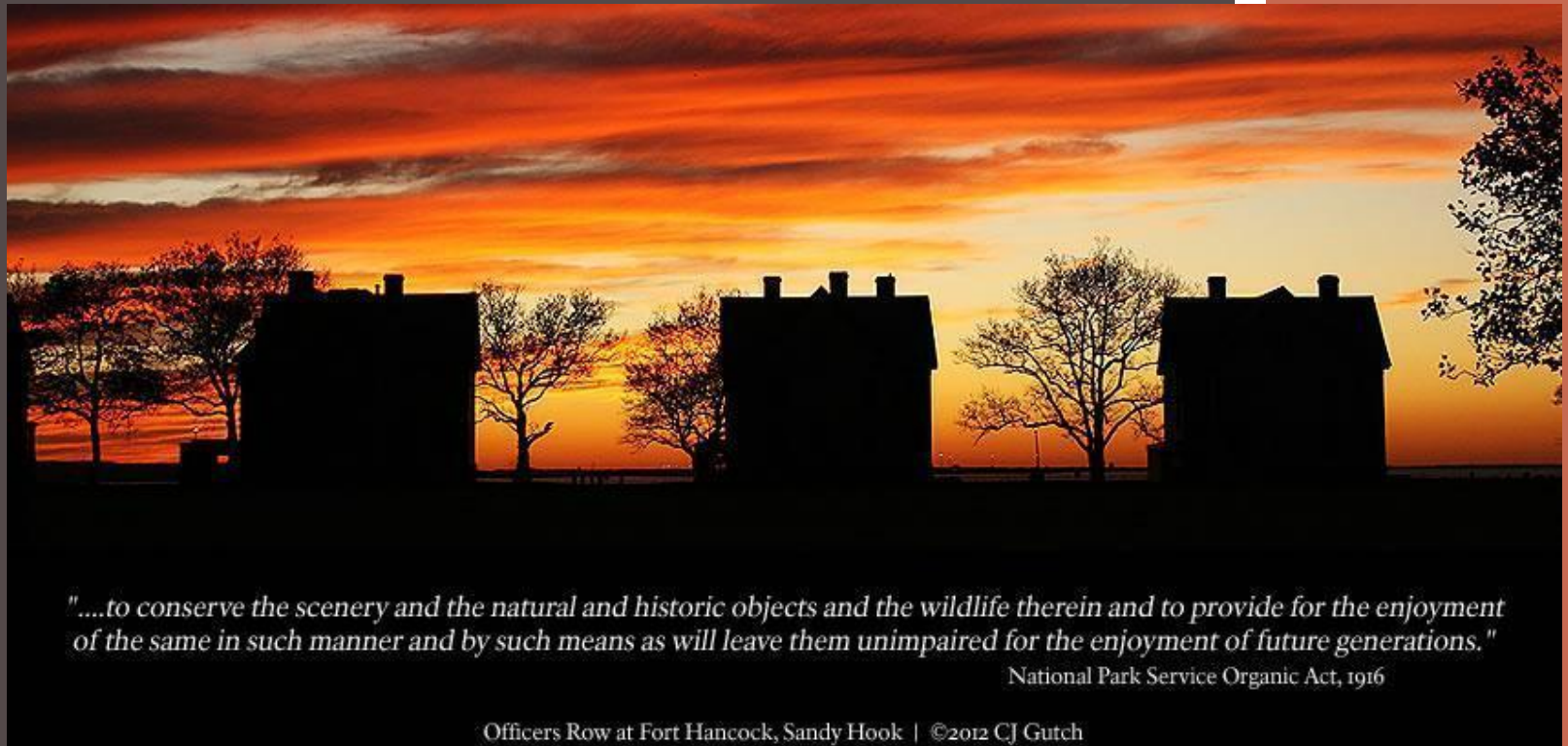
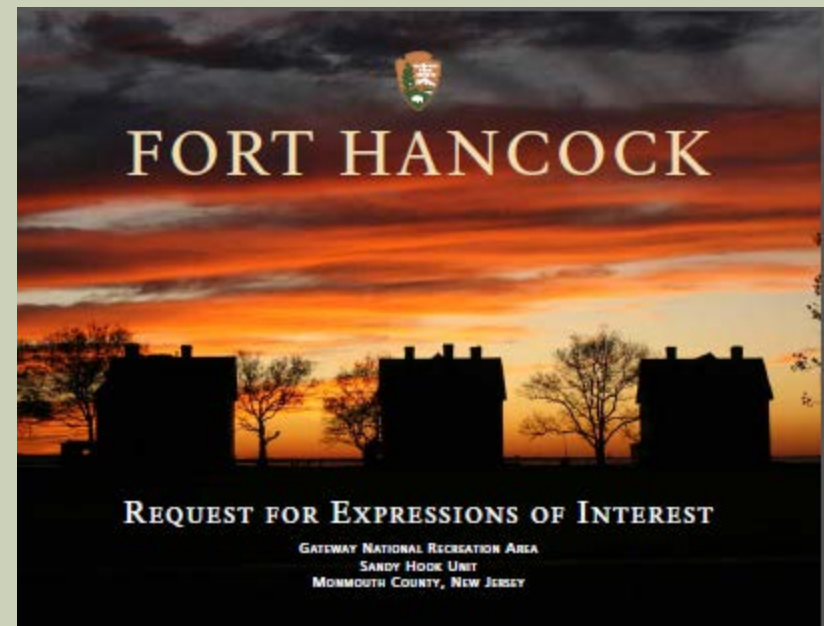


Fort Hancock 21st Century RFEI Working Group Recap



RECAP EXPRESSIONS OF INTEREST

- ❑ **RFEI Released October 22, 2013**
- ❑ **NPS hosted site visits**
- ❑ **Articles in the New York Times, Asbury Park Press, Star Ledger and other publications drove interest**
- ❑ **NPS also hosted tours of additional buildings by request**
- ❑ **Questions received were answered in a comprehensive Q&A document uploaded to the website**
- ❑ **RFEI closed on December 16, 2013 - Forty-One (41) Proposals were received**



RECAP SITE VISITS

A MATCHLESS OPPORTUNITY

Responses to this request may identify use of a single structure or contemplate the reuse of all 35 buildings available at the Fort. This is an unsurpassed opportunity to invest in park resources that will yield substantial cultural, social and economic gain now and for future generations.

- ❑ **Site Visits: Nov 4, 16 and 22, 2013**
- ❑ **Articles published in NYT and APP**
- ❑ **Over 200 prospective lessees visited Fort Hancock**
- ❑ **NPS continued to show buildings by appointment**
- ❑ **All questions answered in a comprehensive Q&A document**



RECAP Q & A

- ❑ Questions received were assembled and answered in an FAQ and comprehensive Q&A document
- ❑ Topics include:
 - ❑ RFEI Procedure, Lease Terms, Tax Credits, Utilities and more
- ❑ [RFEI FAQ](#) and [RFEI Q&A](#)



National Park Service
U.S. Department of the Interior

Gateway National Recreation Area 210 New York Avenue
Staten Island, NY 10305
Sandy Hook: 732-872-5908

Questions from Fort Hancock Open House

The following questions were asked by potential leaseholders at the Fort Hancock Open House on November 14, 2013. **NOTE:** Elements and conditions you feel are necessary to the viability of your proposal should be identified in the materials you submit.



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Requests For Expressions of Interest (RFEI):

Q. What is a Request for Expressions of Interest (RFEI)?

A. An RFEI is the first stage for the federal government to seek responses from those who want to lease government property. In this case, the property includes 35 historic buildings at Fort Hancock National Historic Landmark District, part of Gateway National Recreation Area's Sandy Hook Unit.

RFEI Evaluation Process & Matrix

- ❑ **Who was part of the Evaluation workgroup?**
 - ❑ **NPS - Pam McLay, Robert Vohden**
 - ❑ **Fort Hancock Advisory Committee: Margot Walsh, Bill Wilby, Linda Cohen, Shawn Welch, Howard Parish, Guy Hembling**
- ❑ **What did the workgroup do?**
 - ❑ **Reviewed all proposals**
 - ❑ **Established a process to summarize the submissions against the eight RFEI criteria, including a brief description**
 - ❑ **Categorized proposed uses and suggested initial pros and cons**
 - ❑ **Analyzed building use demand and developed a potential RFP/Building use map based on the RFEI responses**
 - ❑ **Formulated outstanding questions for discussion by the full Committee**

RECAP Responses BY CATEGORY



Response Matrix

(41) Proposals Received

- ❑ RESIDENTIAL- (14) Residential and (2) Residential/Office Uses
- ❑ MASTER DEVELOPER- (4) Master Lease that included use of most or all buildings
- ❑ STUDIO- (3) Art Studios
- ❑ B&B/RESTAURANT- (7) Bed & Breakfast & Restaurant
- ❑ HOSPICE- (1) Hospice
- ❑ CONCEPT- (4) Non-Building Proposals & Concept Statements Only
- ❑ MUSEUM- (2) Museum Operations including onsite housing
- ❑ RECREATION- (4) Recreational Uses

Residential and Residential/Office Use

OFFICERS ROW



- ❑ **(14) Single Residential**
 - ❑ Most are from local families with a personal connection to Sandy Hook
 - ❑ Most are proposed as second homes for seasonal use that can be handed down for generations
- ❑ **(2) Residential/Office Uses**
 - ❑ Joshua Levine – Proposed administrative office and seasonal summer residence in one building
 - ❑ Indian Arrow- Proposed locating their headquarters at FOHA and use of another building for residential use.

CONSIDERATIONS: RESIDENTIAL AND RESIDENTIAL/OFFICE USE

- ❑ Establishes year-round community
- ❑ Creates demand
- ❑ Heightened level of interest in Fort Hancock
- ❑ High demand already
- ❑ Capital in hand
- ❑ Precludes other uses long-term
- ❑ Management complexity, span of control
- ❑ May reduce Master Developer interest
- ❑ Private property vs. public use/perception

Master Developer

ALL BUILDINGS INCLUDED

(4) Master Lease that included all buildings

Simshabs Capital Partners

Broad multi-use proposal. Includes restoration of all buildings, museum, ferry service.

Sentry Hospitality

Multi use proposal encompassing all buildings offered under the RFEI. Includes business, fitness, cultural, hospitality, and food service components.



NativeOne

Proposes a broad variety of uses in a large scale rehabilitation plan. Includes business center, cultural uses, rehabilitative center, nature center.

West Point Services (Ross Rock, Danza Group):

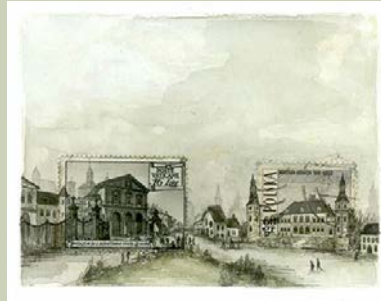
Proposes a number of ideas (list and choose concepts) they are not tied to any one concept. VA housing, Sandy Recovery housing, gym for VA, Museums, Theater and job training opportunities.

CONSIDERATIONS: MASTER DEVELOPER

- ☐ Reduces NPS management effort
- ☐ Uniform vision
- ☐ Risk based on lack of diversification
- ☐ Limits NPS flexibility
- ☐ Will we lose any prospective Lessees by pursuing a master developer

Studio Use

Ani Art Academies maintains five academies worldwide and proposes their sixth academy at Fort Hancock. They have funds and 15 years of operation expenses available. Would charge tuition. This location would be dedicated to serving disabled veterans.



Julie Ann Barber

- ❑ Would use as personal residence and art studio
- ❑ Has owned and rehabilitated two historic properties



Molly Rausch

- ❑ Proposes use of Building 64 as an art studio, gallery and Fort Hancock Post Office
- ❑ Art centers on postage themes



CONSIDERATIONS: STUDIO USE

- ☐ Educational/cultural component
- ☐ Harmonizes with nature
- ☐ Brings in a cultural community
- ☐ Share space
- ☐ Year-round usage of buildings
- ☐ Precludes other uses
- ☐ Equipment needs may be challenging

Bed and Breakfast/Restaurant Use

- ❑ **Joe Crane**
 - ❑ Proposed a combination of bed and breakfast (B&B) and restaurant/cafe uses. Interested in pursuing a farm to table concept.
- ❑ **James Bovaso**
 - ❑ Would use Building 27 or Sergeants Row to create a B&B or small group of rental units. Has previous successful rehabilitation experience.
- ❑ **Phil Wagner**
 - ❑ Would create a small restaurant and B&B called the Peace House with supporting shuttle service.
- ❑ **Confidential B & B**



Bed and Breakfast/Restaurant Use

- ❑ **Paul Ziajski**
 - ❑ Would turn Building 76 and Mule Barn into an outdoor outfitter and restaurant respectively.
- ❑ **Leslie Hoffman**
 - ❑ Works a nonprofit called Second Life Bikes that helps youths work their way toward their own bicycle, and seeks to bring this work to Fort Hancock. Would run a bike shop/cafe out of a rehabilitated structure.
- ❑ **Denise Hannigan**
 - ❑ Proposes a multi-use structure for a B&B, cafe, bike rental and yoga studio



CONSIDERATIONS: BED AND BREAKFAST/RESTAURANT USE

- ☐ **Creative uses**
- ☐ **Alternative housing opportunities**
- ☐ **Promotes tourism**
- ☐ **Food service**
- ☐ **Increased visitor base**
- ☐ **Seasonal**
- ☐ **Financial investment**

Hospice Care

Visiting Nurses Association Health Group

- ❑ The Visiting Nurses Association Health Group (VNAHG) is a statewide provider of home health and hospice services
- ❑ The VNAHG is interested in turning three Officer's Row structures into a hospice care facility. The facility would provide care for patients, lodging for families, and office space.



CONSIDERATIONS: HOSPICE CARE

- ❑ **Unique utilization of park resources**
- ❑ **Drives demand for hospitality**
- ❑ **Brings medical professionals to Sandy Hook**
- ❑ **Possible increased EMT demands**
- ❑ **Medical waste disposal**

Museum Use

Romer Shoal

- ❑ A non-profit dedicated to the restoration and stewardship of the Romer Shoal Lighthouse, located in New York Harbor and listed on the National Register of Historic Places
- ❑ The Romer Shoal non-profit would create a museum and housing for volunteers out of a waterfront building in Fort Hancock



American Military Historical Society

- ❑ A non-profit group that focuses on military history and battle reenactments, conferences and workshops. Proposes use of Building 40 and all of Officer's Row for a museum and group volunteer housing.
- ❑ Rehabilitation would be conducted through physical work of group members

CONSIDERATIONS: MUSEUM USE

- ☐ **Connected to FOHA NHL**
- ☐ **Potential to promote existing users**
- ☐ **Year round destination**
- ☐ **Could support NPS & park partners**
- ☐ **Drives demand for hospitality**
- ☐ **Encourages youth participation**
- ☐ **Needs to be an appropriate balance of land use**
- ☐ **Financial commitments**
- ☐ **Educational use**

Recreational Use



Manhattan Sailing Club Established Sailing School based in the World Financial Center in Battery Park City with over 900 members.

- ❑ Would rehabilitate water front structure with seasonal docking structures for a sailing school.

Outside New York

- ❑ Group promotes active recreation such as paddle board, kayaking, small boats and cycling.
- ❑ Seeks to rehabilitate a structure to house programmatic work dedicated to bringing people outside to interact

Strut and Fret

- ❑ A New York non profit
- ❑ Interested in outdoor performance space and temporary staging facilities for dance events, and hosting an international dance festival at Fort Hancock.



CONSIDERATIONS: RECREATIONAL USE

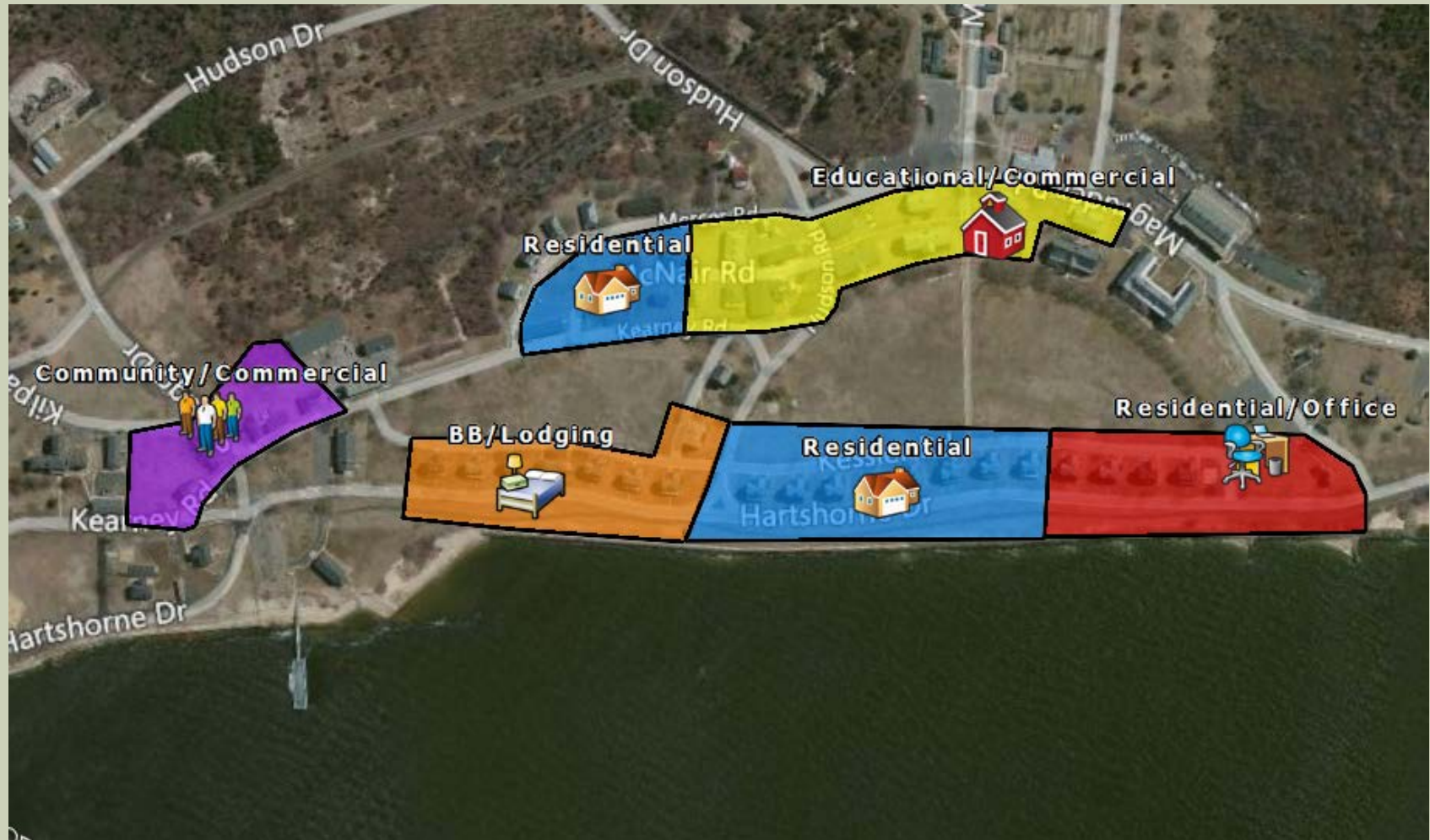
- ❑ **Complement to park resources/activities**
- ❑ **Supports current partnerships**
- ❑ **Attracts youth groups/programming**
- ❑ **Financial investment**
- ❑ **Large semi-permanent tent use for theater may have impacts on park resources**

Concept Statements



- ❑ **Fee-based dog park**
 - ❑ **Suggests a small fee-based dog park**
- ❑ **Military School**
 - ❑ **Contemplates start up of a new military/political science school at Fort Hancock.**
- ❑ **Mixed uses throughout Fort Hancock**
 - ❑ **Proposes a range of commercial and residential uses at Fort Hancock**
 - ❑ **Including: Residential rentals, event space, B&B, restaurants, outdoor activities**
- ❑ **Farm**
 - ❑ **Propose using a lot of land near building 80 for organic farm.**

Distribution of Responses



RFEI NEXT STEPS - OUTSTANDING QUESTIONS

- ❑ **How can the RFEI inform a future RFP?**
- ❑ **Should NPS create targeted RFPs for building(s) based on proposed uses from RFEI, a broad RFP, or something in between?**

IMPLEMENTATION: FEDERAL SOLICITATION AND AWARD IS AN NPS ONLY PROCESS

- 1. Identify uses for leased property, in accordance with 36 CFR Part 18.5**
- 2. Identify applicable solicitation type (Request for Interest, Request for Bid, or Request for Proposal)**
- 3. Request for DOI appraisal**
- 4. Advertise solicitation in FEDBIZOPPS, local newspapers, and/or with qualified real estate broker**
- 5. Evaluate proposals utilizing team panel (Fed Employees) for Requests for Proposal or Requests for Interest; Requests for Bid will require bid opening date advertisement at time of solicitation**
- 6. Review potential Lessee's business and financial plans**
- 7. Validate fair market rental amount**
- 8. Award Lease**
- 9. Lease Administration**

RFEI NEXT STEPS - OUTSTANDING QUESTIONS

- ❑ **What is the process and timeframe to reach a Programmatic Agreement with NJ SHPO?**
 - ❑ **NPS will draft the PA with the invited participation of SHPO and ACHP**
 - ❑ **SHPO and ACHP invited to review**
 - ❑ **Draft PA revised by NPS**
 - ❑ **Revised PA released for public comment**
 - ❑ **Development and execution of the PA will take approximately six months.**
- ❑ **A Programmatic Agreement could:**
 - ❑ **Establish treatment measures and consultation procedures**
 - ❑ **Survey and categorize resources**
 - ❑ **Provide for categorical treatments**
 - ❑ **Define activities that will have no adverse effect on historic properties**
 - ❑ **Outline steps for review of restoration plans**

RFEI NEXT STEPS - OUTSTANDING QUESTIONS

- ☐ Should we have a Master Developer?
- ☐ What is the definition of a Master Developer?
- ☐ What are the benefits and limitations of a Master Developer?
- ☐ What are our other options?

Fort Hancock 21st Century Advisory Committee

www.forthancock21stcentury.org

Gateway National Recreation Area

<http://www.nps.gov/gate/index.htm>