

Response to Request for Expression of Interest  
Tompkins County Old Library Property  
Tompkins County New York

March 14, 2014

Proposal from  
DPI Consultants, LLC  
65 Windsor Street  
Rochester, New York 14605  
607-279-2118

**Section One:**

Executive Summary

This proposal is for the purchase of the former Old Library Property at Court and Cayuga Streets in Ithaca, NY for the development of seventy-six (76) for-sale, owner occupied home units and eight (8) for-rent apartments.

The homes will be of various sizes and costs to meet the housing demands of median to high income home buyers, filling a dire shortage of housing options for these groups as identified in the 2011 Danter Report. On-site, underground parking will be provided for all homeowners and renters.

The project is designed for compatibility with its neighboring buildings, i.e., a modern building within the context of a Historic District. Following the guidelines for new construction within the District, our goal is for our project to be complimentary without attempting to mimic a historic building. Robert DiPaola, as DPI Consultants, LLC has been in construction his entire career. He is proud to have been instrumental in the planning and execution of many notable buildings and projects in the Ithaca area including three projects within the DeWitt Park Historic District. His deep experience in construction planning and project budgets has made his transition to a Developer a natural progression. DPI’s Windsor Gate single family home project in downtown Rochester was a resounding success. The opportunity to bring unique building methodologies to this project to create seventy-six new single family for-sale homes makes this a very unique proposal.

The construction methodologies/technologies to be used to construct this project are revolutionary and have never been used in Ithaca before. They will result in a construction duration approximately one-half of what traditional building methods can deliver. The benefit to the neighborhood will be far less noise and disturbances during the shortened construction phase and a huge decrease in its carbon footprint.

The project will have significant and positive economic benefits to the County, City, School District and local businesses by returning this property to the tax rolls and bringing eighty-four households of median and above incomes to downtown Ithaca.

This project will help the City achieve its goal of increasing the housing density downtown. The opportunities for collaborations and partnerships with neighboring organizations are many via shared use of the amenities which the project will contain. This unique project will maximize the benefits/opportunities that the old library property presents.

The existing building will be demolished and its materials will, to the greatest extent possible, be reused and or recycled in lieu of landfilling them. The project's density conserves land and maximizes infrastructure services to the homes versus the same number of ground based homes.

Criteria 2: Quality of overall program and conceptual design, including its compatibility with the surrounding historic neighborhood

The design of two buildings versus one of equivalent size, eliminates a monolithic feel, reduces the massing on the site, creates/allows see-through spaces, pathways for light penetration to the project and to the neighborhood and provides sightlines of the park and local cityscape. The landscaped interior courtyard space will provide a park-like area which will be a visual resource to be shared with all passersby. The courtyard will provide a visual extension of the DeWitt Park greenspace.

The concept design of the project's exterior skin, shown later in this proposal, has been developed after a study of the key features of the most significant buildings within the DeWitt Historic District. As this is a concept plan, we expect to further refine the design and choice of materials and colors to assure this modern building's compatibility within this unique historic district.

The fit-out to be provided for the interior of each home will be of high quality yet be customizable to each Owner's requirements.

Our design solution for the parking and storage of over 100 resident vehicles respects the visual sensitivities within the Historic District. As the parking will be underground it will not impact the existing view-scapes of the District.

The Sagan Planet Walk monument (Saturn) will be maintained in its current location, protected during the demolition and construction phases.

Criteria 3: Responsiveness to Community Needs

The Danter Report identified a severe shortage of for sale housing units in the City of Ithaca at multiple price points. This project will create seventy-six (76) for-sale single family homes ranging in price from median to high end.

This project will contribute to the City's goal of increasing density of the downtown area with the contingent benefit of maximizing the efficiency of the urban footprint.

Walkability to Ithaca's core cultural center and other City amenities will be a key feature of this project. Walkability is identified as a key desirable feature in the re-urbanization of America.

Outreach efforts will be made to promote the project to the local contracting community, labor pool and suppliers to maximize participation from these groups.

## Section 2:

*Detailed narrative description of proposal addressing all of the selection criteria and description of how project is intended to be financed.*

### Criteria 1: Energy Efficiency and Carbon Footprint

The construction of this project will employ a unique patented construction methodology which will result in a 40% reduction in the time needed to build the project. This savings in time also translates into a similar reduction in energy consumption both onsite and for the energy and for the hoisting required by the workforce and material suppliers getting to and from the jobsite. The need for propane fired temporary heat during construction will be similarly reduced. An important benefit to the neighborhood accruing from the shortened construction phase will be the reduced negative impacts of the construction process: noise, fumes, traffic disturbance, etc. Even though we will have a plan in place to mitigate each of these impacts the mitigation requirement will be 40% less!

Our proposed underground parking system will eliminate vehicle exhaust emissions during car parking and retrieval which will greatly reduce this project's carbon footprint once occupied. It will offer maximum parking density which will optimize use of the project's footprint. It will also eliminate the need to ventilate the below ground parking levels since there will be no fumes to exhaust.

Each home will have:

- A high efficiency air conditioning system which will provide individual thermostatic control of each room's thermostatic set point, to optimize comfort and energy use
- A high efficiency combination boiler/hot water maker which will provide on-demand hot water for domestic use and for the in-floor radiant heating system
- A programmable environment control system accessible from a smartphone or other similar device
- Energy Star appliances: Refrigerator, Range, Dishwasher, Clothes Washer/Dryer

The buildings will have:

- LED lighting throughout common and private spaces
- Elevators that will generate electric power during their use cycles and return it to the building for use within the common areas
- A location that encourages walkability versus auto travel for many local destinations, thus eliminating many drive miles and the associated energy consumption and pollution
- Building-wide energy management system to monitor and control all common energy usage to maximize efficiency
- Landscaped roofs which will reduce heat gain on upper floors as well as provide esthetic element for the occupants and passersby

We have already begun to actively seek partnerships with local agencies and institutes to create collaborative programs for our residents and the populations of those agencies, to share the Project's planned resources (fitness rooms, meeting rooms, etc.). We will actively promote a "Villages" approach to bringing many community services and resources to our residents thus capitalizing on the project's density as a win-win for the homeowners and service providers/vendors.

This Project will incorporate two different and revolutionary building methodologies never used in Ithaca before. Each will bring benefits during the construction phase and for the long term benefit of the homeowners.

The project will provide multiple sized/priced for-sale units which will help satisfy the shortage of for-sale housing identified in the Danter Report, including median priced home units. This plan encourages and promotes ownership from a diverse range of income and ages making for a vibrancy rarely found in other developments.

#### Criteria 4: Positive economic/tax base impact

This project will transform this tax exempt property into seventy-six (76) single family homes and 8 rental units. Collectively, it is anticipated the total assessed value of this project will approximate thirty-five million dollars (\$35,000,000.00).

Based on the above, the anticipated yearly tax revenue, by taxing jurisdiction, will be:

County: Two hundred thirty-eight thousand dollars (\$238,000.00) @ \$6.80/thousand of assessed value

City: Four hundred fifty-seven thousand dollars (\$457,000.00) @ \$13.08/thousand of assessed value

School District: Five hundred ninety-three thousand two hundred fifty dollars (\$593,250.00) @ \$16.95/thousand of assessed value

Annual Total (all Jurisdictions): One million two hundred eighty-nine thousand fifty dollars (\$1,289,050.00)

It is Important to note that the primary demographic of potential buyers for this project are people whose children have grown and left home. Thus, there will be minimal impact/burden to the resources of the Ithaca City School District, despite the annual tax revenue it will receive.

The project will create eighty (80) construction jobs and pour millions of construction dollars into the local economy.

The same demographics' buying power will provide a positive benefit to downtown merchants, farm markets, restaurants, theaters, etc.

Criteria 5: Capability of the developer or development team to undertake, finance, and manage the project.

The team assembled for the design, financing, construction and management of this unique project has the requisite experience and skills to successfully execute its every phase. Team members, individually and corporately, have extensive experience ranging from projects within the DeWitt Park Historic District to signature/iconic international projects. We see this as an incredible opportunity to create the largest for sale residential project in Ithaca's history and have assembled the "A" team to create a signature project using cutting edge, patented construction techniques which will add innumerable benefits to the project.

\*\*Team Members include:

DPI Consultants, LLC--Developer

Humphreys & Partners Urban Architecture--Design

Thornton Tomasetti--Structural Engineering

AECOS Ltd--Structural Integrator and Parking System

TBA--Local Architectural Consultant

Tompkins Trust Co.--Financing

Harter Secrest Emery--Legal

Fabbroni Associates—Surveyor

Sumware/Bob Stundtner

\*\*Resumes are located in the Appendix

Criteria 6: Demonstrated Market feasibility of the proposed program

The report titled, "A Downtown Housing Strategy in the City of Ithaca, New York" by the Danter Company, LLC, dated October 20, 2011, was commissioned by The Downtown Ithaca Alliance. It clearly identifies deficiencies on the supply side of the for-sale owner occupied housing market, at several price ranges, in downtown Ithaca. Since its publication date the situation has not improved and the for-sale owner occupied market continues to be underserved. This undertaking will be organized as a condominium project. It will provide a much needed inventory of these sought after units, at multiple price points, to help fill the supply side. We will provide seventy-six single family, for-sale, owner-occupied home units within the median to high end price range. Each home will have one onsite underground parking space.

We are more than confident of the success of this project. Indeed, the City's building height restriction for this neighborhood is the only thing restricting us from providing more homes for sale.

### **Section 3:**

*Timeline for development starting in 2<sup>nd</sup> quarter 2015*

Construction schedule follows on next page.



#### **Section 4:**

*Indication whether proposal is for purchase or lease and will alternative be considered.*

This proposal is only for the purchase of the Tompkins County Old Library building and property. The proposed redevelopment into for-sale homes does not lend itself to a lease arrangement and therefore will not be considered.

## **Section 5:**

Preliminary sketch plan and preliminary concept elevation drawings or photo representation of intended project.

Concept plans follow on next nine (9) pages.

Also, within the appendices are nine (9) ledger size plans.

As this is a concept plan, the exterior style, materials, and/or colors may be further refined to yield a building that will be a perfect fit within the Historic District.

ITHACA CONDOS  
DIPAULO DEVELOPMENT

6/3/2014  
HPA #14088

TABULATIONS	
SITE AREA:	30,874 SF
BUILDING FOOTPRINT:	21,435 SF
FAR:	0.6943
TOTAL UNIT	86 UNITS 975.05 SF AVE
	UNIT A 1BD 67 UNITS
	UNIT B 2BD 19 UNITS
PARKING REQUIRED:	86 SPACES
(1 PER UNIT)	
PARKING PROVIDED:	92 SPACES
TOTAL BUILDING AREA:	
GROSS RESIDENTIAL AREA:	94256 SF NRSF: 83854 SF EFF: 88.96%
LOBBY/ LEASING:	3,356 SF
AMENITIES:	3561 SF
STORAGE:	496 SF
TOTAL BUILDING AREA:	101,669 SF
PARKING AND SERVICES:	12933 SF
	140.6 SF PER SPACE



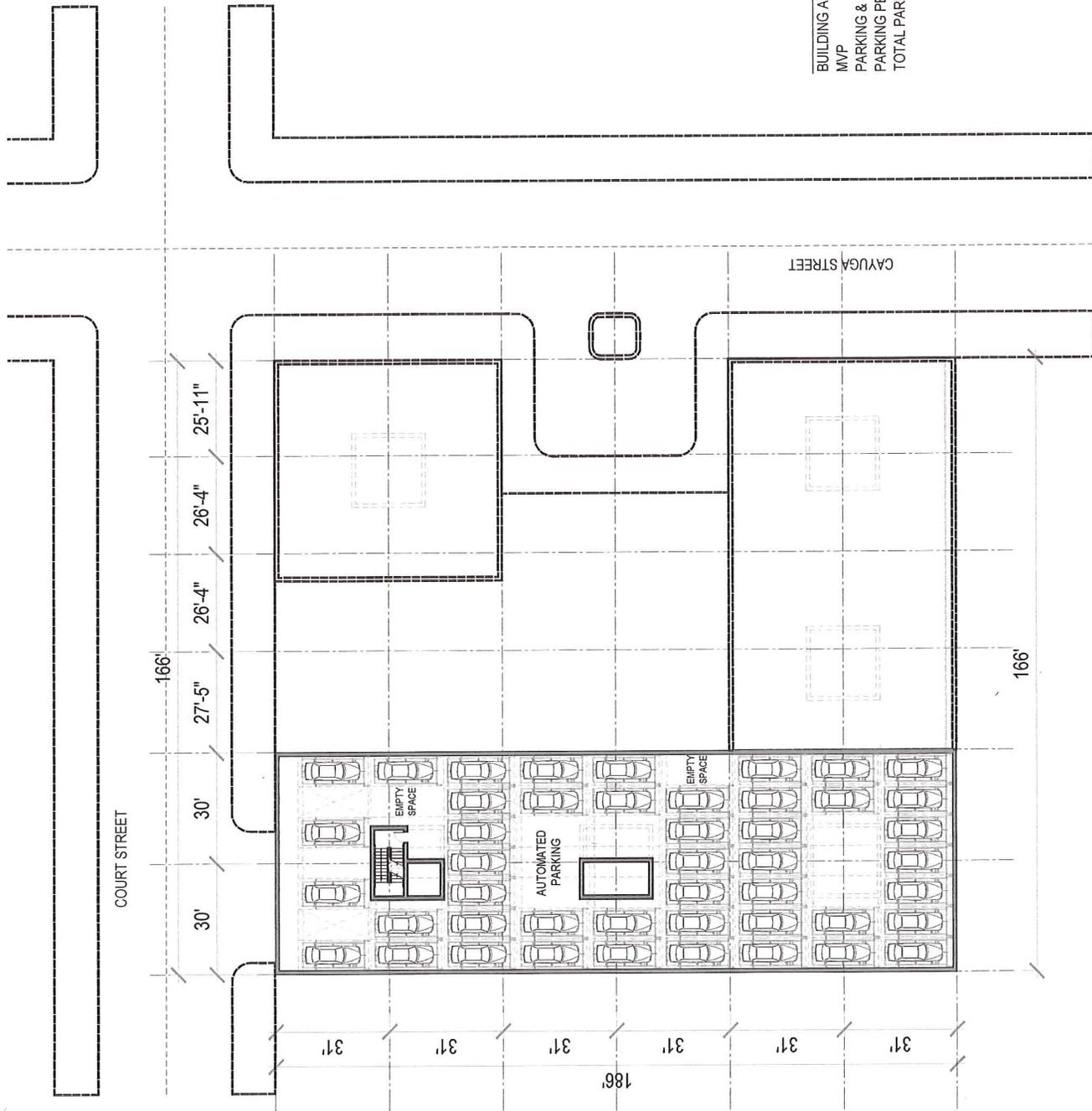
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03.07.2014

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BASEMENT FLOOR PLAN (2 PARKING LEVEL)

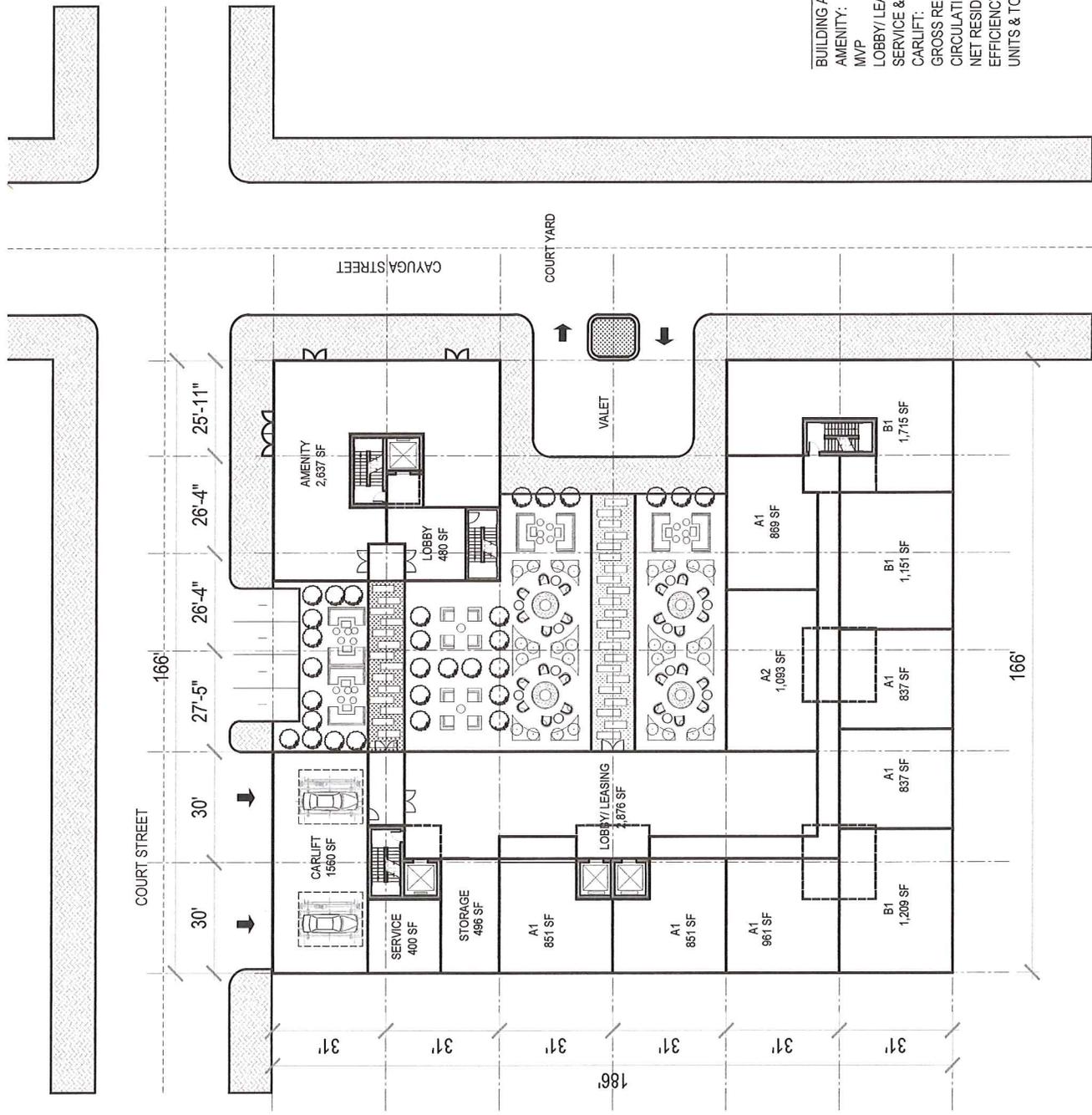
BUILDING AREA: 11,160 SF

MVP: 387 SF

PARKING & SERVICES: 10,773 SF

PARKING PER FLOOR: 46 SPACES

TOTAL PARKING: 92 SPACES (2F)



**GROUND FLOOR PLAN**

<b>BUILDING AREA:</b>	21,435 SF
<b>AMENITY:</b>	2,637 SF
<b>MVP</b>	894 SF
<b>LOBBY/LEASING:</b>	3,356 SF
<b>SERVICE &amp; STORAGE:</b>	896 SF
<b>CARLIFT:</b>	1,560 SF
<b>GROSS RESIDENTIAL AREA:</b>	12,092 SF
<b>CIRCULATION:</b>	1,718 SF
<b>NET RESIDENTIAL AREA:</b>	10,374 SF
<b>EFFICIENCY:</b>	85.79 %
<b>UNITS &amp; TOWNHOME PER FLOOR:</b>	10

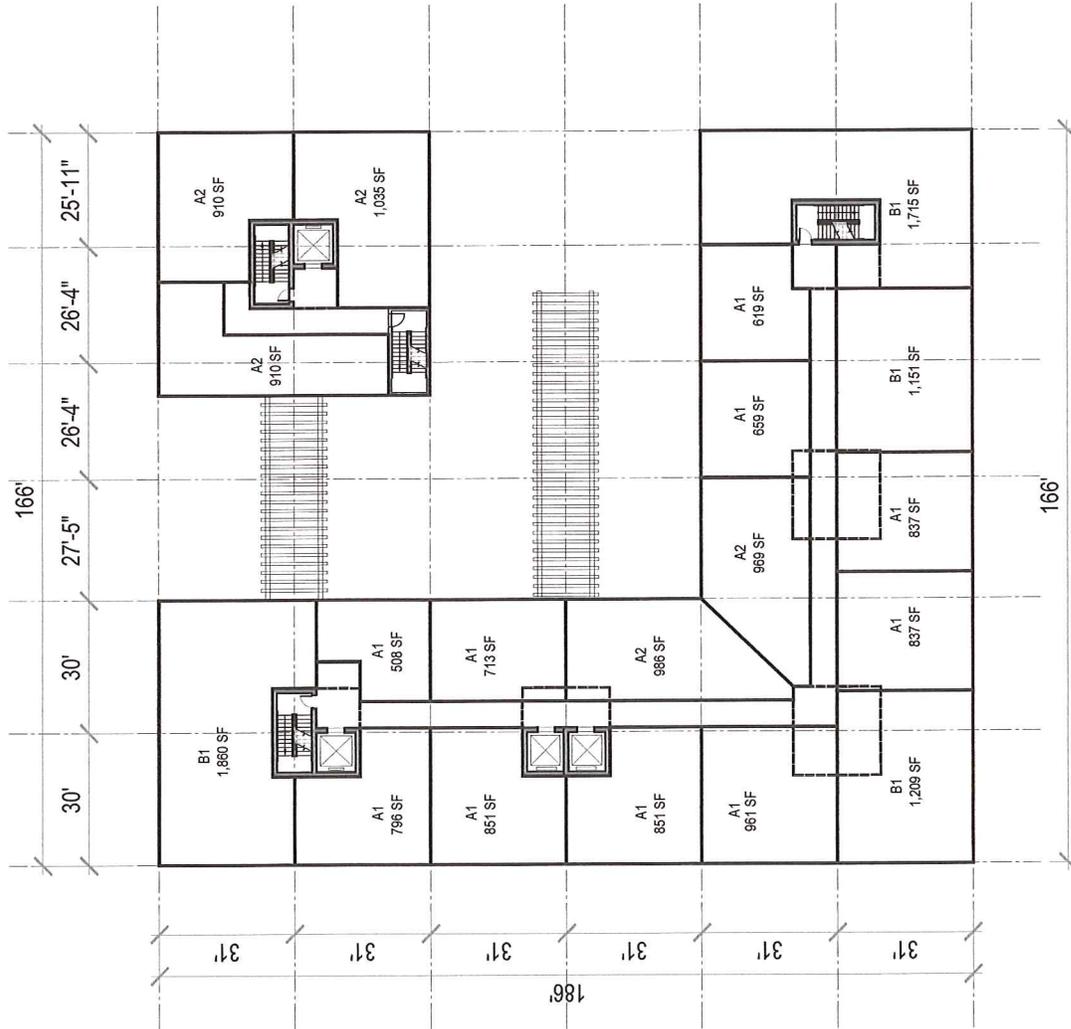
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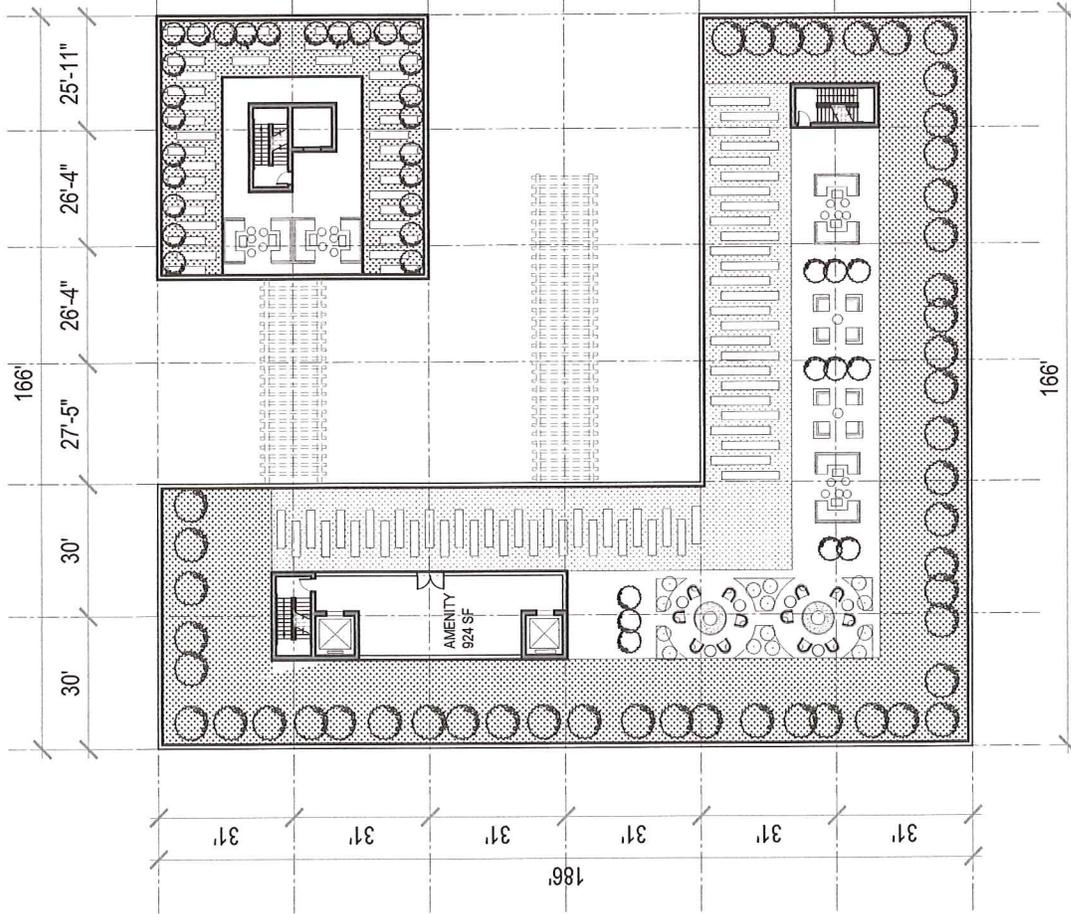
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**FLOOR 2 - 5 PLAN (4 LEVELS)**

**BUILDING AREA:** 21,435 SF  
 MVP 894 SF  
 GROSS RESIDENTIAL AREA: 20,541 SF  
 CIRCULATION 2,171 SF  
 NET RESIDENTIAL AREA: 18,370 SF  
 EFFICIENCY: 89.43 %  
 UNITS & TOWNHOME PER FLOOR: 19



TERRACES FLOOR  
 21,435 SF  
 670 SF  
 924 SF

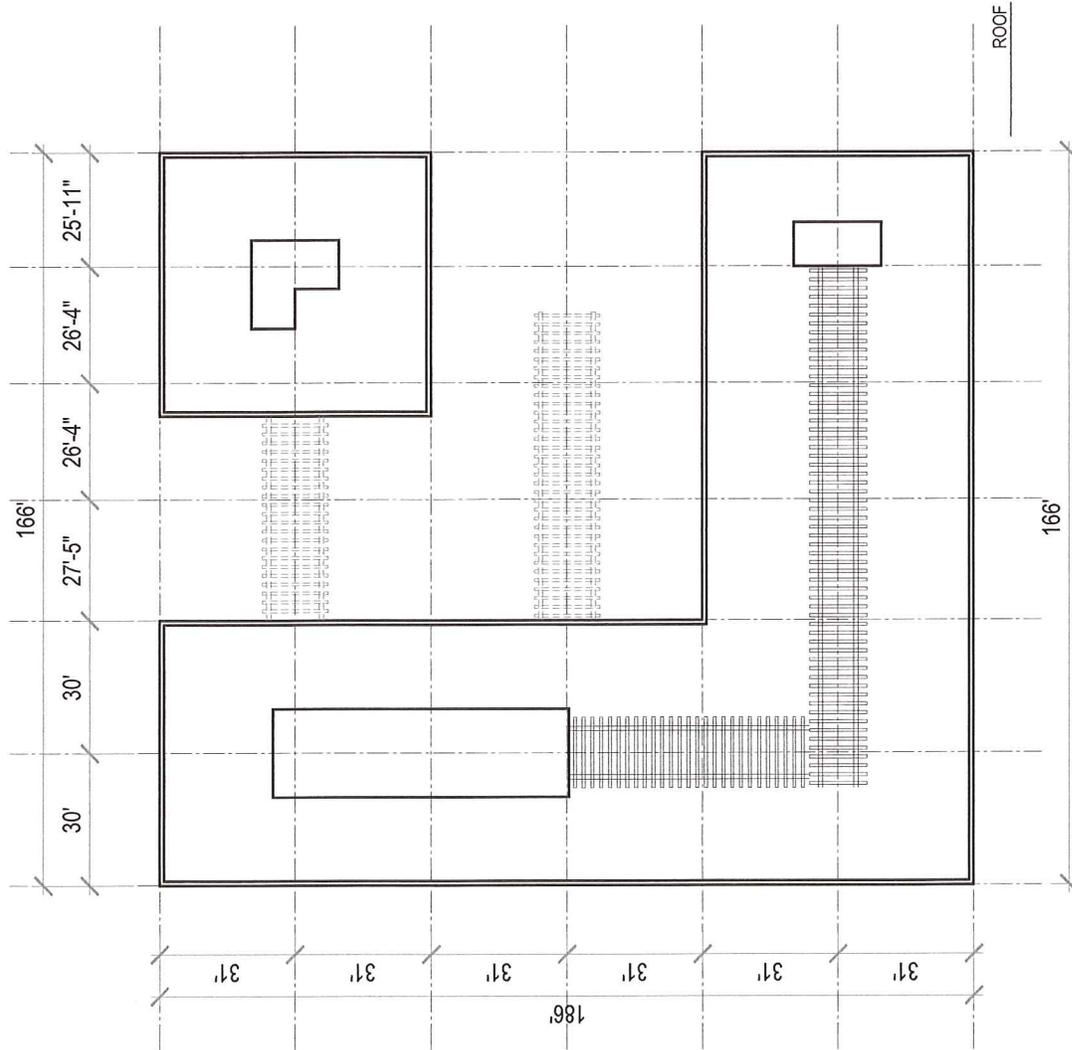
BUILDING AREA:  
 MVP  
 AMENITY:

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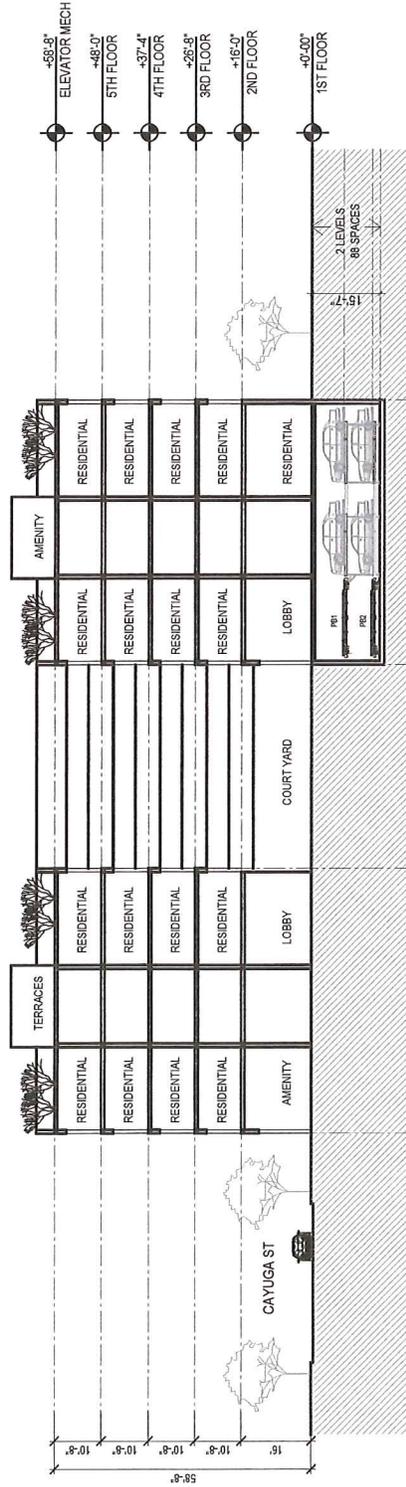
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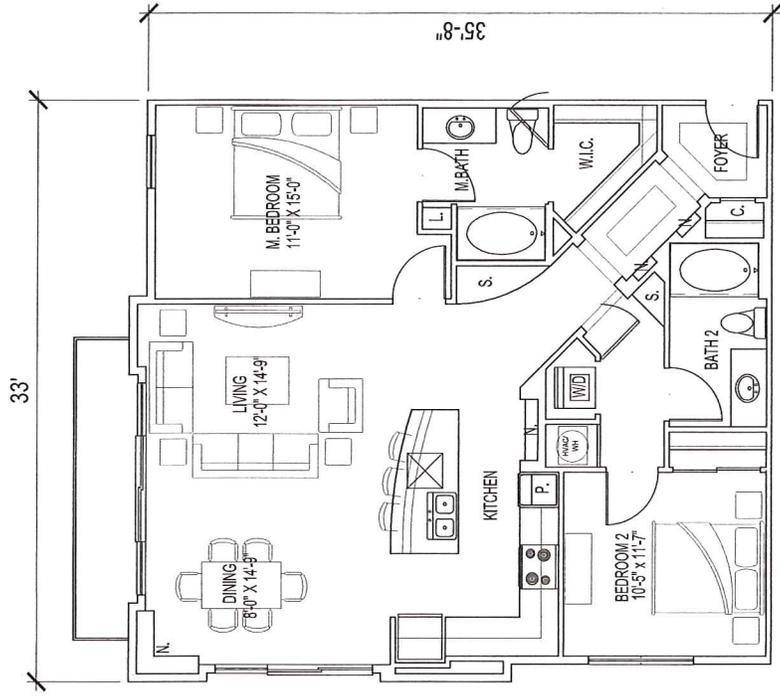
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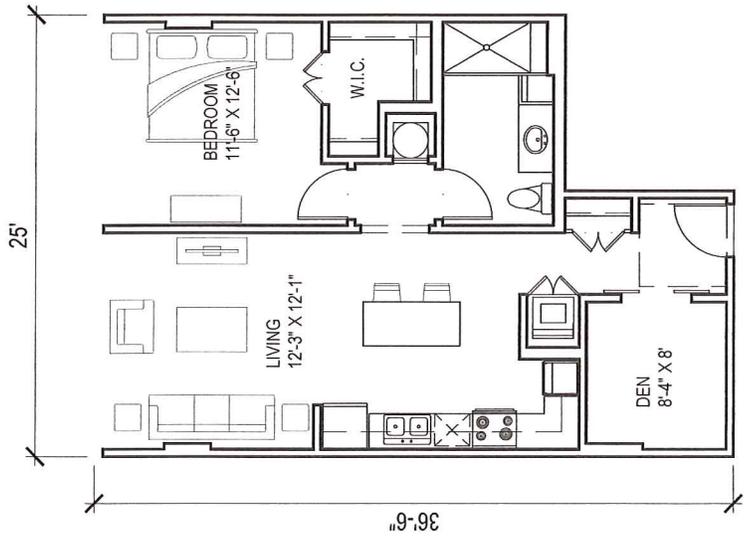
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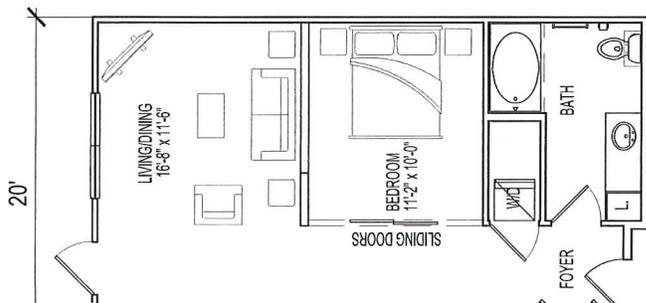
SECTION



UNIT B4  
NET - 1174 S.F.



UNIT A  
NET - 816 SF.



UNIT S  
NET - 630 SF.



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03.07.2014

## **Section 6:**

*Principal parties that are proposing the project and any definite or potential intended partners, along with statements of qualifications for each.*

DPI Consultants, LLC/Robert DiPaola is the single proposer for this project. Resumes for DPI and for Robert DiPaola are contained within the appendices.

## **Section 7:**

*Demonstration that the responder can obtain the financing to implement its proposal, including payment of fair market value for the property. This may include financial statements, commitments from financial institutions and/or a demonstrated history of completing project(s) of similar or larger scope.*

Funding for this proposed project will come from three sources: bank loan, philanthropic investors, and developer's investment. Within the financing plan are the funds needed to acquire, from Tompkins County, the subject property at fair market value. Per the RFEI the closing on the property will take place in March of 2015.

Tompkins Trust Company's letter of commitment to provide the majority of the project's financing follows on the next page. The balance of funding will be from philanthropic investors as well as from the Developer.

# TOMPKINS TRUST COMPANY



March 13, 2014

Robert DiPaola  
65 Windsor Street  
Rochester, NY 14605

RE: Tompkins County Request for Expressions of Interest, North Cayuga Street

To Whom It May Concern:

Tompkins Trust Company and its affiliate, the Bank of Castile, has had a long and successful banking relationship, both personal and commercial with Mr. Robert DiPaola and his company, DPI Consultants, LLC. Mr. DiPaola and DPI have honored their commitments to Tompkins Trust in a prompt and timely manner.

Most recently Tompkins Trust Company, through its affiliate the Bank of Castile, provided the funding of DPI's Windsor Gate Townhome project in downtown Rochester. That project involved the design, construction, and sale of five attached single family homes in the historic Grove Place Neighborhood. Grove Place is within the Center City development zone, within a short walk to the Eastman Theater and the Eastman School of Music and other Center City amenities.

All terms and conditions of the lending agreement (mortgage) were met including timely monthly interest payments and paybacks. Mr. DiPaola provided us accurate, transparent, and thorough project documentation to support the lending agreement as well as to support monthly drawdowns as the project progressed.

I would be happy to discuss this further, with anyone from Tompkins County, without violating any confidentiality of Mr. DiPaola. Feel free to contact me below.

Sincerely,



**Michael C. Cannon**

Vice President, Commercial Banking  
Tompkins Trust Company  
PO Box 460  
Ithaca, NY 14851  
Phone, 607-274-7428  
FAX, 607-273-3525

Email- [MCannon@tompkinsfinancial.com](mailto:MCannon@tompkinsfinancial.com)

## **Section 8:**

*Any Contingencies that could affect project readiness to proceed to project development as of April 1, 2015.*

None. Upon being selected as developer for this site in November 2014, our plan is to fully engage our team of architects, engineers, and consultants to take our concept plans and develop them into full construction plans and specifications. We will simultaneously begin the creation of the Homeowners' Condominium entity for approval by the New York State Secretary of State.

We will be ready to begin abatement and demolition of the Old Library building immediately after the sale and closing of the property is completed in March 2015.

## Appendices

- I. Resumes and Corporate Information
  1. DPI Consultants, LLC/Robert DiPaola – Developer
  2. AECOS – Structural Integrator and Parking System
  3. Thornton Tomasetti – Structural
  4. Humphreys & Partners Urban Architecture-Design
- II. Project Photographs
- III. 11 X 17 (inch) Project Plans