



PORT OF ALBANY

RFEI

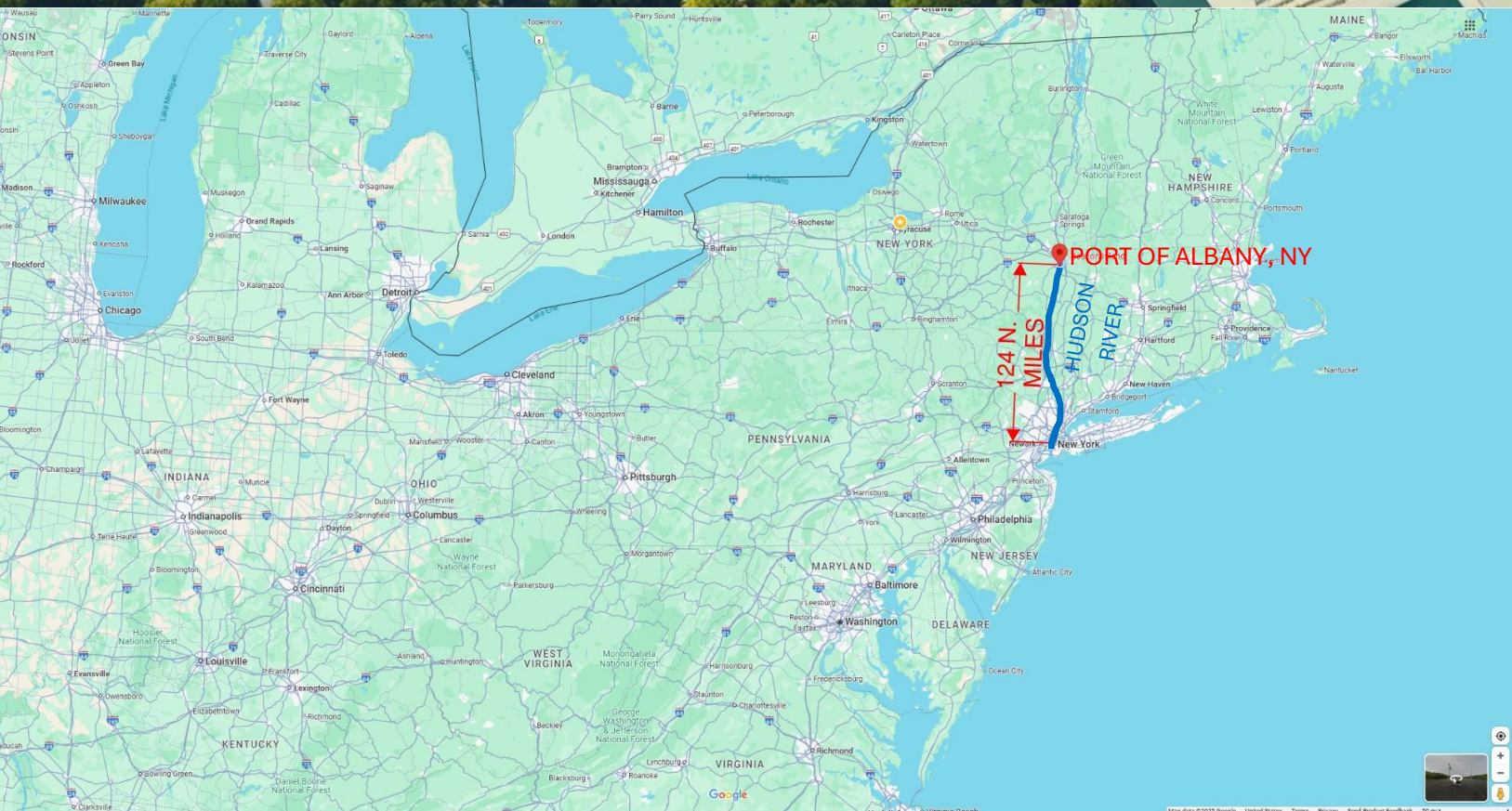
RFEI# - APDC 2025-EI1

REQUESTING EXPRESSIONS OF
INTEREST FOR THE COMMERCIAL &
INDUSTRIAL DEVELOPMENT OF 85 ACRES
WITH MARITIME COMMERCE OPPORTUNITIES
IN UPSTATE NEW YORK

portofalbany.us

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THE OPPORTUNITY

Beacon Island, at the Port of Albany-Rensselaer, offers a one-of-a-kind waterfront development opportunity for a forward-thinking organization to unlock new possibilities. Uniquely, in the entire Eastern United States, this property offers 85 contiguous acres adjacent to a federal marine highway, the Hudson River, and is primed to serve a new commercial or industrial purpose.

This expansion effort led by the Port of Albany (APDC) is driving the future of regional economic development for the Capital Region of New York State and beyond. With more than \$170 million invested into site readiness, momentum is already propelling the site's success. Now, the Port of Albany is seeking uses which will realize Beacon Island's highest and best potential, taking full advantage of its strategic location, multimodal connectivity, site development maturity, and all the site's special characteristics.

In alignment with the Port's mission to foster maritime and land-based economic activity, emphasize safety and security, and promote environmental and energy sustainability, the Port is seeking qualified respondents to submit their development concepts. Qualified respondents are defined as entities with demonstrated financial capacity, relevant large-scale industrial or maritime experience, and a proven ability to deliver complex projects on schedule and in collaboration with public agencies. Visionary proposals aligning with this RFEI's requirements to connect industries, drive economic value, and support regional and community resilience through job creation, training opportunities, and local investment are requested.

PROJECT GOALS:

- **EMPLOYMENT**
Create long-term, high quality job opportunities
- **FACILITY CONSTRUCTION**
Construct commercial or industrial facility that will strengthen regional capacities and leverage maritime access
- **REGIONAL ECONOMIC INVESTMENT**
Enhance the Port's role as a center for maritime commerce, manufacturing, innovation, and connection to regional industry clusters.
- **COMMUNITY RESILIENCE**
Support local workforce development, create apprenticeship and training programs, invest in infrastructure that will benefit surrounding communities, and promote and improve environmental stewardship.

The Port is issuing this Request for Expressions of Interest to solicit interest and information about this exciting opportunity. Submission details and dates are on page 4.

Richard Hendrick
CEO, Port of Albany-Rensselaer

REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)

Development and Use of Property at Beacon Island – Port of Albany

This solicitation represents an opportunity to assess market interest and commercial potentials for the Port of Albany's Beacon Island expansion site, at 340 River Road, Glenmont, NY. Five years into development, having targeted heavy-industrial long-term commitments to-date, the Port is now looking for significant and ambitious site-use proposals.

GENERAL INFORMATION AND DEADLINES

- **Issuing Entity:** Port of Albany-Rensselaer (APDC)
- **RFEI Number:** APDC 2025-EI1
- **Issue Date:** April 4th, 2025
- **Submission Contact:**

Jessica A. Lansing
Compliance Procurement Coordinator
Port of Albany
106 Smith Blvd.
Albany, NY 12202
518-463-8763
jlansing@portofalbany.us

- **Key Dates:**

We **encourage and welcome a site visit** prior to submission. To schedule a visit please email: Roddy Yagan, Senior Construction Project Manager at ryagan@portofalbany.us.

- **QUESTIONS DUE** via email to jlansing@portofalbany.us:
Friday May 30th, 2025, no later than 4PM (EST).
- **RESPONSES TO QUESTIONS** will be provided via email
Monday June 9th, 2025, no later than 5PM (EST).
- **SUBMISSION DUE** via email to jlansing@portofalbany.us:
Friday June 27th, 2025, no later than 4PM (EST).



INTRODUCTION / OBJECTIVE

1. Purpose of the RFEI

The Port of Albany is issuing this **Request for Expressions of Interest (RFEI)** to gauge market interest, explore innovative and transformative development opportunities, and identify qualified firms or partnerships interested in **leasing or developing property at Beacon Island into a major economic and maritime hub**. The Port seeks visionary concept proposals that align with its **strategic objectives, long-term development goals, and economic growth initiatives in an evolving landscape**. This RFEI serves as a critical first step in identifying potential development partners, guiding future land-use planning, and shaping subsequent solicitations such as a Request for Proposals (RFP) or an Exclusive Negotiation Agreement (ENA). Respondents are encouraged to propose bold, high-impact ideas that enhance the Port's competitiveness, economic contributions, and long-term sustainability.

2. Port of Albany-Rensselaer Background

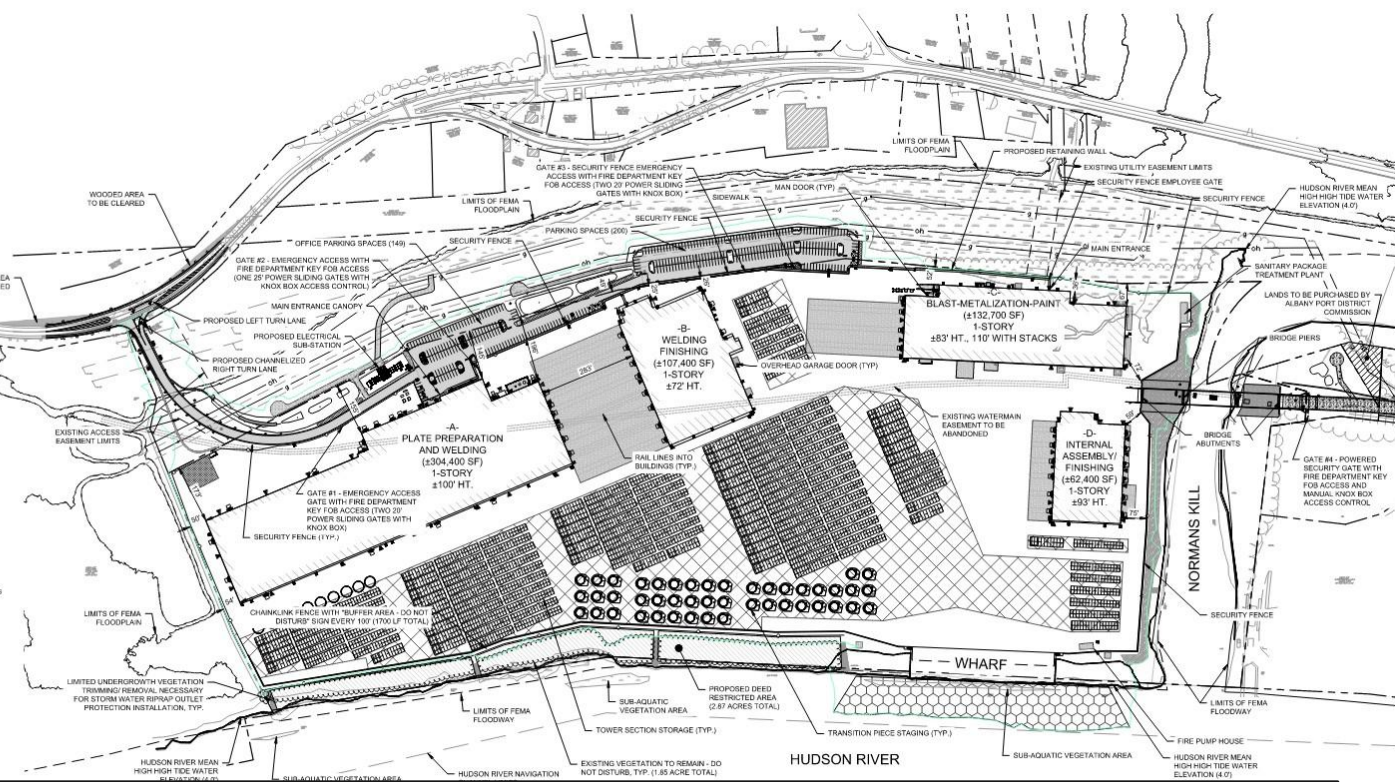
With four transport modes – ocean vessels, barges, freight railroads, interstate highways – the Port of Albany is Upstate New York's largest public port and logistics hub and serves as a Port of Entry with an on-site U.S. Customs and Border Protection office and bonded warehouse. The Port is open and active year-round and includes deep-water shipping access and approximately 450 acres of land on both sides of the Hudson River in four municipalities. The Port of Albany is located 124 nautical miles north of the Battery in New York Harbor. The existing Port facility has recently completed nearly \$100 million in maritime upgrades and investment, in addition to the substantial investment planned with this Port expansion. For more information, visit www.portofalbany.us.

3. Project History

From 2016 to 2019, the Port of Albany explored market opportunities to drive regional job creation, which lead to supporting the offshore wind industry; with the Port now widening its view towards potential industry matchups outside offshore wind. In 2021, the Port was selected through NYSERDA's competitive Round 2 Solicitation to develop the nation's first offshore wind tower manufacturing supply chain facility. The site was funded and developed to support this proposed project. However, due to changed economic and supply chain conditions, the Offshore Wind Tower Manufacturing project has been halted. Prior to that pause, the Beacon Island site received and deployed more than \$170 million of funding as part of an innovative public-private partnership. Today, the **fully permitted** (i.e., local, state, and federal permits in-hand) project, with construction initiated in 2022, stands as a key opportunity to advance state and federal business investment, domestic manufacturing, new and additional maritime commerce and employment goals

With audacious expectations originally targeting investments over \$800 million, the creation of 550 construction jobs, and 500 to 600 permanent advanced-manufacturing employments, considerable local engagement and activations, and despite significant industry-wide challenges and rising costs, the Port has remained committed. It is advancing a phased construction towards a pad-ready site using Port funds, private partnerships, and public grant opportunities.

As a heavy-industrial zoned site, with completed NYS SEQRA reviews, Planning Board Site Plan Approval, NYSDEC construction SPDES, Multi-Sector General Permits, Air-State Facilities Permits, Article 11 & 15 Permits, and USACE issued joint application Section 10 & 404 permits, developers will benefit from significant latitude regarding facility design limitations (e.g., heights, square footage, infrastructure and industrial process) to leverage existing approvals.



INTRODUCTION / OBJECTIVE (CONT'D.)

4. Potential Site Uses

The Port encourages proposals that incorporate

- **Industrial, Commercial, and Maritime Uses:** Manufacturing, warehousing, distribution, logistics, stevedoring, energy, computing and data centers, defense sector, and port-related businesses
- **Infrastructure Development:** Transportation, marine access, and utility enhancements
- **Public-Private Partnerships (PPP):** Innovative financing and operational models
- **Sustainability and Innovation:** Renewable energy infrastructure, carbon-neutral developments, and modern logistics solutions

5. Development Opportunity and Vision

Beacon Island offers a rare opportunity to establish a world-class waterfront development that integrates maritime, industrial, and sustainable infrastructure to advance economic growth, job creation, and environmental stewardship.

The Port is particularly interested in concepts that:

- Strengthen the region's role as a hub for trade, logistics, and advanced industries
- Foster innovation in infrastructure, industry, and maritime commerce
- Generate significant economic benefits, including job creation and investment attraction
- Support environmental resilience and community well-being
- Leverage public and private investment to maximize regional impact

The Port welcomes a broad range of development proposals that may include, but are not limited to:

- Industrial and maritime uses that enhance trade, logistics, and manufacturing capacity
- Energy and emerging technology hubs that position the Port as a leader in the clean economy
- Mixed-use infrastructure concepts that balance economic growth with environmental and community benefits
- Collaborative public-private partnerships that bring innovative financing and shared investment models

Rather than prescribing specific outcomes, this RFEI invites respondents to propose creative solutions that align with the Port's long-term strategic vision while addressing critical regional economic and environmental challenges.



INTRODUCTION / OBJECTIVE (CONT'D.)

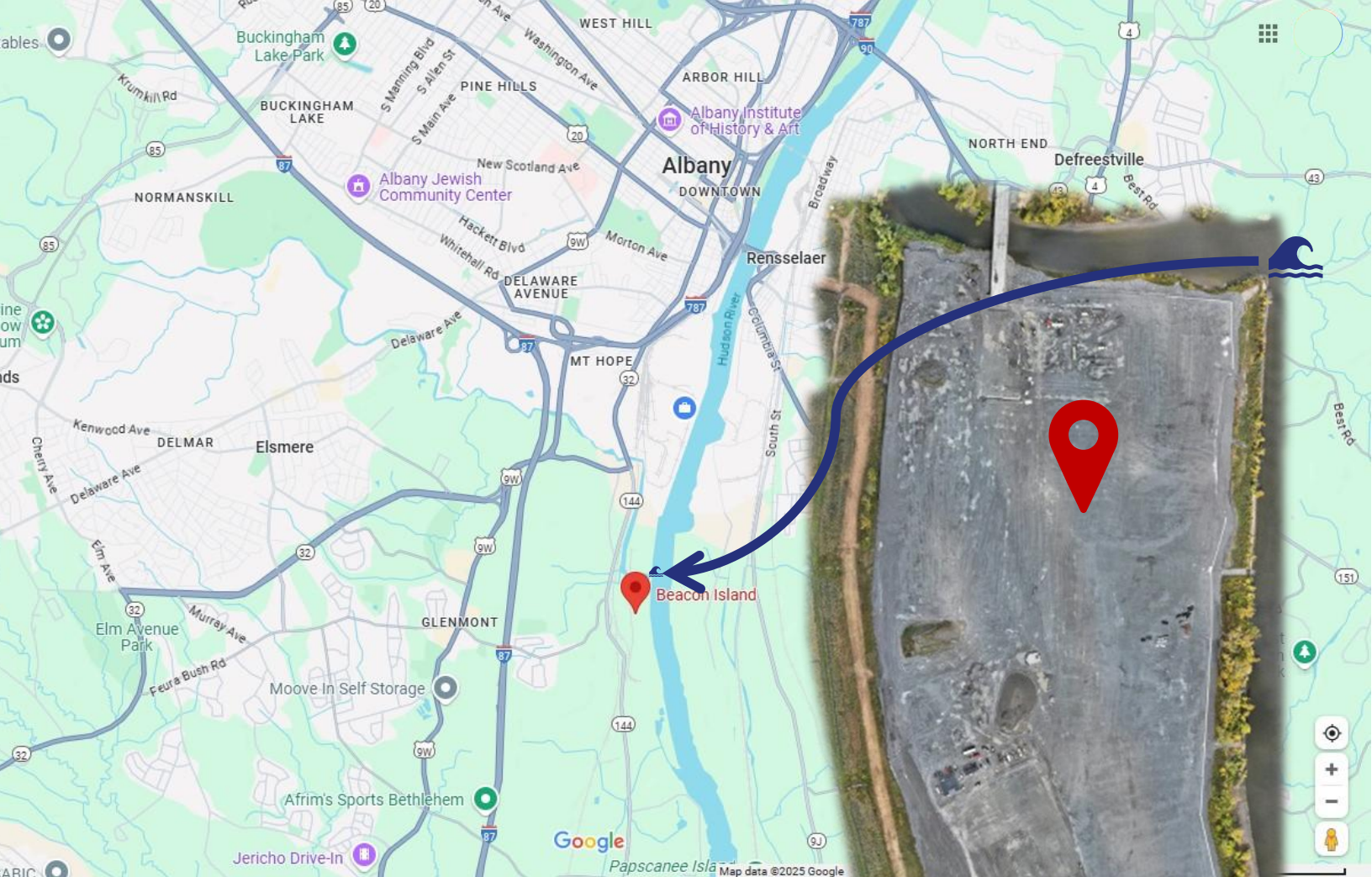
6. Strategic Alignment and Next Steps

This RFEI is part of a broader effort to **advance the Port's role as a catalyst for economic growth, sustainability, and industry leadership**. The insights gained from this process will help shape future solicitations and development strategies, ensuring that Beacon Island reaches its full potential.

The Port anticipates that selected **responses may lead to:**

- **A Request for Proposals (RFP) process for competitive bidding**
- **Direct negotiations with select respondents for lease or development agreements**
- **Collaborations on public-private investment strategies to enhance infrastructure and site capabilities**

The Port of Albany encourages forward-thinking, ambitious, and sustainable proposals that will position Beacon Island as a model for 21st-century industrial maritime facility.



DESCRIPTION OF THE SUBJECT PROPERTY

1. Location and Site Characteristics

- **Total Acreage:** 85 acres
- **Land Use Zoning:** Heavy-Industrial (Town of Bethlehem)
- **Site Access:**
 - **ROADS**
 - Main entry/exit from River Rd. (NYS DOT Rte. 144) and Normanskill Street via bridge over Normanskill
 - Nearby state highways including I-90, I-787, and I-87
 - **RAIL** (Nearby – not on-site)
 - CSX & CP Class 1 rail
 - Albany Port Railroad within Port District
 - Albany-Rensselaer rail station 4.5 miles away
 - **MARINE**
 - 124 nautical miles to New York Harbor
 - 5,400' of total existing wharf frontage (4,200' Albany & 1,200' Rensselaer) w/ 1,200 psf capacity (max)
 - *Proposed and Fully Permitted* 500 foot, 6,000psf capacity wharf on-site
 - 30' draft depth, 132' air draft, 1,100' turning basin

DESCRIPTION OF THE SUBJECT PROPERTY (CONT'D.)

2. Location and Site Characteristics

- **Regional Brief:** The Capital Region has 1.1 million people living in eight counties: Albany, Columbia, Greene, Rensselaer, Saratoga, Schenectady, Warren and Washington. The region spans 5,336 square miles; about the size of Connecticut. In addition to being the home of New York's capital city (Albany), the region is a major talent generator with 23 higher education institutions. Key regional industry clusters include Government, Semiconductors, Life Science & Health Care, Digital Gaming and Clean Energy.

The Capital Region is in the middle of a major geographic zone – with close proximity to New York City (2.5 hours), Boston (2.5 hours) and Montreal (3.5 hours). The four-season region is brimming with opportunities for leisure and recreation; surrounded by the Catskills, Berkshires and Adirondack mountains and filled with local arts, cultural and food destinations.

- Albany. The Capital Region Has 1.1 million People Living in Eight Counties. 2023. (Capital Region Chamber of Commerce – Center for Economic Growth 2023 Economic Profile) https://www.ceg.org/wp-content/uploads/2025/03/Albany-NY-Capital-Region_Economic-Profile_2025.pdf

- **Existing Infrastructure:** To-date, the Port of Albany has invested more than \$170 million into the acquisition and development of Beacon Island. Over the course of three development phases (i.e., design and permitting, site preparation, and pad-ready) between 2018 and 2025, the Port has advanced a fully permitted heavy-industrial manufacturing use case for the site. Work-in-place included mass-earthwork and grading program, surcharge import and install preloading/pre-consolidating building footprint subgrades, stormwater/domestic water/fire protection, buried electric utilities, procurement and pending install of a high-voltage substation, site access improvements including a 420 foot span bridge capable of supporting 650+ ton live/transient burdened SPMT distributed loads, and improvements to surrounding transportation infrastructure and facilities.

- **UTILITIES –**

- **WATER**
 - 8,000' of domestic main line and laterals
- **FIRE PROTECTION**
 - 1,151' of main line
 - Pump station and intakes (installation in 2025)
- **STORMWATER**
 - 7,528' of storm pipe
 - Catch basins
 - Infiltration chambers
 - Hydrodynamic stormwater separator units
 - Outfalls
 - Retention basins
 - Construction SWPPP systems
- **SEWER**
 - Sanitary Treatment Plant (installation in 2025-2026)
- **ELECTRIC**
 - 1,425' of buried medium voltage duct-bank and conduit
 - 4,705' of buried high voltage duct-bank and conduit
 - (2) 12.5 MVA XFRMR substation procured (installation in 2025)
- **GAS**
 - National Grid and BHE natural gas transmission main lines run adjacent to property border
- **COMMUNICATIONS**
 - Verizon, Spectrum, FirstLight Fiber, and more run immediately adjacent to main site entrance



DESCRIPTION OF THE SUBJECT PROPERTY (CONT'D.)

3. Environmental and Regulatory Considerations

- **Environmental Impact and Restrictions:** Compliance with federal, state, and local regulations are paramount. There's heightened scrutiny and sensitivity due to adjacency to the Hudson River and Normanskill. There are specifics controlling the proposed fire protection intake, process emissions, facility generated traffic, and facility viewshed/visual impacts.
- **Permitting Achieved:** (SEE TABULATION – studies and permits available at portofalbany.us or upon request).

The Port has achieved substantial work in environmental review, permitting, and design. Proposals which align with, leverage, and capitalize on the existing permitting and approvals will benefit from minimized future approval timelines and costing. The Port is open to entirely novel configurations, but anticipates the most efficient and highest potential proposals to be those most aligned with existing thresholds (e.g., building size, spatial layout, traffic impacts, visual impacts, effluents, etc.)

- **MUNICIPAL**

- Town of Bethlehem
 - Approved Zoning Variances – Floodplain (construction within), Front setback, parking/landscaping area, building height (110' approved vs 60' limit) variance
 - SEQR Resolution and Acceptance of SFEIS (considered up to 1,130,000 ft² two-story building w/ 565,000 ft² footprint)
 - SEQR Findings Statement
 - Site Plan Approval (approved 604,000 ft² footprint)
 - Floodplain Development Permit
 - Contractor Certification from Town Stormwater Dept.
 - 5-Acre Waiver from Town Stormwater Dept.
 - Water Tap Permit

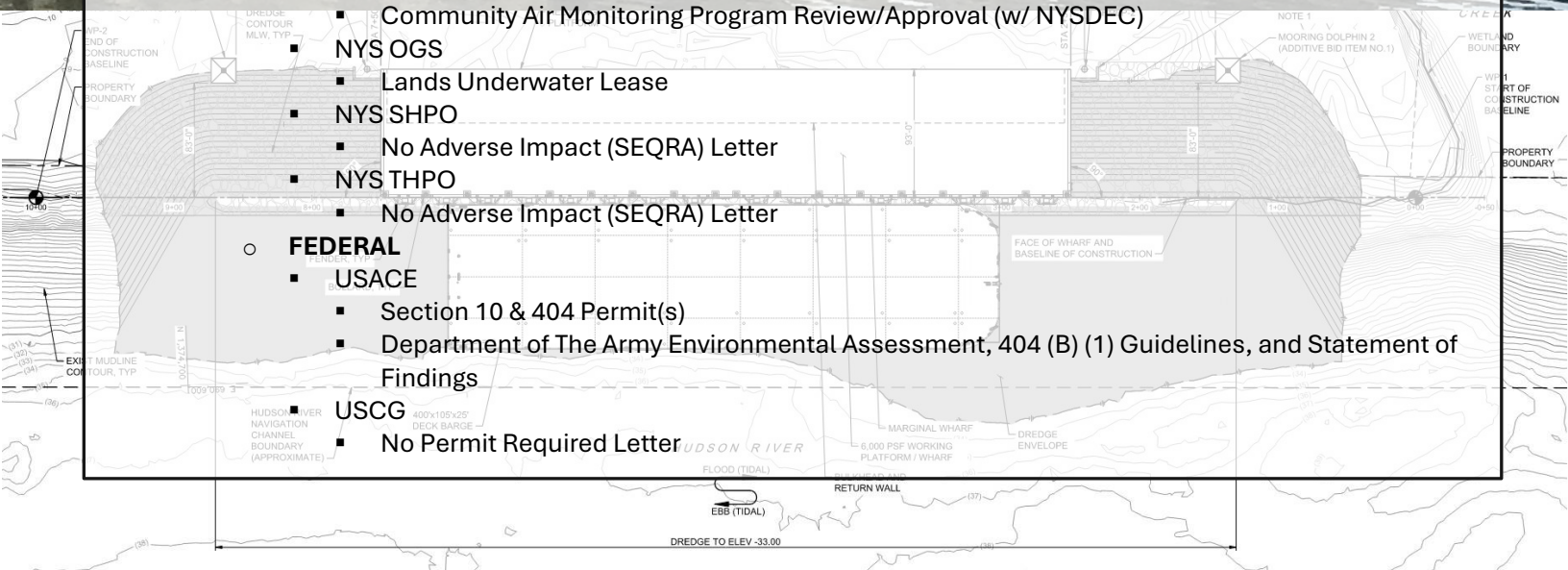
DESCRIPTION OF THE SUBJECT PROPERTY (CONT'D.)

○ STATE

- NYSDEC
 - SPDES General Permit Stormwater Discharge from Construction Activity
 - Air State Facilities Permit
 - Multi-Sector General Permit
 - Excavation and Fill in Navigable Water - Article 15, Title 5 Permit
 - Endangered/Threatened Species (Incidental Take) – Article 11 Permit
 - Water Withdrawal Consent
 - Solid-Waste Management Facility Registration
 - Landfill Reclamation Plan Approval
 - Landfill Reclamation Closure Certification
 - Groundwater Monitoring Well Plan Approval
 - Bridge Work Plan Approval
 - Community Air Monitoring Program Review/Approval (w/ NYSDOH)
- NYSDOT
 - Highway Work Permit
 - Temporary Access Permit
- NYS DOS
 - Coastal Consistency Concurrence
- NYS DOH
 - Community Air Monitoring Program Review/Approval (w/ NYSDEC)

○ FEDERAL

- USACE
 - Lands Underwater Lease
 - NYS SHPO
 - No Adverse Impact (SEQRA) Letter
 - NYS THPO
 - No Adverse Impact (SEQRA) Letter
- USCG
 - Section 10 & 404 Permit(s)
 - Department of The Army Environmental Assessment, 404 (B) (1) Guidelines, and Statement of Findings
 - No Permit Required Letter



A1 PLAN - GENERAL ARRANGEMENT AND LIMITS OF WORK
SCALE: 1"=40'

NOTES:

1. FOR DREDGING AND SLOPE PROTECTION, SEE D-SHEETS.
2. FOR UPLAND DEVELOPMENT, INCLUDING CIVIL / SITE, EARTHWORK GRADING AND DRAINAGE AND UTILITIES, SEE CIVIL / SITE PACKAGE.

40' 0' 40' 80'
SCALE: 1"=40'

CONSTRUCTION BASELINE		
WORKING POINT	NORTHING	EASTING
WP-1	1375594.0781	690501.1260
WP-2	1374594.9364	690459.7045

SUBMISSION AND DEVELOPMENT REQUIREMENTS

All submissions must include the following information (responses must not exceed 15 pages in length):

A. Respondent Information:

- Name, address, and Federal Employer Identification Number (FEIN)
- Contact person's name, title, email, and phone number

B. Company Background and Qualifications:

- Business history, structure, and areas of expertise
- Relevant project experience, especially in maritime and industrial development
- Financial capacity to execute large-scale projects

C. Proposed Use and Development Plan:

- **Executive Summary:** High-level overview of the proposal
- **Physical Developments**
 - Site Improvements: Grading, paving, and utility connections
 - Infrastructure Enhancements: Roads, bridges, access points
 - Dredging and Wharf Reconstruction: If applicable
 - Facility Installation: Structural spaces and programming, including tooling and equipment
 - Security and Safety Compliance: Meeting federal and state safety requirements
- **Business Plan:**
 - Economic impact projections (job creation, regional benefits)
 - Conceptual project schedule (design, permitting, construction phases)
 - Operational plans (anticipated traffic, logistical flow, and facility management)
 - Market demand analysis and revenue model
 - Facility safety, security, and environmental considerations
 - Existing or external facility or commercial structures to be emulated or replicated

D. Financial Proposal and Commercial Approach:

- **Proposed Engagement Structure (Lease, Ground Lease, Operating Agreements, etc.)**
 - Revenue model, capital investment plan, and financing sources
 - Lease duration, rental terms, and cost breakdowns
 - Cost estimates for development, maintenance, and operational expenses
- **Public-Private Partnership (PPP)**
 - Alternative development models

E. Schedule / Time-to-Market:

- Expected timeline from contract signing to full operation
- Key milestones (environmental approvals, permitting, construction)

EVALUATION CRITERIA

Submissions will be evaluated based on their alignment with the **Port of Albany's strategic priorities, economic development goals, environmental stewardship commitments, and regional industry benefits**. The Port will assess submissions for consideration using a **threshold-based evaluation framework**, where each proposal is measured against specific individual thresholds or a combination thereof.

Evaluation Thresholds

Proposed developments must demonstrate their ability to **achieve one or more of the following performance thresholds**:

1. **Overall Vision**
 - Inform and illustrate a compelling proposition for a best and highest use of Beacon Island
2. **Job Creation and Economic Impact**
 - **Construction Employment**: Number of jobs created during the construction phase
 - **Permanent Employment**: Long-term workforce projections for facility operations
 - **Wage Levels**: Contribution to regional labor market strength through competitive wages and benefits
 - **Local Workforce Utilization**: Inclusion of local labor, workforce training, and apprenticeship programs
3. **Gross Revenue and Regional Economic Growth**
 - **Direct Revenue Generation**: Anticipated gross revenue from site operations
 - **Multiplier Effect on Local Economy**: Impact on regional supply chains, business networks, and tax base
 - **Trade and Commerce Stimulation**: Increase in regional commercial and maritime activity
4. **Maritime and Industrial Activity**
 - **Volume of Cargo and Maritime Throughput**: Projected annual tonnage or gross revenue from port-related operations
 - **Enhancement of Shipping and Logistics Capabilities**: Expansion of regional distribution, intermodal connectivity, and supply chain resilience
 - **Infrastructure Utilization and Expansion**: Improvements in berthing, navigational capacity, and marine terminal efficiency
5. **Synergistic Benefits to Regional Industry Clusters**
 - **Alignment with Regional Economic Development Plans**: Fit within established economic clusters (e.g., advanced manufacturing, maritime logistics, renewable energy)
 - **Collaboration with Local and Regional Businesses**: Potential for co-located or complementary industries
 - **Knowledge Transfer and Workforce Development**: Partnerships with educational institutions, research organizations, and industry leaders
6. **Overall Investment and Financial Viability**
 - **Private Investment Commitment**: Total capital expenditure and financing sources
 - **Public Grant Leverage and Force-Multiplying Effects**: Ability to secure and enhance public funding opportunities
 - **Long-Term Financial Sustainability**: Business model viability, risk mitigation strategies, and projected return on investment
7. **Environmental Sustainability and Community Benefits**
 - **Support for the Port of Albany's Green Marine Strategies**: Adoption of green building and transportation standards, carbon-reduction strategies, and clean energy infrastructure
 - **Community Enhancements**: Contributions and enhancements to local infrastructure, public amenities, and environmental improvement
 - **Remediation and Environmental Restoration**: Investment in environmental cleanup, habitat restoration, and pollution mitigation
 - **Stormwater and Flood Resilience**: Integration of climate adaptation measures to enhance site resilience



EVALUATION CRITERIA (CONT'D.)

Scoring and Consideration

- Proposals will be considered based on their ability to **meet or exceed multiple thresholds**, with higher priority given to developments that demonstrate **broad, multi-faceted benefits** across economic, environmental, and regional development dimensions.
- Proposals that **fail to meet minimum threshold requirements** may be **excluded from further consideration**.

This **threshold-based evaluation approach** ensures that the selected project maximizes value for the **Port of Albany, local communities, and regional industry stakeholders**. Additional general considerations include:

- Use of investments and work to-date**
- Competitiveness and Feasibility of the Financial Offer**
- Quality and Feasibility of the Proposed Use**
- Proven Experience in Similar Developments**
- Development Timeline and Execution Plan**

CONFERENCE

- The Port may invite respondents for **one-on-one meetings** to discuss their proposals.
- These meetings will be scheduled **post-submission review**.

GENERAL TERMS AND DISCLAIMERS

- No Obligation to Award** – This Request for Information (RFEI) is for informational purposes, and no contract will be awarded as a result of submission. A firm or organization's response to the RFEI—or lack thereof—will not impact subsequent Request for Proposals (RFP) released, unless excluded due to threshold requirements.
- Confidentiality** – Responses may be subject to the **Freedom of Information Law (FOIL)**.
- Costs and Liabilities** – Respondents are responsible for their own costs associated with preparing submissions.
- Further Negotiations** – The Port may issue a formal **Request for Proposals (RFP)** based on RFEI responses.
- No Action** – Submission of a response to this RFEI does not obligate the Port to proceed with any further solicitation, negotiation, or award. The Port further reserves the right to take no action as a result of this RFEI, including the right not to pursue development, leasing, or disposition of the subject property. All decisions made by the Port in connection with this RFEI are final and not subject to appeal.
- The Port may invite respondents for one-on-one meetings to discuss their proposals.**