other criteria.

Experience with mixed-use/mixed-income redevelopment	20%
Financial capacity and financing strategy	20%
Project concept and alignment with community goals	20%
Design quality, sustainability, and neighborhood integration	15%
Property and asset management approach	5%
Community engagement and local partnerships	10%
MWBE / Section 3 participation plan	10%

Selection Process

Solicitation responses will be used to identify a select number of respondents who may then be asked to provide additional clarifying information. Project Sponsors reserve the right to conduct reference checks at any point in the review and evaluation process. By submitting a response to this solicitation, the Respondent accepts the procurement method used and acknowledges and accepts that the evaluation process will require subjective judgments by Project Sponsors and the evaluation panel. A selection committee will review all submissions. All responses will be evaluated on the basis of the information requested, and any Oral Interview and Best and Final Submission. Total Responses, including Oral Interview and Best and Final, as applicable, will be scored and ranked with the highest rating the contract. In the event of a tie, the most qualified Developer whose RFP is deemed most advantageous to Project Sponsors and with all factors considered will be awarded a contract. Each submitted proposal has a possible score of 100 points plus an additional 25 points based on on-site presentations (if applicable) and MWBE participation. The selection of finalists may require oral presentations. Project Sponsors reserve the right to conduct negotiations with one or more Developers. All proposals will be initially reviewed to determine compliance with the submission requirements specified in this RFP. Proposals that do not comply with these requirements may be rejected without further review.

The Project Sponsors reserve the right, at their sole discretion, to reject any or all proposals received in response to this RFP, to waive any informalities or irregularities in any proposal, to request clarification of information submitted, and to negotiate with any or all qualified Respondents. The Project Sponsors may also cancel or reissue the RFP at any time without penalty.

ATTACHMENTS

- 1300 South Salina Street Assessment Report
- 1300 South Salina Street Phase I Environmental Site Assessment