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TARRYTOWN VILLAGE ADMINISTRATOR

September 21, 2021



VIA EMAIL

Mr. Richard Slingerland, Village Administrator  
Village of Tarrytown  
One Depot Plaza  
Tarrytown, New York 10591

**Re:   *Proposal for Request for Qualifications (RFQ) & Request for Interest (RFI)***  
**238 Green Street**  
**Tarrytown, New York**

Dear Mr. Slingerland,

National Resources is pleased to submit this letter and enclosed narrative response to the Request for Qualifications and Request for Interest, issued by the Village of Tarrytown, as a formal expression of interest in 238 Green Street in the Village of Tarrytown.

National Resources, a real estate development company founded in 1988, has been nationally recognized for its sustainable waterfront redevelopment efforts, including Hudson Harbor in Tarrytown, Edgewater Harbor in New Jersey and the new film studio complex in Yonkers, New York as well as its innovative mixed-use i.Park campuses in the New York Metro area. National Resources has successfully redeveloped over \$1B of smart growth mixed-use projects specializing in public/private partnerships that revitalize former industrial sites and waterfronts.

Based on its extensive experience with similar sites, including the Tarrytown Marina located at 236 Green Street, National Resources is uniquely positioned to take on this waterfront project. Most importantly, National Resources recognizes the dual requirements of an exciting impactful project with the need to build sustainably for the future.

We are available to discuss further at your convenience.

Sincerely,

Lynne M. Ward  
Vice President



**Proposal for RFQ & RFI  
Public / Private Partnership for 238 Green Street  
Village of Tarrytown, New York**

# **HUDSON VALLEY GATEWAY VISITOR CENTER**



**Submitted by National Resources**

*September 21, 2021*

This proposal for the Hudson has been developed by National Resources Acquisitions LLC (“National Resources” or “Respondent”) in response to the Village of Tarrytown (the “Village”) Request for Qualifications and Request for Interest for the 238 Green Street Public / Private Partnership (“RFP”) dated July 6, 2021. National Resources believes this proposal addresses the Village’s stated objectives for the site and will ultimately result in a successful and economically vibrant redevelopment effort.

**TABLE OF CONTENTS:**

	<b>Page(s)</b>
1. Development Team.....	3-4
2. Team Experience.....	5-8
3. Project Concept Examples.....	9-12

**Prepared by:**



## 1. DEVELOPMENT TEAM

### **National Resources**

National Resources is a specialist real estate development and investment firm with a 30-year successful track record of redevelopment of corporate and industrial sites. National Resources entities currently own over \$1 billion of projects in development in the New York metro-area comprised of 3 million plus sq ft of commercial property and 1,200 waterfront residential units. National Resources is the largest private owner of Hudson River waterfront in the New York metro region with 1½ miles of shoreline. This 75-person firm includes in-house engineering, legal and planning professionals.

#### ***Principals***

**Lynne M. Ward**

**Joseph Cotter**

485 West Putnam Avenue, Greenwich, CT 06830

(203) 661-8844

**Corporate Website:** [www.nationalresources.com](http://www.nationalresources.com)

**Company Overview:** <https://youtu.be/DNSVpWz6Ncs>

### **Financial Capabilities**

National Resources secured financial backing from institutions including Berkadia, CIT, CitiBank, JP Morgan Chase, Sterling National Bank and Freddie Mac, and has closed over \$200m in financing every year since 2005. Current projects include the \$500M studio complex for Lionsgate at the former Otis Elevator in Yonkers, NY, the \$300M i.Park 84 campus at the former IBM semiconductor facility in East Fishkill, NY and the \$150M i.Park Norwalk medical facility on the Wilton border, where 130 micro-residential units are currently being added as the final element in a live-work-play complex.

National Resources has the equity, financial strength and expertise to accomplish The Wharf without additional financial partners and evidence of such funding and banking relationships will be provided as required. National Resources includes as some of its investors senior investment banking and hedge fund partners, as well as a range of private equity and real estate funds.

### **Vision & Sustainability**

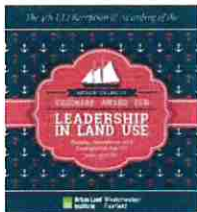
The success ingredient for National Resources over the years has been its ability to be a step ahead of emerging real estate trends. This was evidenced in its founding in 1988 when it became one of the first groups to redevelop former industrial and environmentally challenged sites. National Resources has been a pioneer of sustainability since it raised one of the first funds to take advantage



of the “brownfield” opportunity in 1996, which was used to embark on some of the larger environmental clean-up and redevelopments in the region. The firm has also been at the forefront of renewable energy from installing solar panels and geothermal systems to being one of the founding equity investors in the Champlain Hudson line, which is expected to commence delivery this year of renewable energy from Hydro Quebec to New York City.

## **Awards & Recognition**

National Resources recently received the Urban Land Institute Visionary Award for Leadership in Land Use, based on its excellence in smart growth projects that re-use existing infrastructure as opposed to developing new greenfield sites. This award recognizes a person, team or organization whose innovative and creative vision has resulted in a completed project or body of work that reflects the ideals of the Urban Land Institute. This has been National Resources’ stock in trade since inception. Honors over the years include recognition from Scenic Hudson, Historic Hudson Valley, Westchester Land Trust and the New York League of Conservation Voters.



**The 2018 Collins Award Winner:**

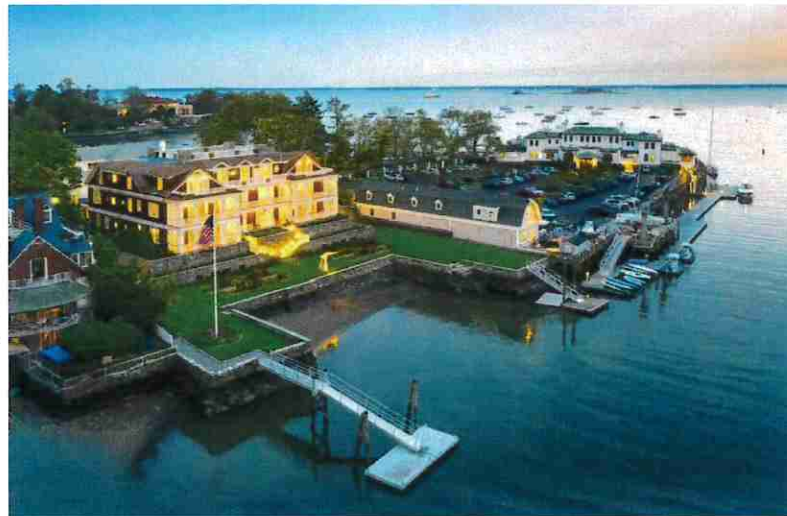
**Private Sector Award:**  
**National Resources**  
**Lynne Ward and Joseph**  
**Cotter**

Under the leadership of **Lynne Ward and Joseph Cotter**, National Resources is one of the most highly regarded development firms in the New York Metro region.

National Resources is a specialist real estate development and investment firm that focuses on the redevelopment of corporate and industrial sites. NRE has been built on a solid foundation of acquisitions, leasing, and redevelopment and is best known for its landmark Hudson River waterfront residences and its innovative parks.

### **Arthur Collins Sr. Visionary Award for Leadership in Land Use**

The Arthur Collins Sr. Visionary Award for Leadership in Land Use (The Collins Award) recognizes a person, team or organization whose efforts demonstrate a commitment to the highest standards of responsible real estate development in our region. The award honors the legacy of New York area developer Arthur Collins Sr., a longtime ULI member who is regarded as one of America's most innovative real estate developers during the last half of the 20th Century.



*The Corsair on Steamboat Road*

## 2. TEAM EXPERIENCE

### **Hudson Harbor, Tarrytown, New York** (Video Overview - [https://youtu.be/OvK35m\\_cTb0](https://youtu.be/OvK35m_cTb0))

Hudson Harbor, the former home of County Asphalt and Penske Motors, has been transformed into a mixed-use waterfront development containing 300 residential units and 50,000 square feet of commercial, retail and restaurants / cafes directly on the Hudson River. Notably, the site required extensive environmental clean-up coordinated directly with the NYS Department of Environmental Conservation and, in fact, the project was one of the first in the New York State Brownfield Clean-Up Program. Working in a “public-private” partnership with the Village of Tarrytown and Scenic Hudson, culminated in a Master Plan creating a vibrant mixed-use community with numerous benefits to the Village of Tarrytown and the community. These include the \$10M, one-half mile Scenic Hudson Riverwalk, construction of a new Village Hall, construction of a public Recreation Center, construction of 12 units of Affordable Housing in accordance with the Westchester County Housing Ordinance and increased tax revenue.



**Construction Value:** \$250M

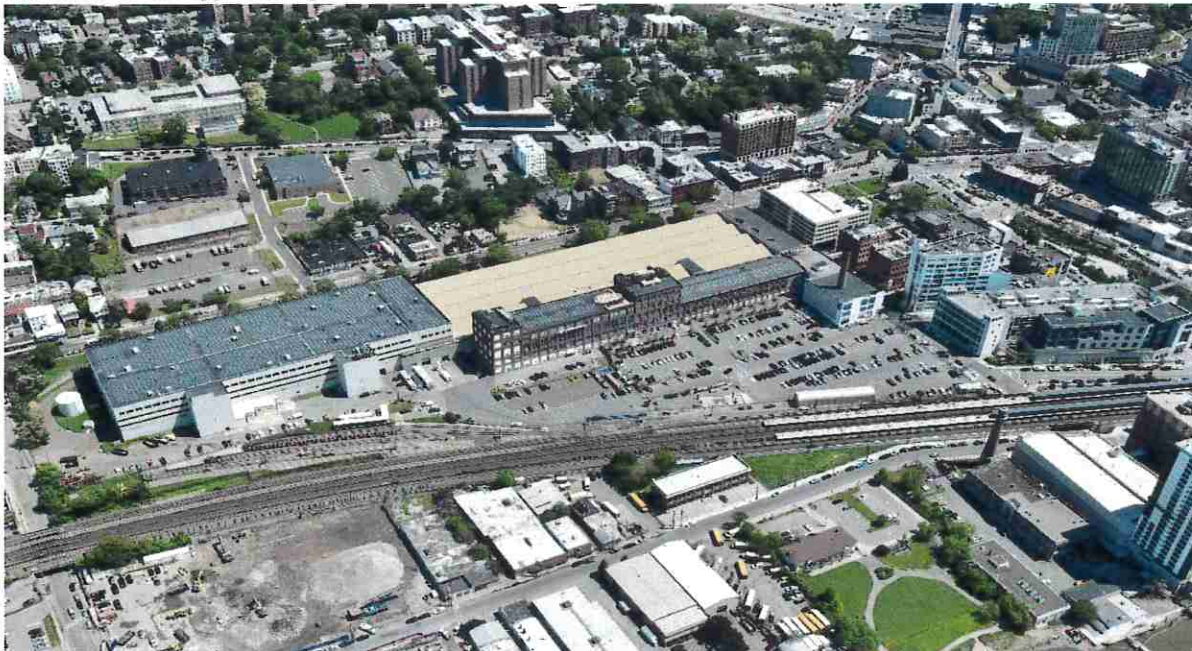
**Public / Private  
Ownership Structure:**

Certain parcels deeded to the Village of Tarrytown and to Scenic Hudson. Municipal facilities, including Village Hall, DPW and recreation center, constructed and deeded to the Village of Tarrytown. In addition, 12 units of affordable housing were constructed on Wildey Street.



### **i.Park Hudson, Yonkers, New York**

This 20-acre site, the former home of Otis Elevator, is a mixed-use development located directly on the Hudson River at the Yonkers Train Station containing 1,000,000 square feet of office / flex space, 100 UNO micro multifamily units, one of National Resources' branded products, and the newly constructed 100,000 square foot Lionsgate Studio complex. National Resources acquired the property in 1999 from the Port Authority of NY/NJ with 40% of the space occupied by industrial tenancies. The property is currently 95% occupied and anchored by Kawasaki Rail Car, Westchester County and several State agencies (DMV, DOL, NY State Senate offices) and is home to one of the largest rooftop solar arrays in New York State. Most recently and excitingly, i.Park Hudson has been at the heart of the emergence of Yonkers as a content creation epicenter. Lionsgate is expanding into 70,000 square feet of office premises and additional custom production and studio space, and several other major film studios and two universities with film schools are slated to occupy future phases.



#### **Municipal References:**

**Mayor Mike Spano, City of Yonkers**  
(914) 377-6300

**Lee Ellman, Deputy Commissioner, Planning & Development**  
(914) 377-6558

**Jaime McGill, Director of the Yonkers IDA**  
(914) 509-8651

#### **Construction Value:**

\$500M

#### **Public / Private Ownership Structure:**

Developed by National Resources in joint venture with Great Point Opportunity Fund. Parking complex in conjunction with City of Yonkers.



### **i.Park 84, East Fishkill, New York**

i.Park 84, the former IBM East Campus, is located at I-84 Exit 50 in East Fishkill, NY. Acquired in 2017, the 300-acre site with over two million square feet of building space is home to GlobalFoundries, IBM and eMagin. Reusing the \$1 billion dollars of infrastructure in place, the low cost utilities and redundancy, i.Park has been able to completely revitalize the vacant buildings primarily by attracting food manufacturers. This “Food Hub” is home to businesses who produce products ranging from crepes to craft beer, baked goods to smoked salmon, and tortillas. This revitalization effort has created over 2,000 jobs at the site. Several fulfillment warehouses as well as movie studio production backlots are now being erected.



#### **Municipal References:**

**Supervisor Nicholas D’Allesandro, Town of East Fishkill**  
(845) 221-4303

**Marcus Molinaro, Dutchess County Executive**  
(845) 486-2000

**Jeff Janiszewski, Vice President, Empire State Development**  
(518) 292-5200

#### **Construction Value:**

\$300M

#### **Ownership Structure:**

An SPE owned by National Resources exclusive of the road system deeded to the Town of East Fishkill.

### **i.Park Norwalk, Norwalk / Wilton, Connecticut**

National Resources acquired this 30-acre site, the former headquarters of the Perkin Elmer Corporation, located directly on Route 7 on the Norwalk / Wilton border, in 2006 in vacant condition. After significant redevelopment with focus on sustainability, including environmental remediation, rooftop solar panel installation and a riverfront walking trail, the 400,000 square foot office / flex complex is now a revitalized medical, government and corporate complex. An infill UNO development, one of National Resources' branded micro apartment buildings designed for young professionals, will make i.Park Norwalk a true mixed-use campus. A hotel is under approval on the Wilton end of the site once the structured parking is completed.



**Municipal Reference:**

**Steve Kleppin, City of Norwalk, Planning & Zoning Director**  
(203) 854-7780

**Michael Wrinn, Town of Wilton, Planning & Zoning Director**  
(203) 563-0188

**Construction Value:**

\$150M initially  
Additional Investment: \$100M



### 3. PROJECT DESCRIPTION

#### *Hudson Valley Gateway Visitor Center*



The Hudson Valley Gateway Visitor Center will be a 5,000 sq ft architecturally striking building that will showcase introductory exhibits of the major historic and environmental institutes of the Hudson River Valley. The Visitor Center will be the first stop for visitors looking to explore the history, geography and ecology of the Hudson Valley with a focus on Tarrytown. The Visitor Center will seek to attract small but permanent exhibits by:

**Scenic Hudson  
The Riverkeeper  
Historic Hudson Valley  
The National Trust  
Westchester Land Trust  
The State of New York  
Taste of New York  
The Hudson Valley Economic Development Corporation  
Tarrytown Historical Society**

The centerpiece of the Visitor Center will be its main gallery and conference space to allow for ongoing educational programs and presentations related to the Hudson Valley. The goal will be to create a focal point for discussions of all topics related to the Hudson River Valley, which is of



critical importance given its changing role in the climate debate as well as the environmental and economic development of the region. The inspiration for the Gateway is to provide an introduction to the Hudson Valley and its various attractions, but most importantly, an introduction to Tarrytown and its nationally recognized Riverwalk parks and extensive waterfront amenities. It should be noted that this proposed concept does not envision any commercial uses except for the restaurant component and the existing parklands will be maintained as they currently exist.

The design of the Center will take its inspiration from Tarrytown's many iconic buildings containing oversized windows that will frame the view of the new Tappan Zee Bridge. Materials will draw from Tarrytown's historic character including stone, brick and reclaimed lumber.

### **The Wharf – A Collection of Restaurants**

Supporting this Visitor Center will be a dock and pier promenade, which will contain five or six small food destinations (totaling approximately 7,500 sq ft) with a broad range of dining options, both fast food and casual. Preliminary interest has been received from a number of well-known restaurants including, Farmer & The Fish, Barley House, Rivermarket and Xaviar's to name a few. A preference will be given to local restaurateurs and food vendors. There will also be a public venue for public art, exhibitions and concerts. The Gateway Visitor Center strives to include activities for all age groups in Tarrytown. Park based uses include community events, live performances, educational programs and a lecture series that will cater to all ages from young people through to seniors.



### **Sustainability – Building For The Future**

Underpinning the Gateway Visitor Center will be a concentrated effort to ensure that the project has the lightest environmental footprint possible. The Gateway Visitor Center is designed to account for future trends that include global warming and sea rise, sustainability, green infrastructure and resiliency are at the forefront of this design. Based upon the existing condition information provided by the Village, National Resources anticipates that all structures on the site would need to be removed and any new buildings would be constructed above the floodplain level. Other measures being contemplated include EV charging stations (bicycles / scooters), green infrastructure and energy saving & sustainable building materials.

### **Public Access & Connectivity**

One of the primary objectives of the Visitor Center is public access to the Hudson waterfront. Existing access to the River, including the kayak launch, will be respected and enhancements can be made where deemed necessary. National Resources will support the extension of the Shared Use Path / Scenic Hudson Riverwalk on this site as it has along the length of the Hudson Harbor project as well as along its proposed Wharf Boatel concept at the Tarrytown Marina site.

Public access to the docks and slips at the site would continue as it has historically.

### **Transportation**

There will be the ability for ferries and tour boats to dock at the site to allow access by water. In addition, given its proximity to the train station, the Gateway Visitor Center will allow for alternatives that are not car based, such as the implementation of a bicycle rental system, similar to New York City's CitiBike, the popular bicycle sharing system expanding throughout the New York City, with a complimentary "little brother" e-Scooter sharing program.

### ***The "Team Approach" - Public / Private Partnership***

Most importantly, National Resources has secured funding for the construction of the Visitor Center including the public restaurant facilities (approximately \$2M) and work closely with a Board comprised of the numerous institutions as well as the Village of Tarrytown to establish a mutually agreeable construction phasing for the project and to provide ongoing management of this facility.

It is essential that a project of this magnitude, that will impact the Village, utilize a team-based approach. This point cannot be overstated. This effort requires putting together an exceptional team of professionals and consultants, but also requires an open dialogue with the Village, its planning professionals, opinion leaders and stakeholders to ensure the project's success. National Resources has a solid track record of doing this in multiple municipalities and readily acknowledges that in all cases local input has produced great ideas and led to a much better project.

Spending time and working together with the Village and its planning officials and experts in this early phase will ensure that the Hudson Valley Gateway Visitor Center meets the needs of Tarrytown, both now and in the future. This is the true definition of a successful project, a project that can stand the test of time and position Tarrytown for the future.

***The Partnership: National Resources, Tarrytown Boat & Yacht Club & Washington Irving Boat Club***

The cornerstone of this project will be to build a strong partnership with Washington Irving Boat Club, which supports the ongoing viability of the club in the form of enhanced facilities and improvements to their marina. In this regard, there is a strong case to create a shared services agreement between Washington Irving and the Tarrytown Boat & Yacht Club. The goal would be to increase services, but reduce costs for both groups in the form of sharing key elements of the marinas such as travel lifts, maintenance and repair facilities, fuel docks, pump outs, winter storage as well as other elements such as meeting spaces. The importance of this component cannot be underestimated for the success of this project.





NATIONAL RESOURCES