



The Agency Issues Request for Proposals & Statement of Qualifications

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Johnson City, NY The Agency, Broome County Industrial Development Agency and Local Development Corporation, in partnership with Broome County Executive Jason Garnar and Broome County Legislature Chairman Daniel J. Reynolds, announced today the issuance of a Request for Proposals (RFP) for the redevelopment of the former IBM Country Club. The Agency currently has an option for purchase on the facility. The site, located at 4301 Watson Blvd., Town of Union, Broome County, NY 13760, has been vacant for more than a decade and has significantly deteriorated. Portions of the site have received condemnation status by the Town of Union. Nestled between a scenic golf course and the Village of Johnson City's commercial business district, this site serves as the perfect opportunity to generate long-term sustainable benefits for the community through its development.

The county's role in this project is the allocation of American Rescue Plan (ARP) funds of up to \$2 million dollars in grant funds to a qualified developer to aid in the redevelopment of the site. While the Agency and the county have expressed preference for housing options for the site, the RFP is open to any and all proposals for redevelopment. In addition, the Agency would consider subdividing the parcel for a desired project.

"I am excited to pursue the redevelopment of this site which sits in a very active and visible corridor in Broome County," said Stacey Duncan, executive director of The Agency. "I'm confident that we can create a dynamic public-private partnership to provide increased tax revenue to the community. I'd like to thank County Executive Garnar and Chairman Reynolds for their support and partnership in this important endeavor.

"The availability of federal ARP funds has given us the opportunity to finally redevelop what has become one of Broome County's biggest eyesores," said Broome County executive Jason Garnar. "For decades, this place was a destination for thousands of IBM families, many of whom still look back fondly on the memories made here; it's time that we turn this site into a place our community can be proud of once again. Thank you to our partners on the County Legislature and at The Agency for working with us on this important project."

"For years the IBM Country Club was a symbol of our innovative past and a place that families came together. Unfortunately, since the 2011 flood, it has been a painful reminder of the devastation our

community endured,” said Daniel J. Reynolds, chairman of the Broome County Legislature. “By working together with the County Executive, the Broome County Legislature, and The Agency, we finally have an opportunity to write a new ending for this property. The demolition and redevelopment of this site will help this neighborhood move forward and present new opportunities for our community. I’m proud to be a part of this effort.”

The site is 9.33 acres and is zoned as “general commercial.” Developers with experience in high-quality mixed-use development are encouraged to respond. Broome County’s Comprehensive Plan and The Agency’s Housing Study both point to a need to increase residential or mixed-use residential complexes in order to address growing demand for rental housing. Development of this property into a residential or mixed-use residential complex would be preferred but is not required. The Agency believes there is significant demand for market-rate professional housing options for recently retired individuals looking to stay in the area.

Access to major roadways and public transportation make 4301 Watson Blvd. an optimal location as this property has access to Interstates 81 and 88, Route 17 and is located on the Broome County and Binghamton University bus lines. Proximity to crucial community assets, such as UHS Hospital and Medical Services, the Binghamton University School of Pharmacy, Decker College of Nursing and Health Sciences, and the 600 businesses and 11,000 professionals found in the central business district of Johnson City, also make this an ideal development site.

The RFP will be made available electronically at <http://www.theagency-ny.com>. For more information on this RFP, completed environmental reviews, or site visits, contact Brendan O’Bryan at 607.584.9000 or bjo@theagency-ny.com.

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