



**PHASE
ONE**



CNY REGIONAL MARKET AUTHORITY

INFRASTRUCTURE REVITALIZATION

Phase One Project Proposal

Revitalization Project Goal:

To repair and improve the failing infrastructure at the Central New York Regional Market Authority (Authority), in order to strengthen this critical link in the local food system. This revitalization project will promote the growth and new development of agriculture and commerce in Central New York, and improve access to healthy, affordable, and culturally appropriate food in the vast food deserts and to schools serving some of our nation's most food insecure youth -- just miles outside the gates of one of the largest food distribution hubs in New York.

Phase One Goal:

To focus an initial round of investments into the portions of the Authority's Infrastructure that are hazards to public safety, and those that will result in the highest return on the investment. Additional revenue generated following these improvements will then be available for improvements included in subsequent phases of the overall project.



Our Mission:

“The mission of the Authority is to provide facilities, programs and services to promote opportunities for Agriculture and commerce in Central New York.”

Vendor Testimony:

“Selling here has helped my business jump 1,000% in growth along with other factors in the year of 2021. We have been able to connect and create personal relationships with our customers that we normally would not have been able to create on a weekly basis... This market is one of a kind and I hope it continues to flourish .”



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Background:

New York State established the Central New York Regional Market Authority (Authority) in 1935 through our enabling statute, with the purpose of serving the counties of: Cayuga, Cortland, Madison, Oneida, Onondaga, Oswego, and the portion of Wayne County that lies east of the pre-emotion line. Groundbreaking for the construction of our market took place in 1936 as a PWA project under Roosevelt's New Deal. Our gates opened on April 1, 1938 and we have been providing opportunities for agriculture and commerce for the community we serve ever since.

As the Authority operated over the years, the facility had fallen into disrepair by the late 80s and the early 90s. At this time, the Authority was lucky to receive \$8.4 million from the State of New York, in conjunction with the new construction of the transportation center and baseball stadium for a large-scale restoration project. This was pivotal for operations, as a majority of the facility was restored to its former glory. However, due to inflation between the time the money was granted to the Authority and the time the project began, there was not enough money to complete the entire project. This left a large amount of paving, underground infrastructure, and more untouched. Moreover, as the facility was restored, this presented (and still presents to this day) several challenges in regards to operating modern agricultural businesses and distribution -- with all of the standards and regulations -- in facilities that were built for the standard and scale of practice in the 1930s.

At this time, we are now more than 20 years removed from this project. Not only are we left with portions of infrastructure that date back to the 1930's, but we still have tenants operating out of spaces that are not fully equipped for modern day compliance with the cold chain, FSMA, and more. Additionally, much of our infrastructure is now experiencing large-scale failure. We have underground infrastructure that is collapsing -- leading to potholes and drainage issues, the facade on portions of our Administration Building has deteriorated and fallen off the building -- exposing deteriorated and expanded steel underneath -- we have experienced power failure to one of our commission houses -- leaving three distributors without power and running their refrigeration trucks as coolers for several days. A New York State Fire Inspector considered shutting down our entire wholesale market due to concerns of structural integrity of the space. This is just to name a few of the recent challenges that have arisen unexpectedly, and have limited the ability of the Authority to serve its tenants, community, and mission.



In the heat of the COVID-19 pandemic, the Authority sprung into action in every way possible to assist the community through the unprecedented circumstances that we all faced. The Authority had taken a large hit, losing hundreds of thousands of dollars through having to shut down our weekly flea market and losing tenants and vendors who could no longer sustain operations with the restrictions brought on by the pandemic. Outside of reimagining and carrying on our basic operations throughout the pandemic, the Authority also found other ways to give back to its community. Throughout the winters of 2020 and 2021, the Authority— at its own expense — provided use and heating of our F-Shed for use as a free COVID-19 testing site for the community. The winter of 2020 was run in coordination with Onondaga County, and the winter of 2021 was run in coordination with the State of New York. This took a toll on our building and heaters, which were not designed to continuously operate through the winter months. In addition to the use of our facility as a community testing site, we also coordinated with the New York State Department of Agriculture and Markets to store and distribute hand sanitizer for other local markets and food pantries. *Unfortunately, though we did everything that we could to give back to our community in this especially challenging time, we remained ineligible for most pandemic relief.*

For more than twenty (20) years, the Authority has sustained operations and responded to the ever-changing needs of the community by relying exclusively on the revenue generated from the rental of space. At this time, however, the Authority requires outside funding to effectively reinvest in our region's food system in the modern era, realize new opportunities, and revitalize the Authority's infrastructure to meet today's needs.

Implementation of this project will not only increase the quality of facilities and services that we can provide our vendors, tenants, and community, but it will be pivotal for our growth into the future. This project has the potential to create upwards of 150-175 new jobs for our community, and to increase our annual revenue by 50% or more. With this, the Authority could exponentially increase the programming, resources, and services we provide to our community — all while keeping rates low to incubate and grow agriculture and commerce here in Central New York.



Vendor Testimony:

“CNYRMA is essential for young businesses. It’s an affordable opportunity for small businesses to build a foundation of customers and grow their name.”

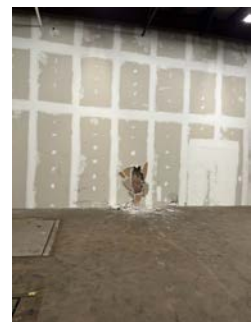
The Phase One Project:

Total Cost: \$11,190,117.00

Remaining Investment: \$10,000,000.00

Hiawatha Blvd. Warehouse:

- Roof repair
- Repairs and upgrade to exterior of the building - to include gutter repair, adding insulated paneling, and a "Regional Market Green" exterior
- Addition of dock doors and levelers along the south end of the building
- Repairs to the interior of the building to include leveling floors, replacing interior windows and doors, replacing carpeting, replacing ceiling tiles, drywall repair, and repairs to other damages caused by breaking and entering vandalism on 7/6/23.



Estimated Cost: \$ 6,500,000.00

Guard Shack

- Demolish existing structure
- Improve security camera system for full facility surveillance
- Re-locate security desk and office to the atrium of the Regional Market Commons (Administration Building)



Estimated Cost: \$175,000.00

Retail Unit B

- Replace HVAC system
- Update bathrooms
- Replace water meter



Estimated Cost: \$150,000.00

B-Line

- Replace light posts and fixtures with LED

Estimated Cost: \$7,805.00

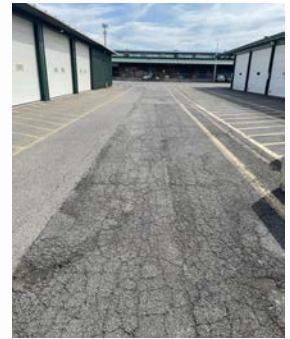
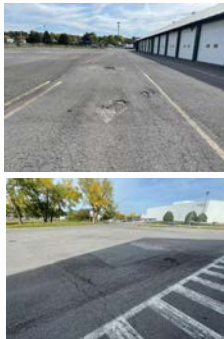
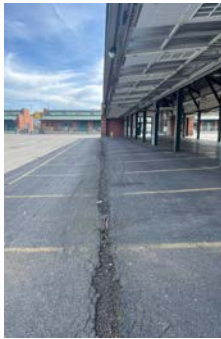
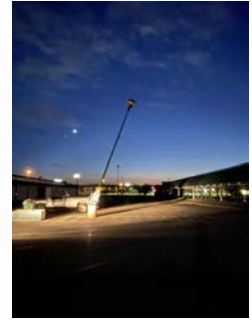
C-Shed

- Install fire protection system

Estimated Cost: \$7,448.00

Overall Facility/ Farmers Market Drive:

- Repair catch basins in the retail area that are causing the largest trip hazard
- Pavement repair to drip edge around retail buildings
- Repair heaving asphalt around the F-Shed
- Repair damaged portions of fencing and gates



Estimated Cost: \$228,392.00

Commission Houses:

- Update all dock lighting to LED
- Update electrical service to Commission House 3



Estimated Cost: \$21,472.00

Administration Building

- Full restoration of brickwork and underlying steel structure
- Replacement of roof and removal of skylights on the Regional Market Commons
- Repair of under-slab waste removal line in the Regional Market Commons
- Addition of a certified community kitchen in the south end of the Regional Market Commons
- Separate out additional tenant space adjacent to the community kitchen
- Complete repairs to interior damages caused by water intrusion through damaged brickwork
- Renovate and update office spaces
- Repair and/or replace deteriorated metal window and door frames
- Complete sidewalk and entryway revisions and repairs to increase ADA accessibility
- Remove inoperable scale and fill to create additional parking
- Re-work existing traffic flow around this area to create safer pedestrian zones, increased parking, and increased green space
- Update piping for boiler system
- Update all lighting to LED fixtures
- Update administration bathrooms
- Add accessible dedicated bathrooms in Regional Market Commons



Estimated Cost: \$4,100,000.00

Estimated Total Cost: \$11,190,117.00

Already completed or scheduled to be completed by the Authority:

- Full restoration of brickwork and underlying steel structure on the portion of the Regional Market Commons south of the expansion joint
 - **Total Project: \$535,826.00** (work completed 2/4/23)
- Replacement of roof and removal of skylights on the Regional Market Commons
 - **Estimated Expense: \$650,000.00** (project scheduled for bid)
- Restoration of brickwork and underlying steel structure on a south facing portion of the upper elevation of the Administration Building
 - **Estimated Expense \$100,000.00** (project scheduled to begin 11/23)
- Catch basin repair, drip edge repair, and asphalt repair on the Retail Market
 - **Total Project: \$217,602.00** (work completed 6/9/23)
- Replacement of 3 Light Posts and LED fixtures in B-Line
 - **Estimated Expense: \$7,805.00** (project scheduled to begin 8/23)
- Fence and gate repair surrounding facility
 - **Estimated Expense: \$10,790.00** (project scheduled to begin 8/23)
- Retail Unit B Tenant Investment (Under Negotiation)
 - **Minimum Investment: \$150,000.00**
- Update all Commission House dock lights to LED
 - **Total Project: \$10,137.00** (project completed: 7/12/23)
- Replace and upgrade electrical service to Commission House 3
 - **Total Project: \$11,335.00** (project completed: 11/16/22)
- Install C-Shed Fire Protection System
 - **Estimated Expense: \$7,448.00** (project began: 7/23)

Current Authority Commitment: \$ 1,700,943.00

Contingency: \$510,826.00

(for the consideration of inflation unforeseen additional expenses)

Remaining Investment: \$10,000,000.00

Phase 1 Project Impact:

Agricultural Impact:

- Allow the Authority to keep rates low for farmers on the retail market, allowing for producers of all scales to have the ability to vend on the market, and keeping opportunities available for new business incubation on the retail market.
- The Authority already has a tenant lined up for the Hiawatha Blvd. Warehouse, in which the intention is the development of a local food hub. This will be a location where local products are congregated and re-distributed for fulfillment of institutional contracts. This will increase opportunities for local producers (no matter their scale) to get their products into institutional contracts, and will increase institutional access to goods produced within Central New York.
- Warehouse renovations will open opportunities for processing of locally produced goods, lengthening the season in which these local goods can be made available for institutional contract fulfillment.
- Increased safety measures and lighting throughout the facility will allow for continued and safe facility use throughout all hours and seasons, for vendors, tenants, and customers of the retail and wholesale markets.

Public Safety Impact:

- Reduction of trip hazards in the most public facing portion of the facility, through catch basin, drip edge, and asphalt repair on the retail section of the market
- Increased fire safety through the addition of the fire protection system in C-Shed
- Increased safety surveillance with the addition of a facility wide surveillance system
- Increased security within the Regional Market Commons, M&T Bank, and the administrative and tenant office spaces through the relocation of the guard offices within the main atrium of the Regional Market Commons, and the addition of bathrooms dedicated to the Regional Market Commons
- Increased safety within the retail and commercial portion of the facility through the improvements to fences and gates, and through the redesigned portion of walkways and driveways within this portion of the facility that will direct foot traffic into the retail market through safer avenues away from vehicle and parking traffic

Community Impact:

- Allow the Authority to continue to support the retail market without the elimination of any services nor assessing unmanageable increases to farmers and tenants
- Increase the Authority's impact on the food local system, including: increased access to healthy and affordable food in local food desserts, increased access to New York State grown and produced products in schools and other institutions, and increased access to healthy food for the food insecure youth and families within the local community
- Increased opportunities for education surrounding health, nutrition, and product processing through the addition of the community kitchen
- Increased opportunities for new business incubation through the availability of the community kitchen for use by new vendors looking to produce and sell items which require a certified kitchen for production
- Increased ADA accessibility throughout the impacted areas, reducing limiting factors for full community access and accessibility

Financial Impact:

- Increased safety and reduced hazards throughout the facility will reduce risk of loss due to accidental injury, and has the potential to reduce expenses associated with general liability insurance
- All lease spaces currently vacant due to infrastructure failure within the spaces will be returned to rentable condition
- The Authority will generate an additional \$508,000.00 in revenue annually in each of the first five (5) years following completion, increasing to upwards of an additional \$620,000.00 in annual revenue by year twenty five (25). This amounts to a minimum additional revenue of \$14,058,000.00 within twenty five (25) years following the project.
- The generation of this additional revenue presents the Authority with the opportunity to begin phased internal renovations on subsequent phases of the project, reducing the total amount of public funding required in the long term.





Customer Testimonies:

“This market is the best EVER!!! Good people, good food, good prices. It is a long-standing staple and pillar of the Syracuse community. Its a beautiful representation of the diverse communities Syracuse has, both in its vendors and shoppers. It’s an amazing space for the community to gather each week to not only nourish themselves with local, beautiful food, but to connect with others and really feel grounded. This market is my therapy each week and a super fun time too!!...”

“I have learned so much about food, farming, and this area from the CNYRMA. I cannot even begin to say how much the market means to me. I have a greater appreciation for fresh foods, I have learned how to use & preserve them, how to grow them myself, I have met so many amazing growers & small business people, all through the CNYRMA. I think it is one of the single greatest things CNY has to offer. ”

“The market can often offer affordable produce options as well as a connection to local business owners within the community. I try to go as often as I can! Every experience is a memorable one.”

“What an amazing resource our market provides for the community! This market is located very close to some of the poorest neighborhoods we have in our area, with very few stores and almost no close access to fresh produce. The market is a great place not only to shop, but to get to know local vendors and businesses and to learn more about the people that grow and create local food items. This is such an important part of our local community!”





" Love supporting local. Appreciate the variety and consistency of vendors. I consider a visit to the market an outing, not just a shopping trip. Love to wander and browse. I plan a trip to Syracuse around a visit to the market. "

"We love supporting local farms in the area and talking with people who are so passionate about what they do. We typically purchase seasonal vegetables and fruits, once a year we get our seedlings there for our home garden. We also will get pasta, pickles, seafood, bread, and fresh flowers on occasion. The kids also love getting a fried dough treat or baked good from a vendor. It's important for us to show our kids that even though we don't have a ton of money we can still do good and support our community. "

"I like buying locally grown/produced food I can trust. I also like supporting our local/regional farmers "

" It is one of the only places where people of all colors, abilities, and income levels share the same space & that is a special thing! "

"It has offered a great range of fresh produce for my family in a great location., and connected me to local farmers. "

"I travel two hours to get to the market, but the produce quality and prices make it a necessity for me."

"For over twenty years, the CNYRMA has made it possible for my family to eat according to our values: by purchasing an in-season, vegetable-centric diet; through buying directly from local producers to support our regional farm economy; by building friendly relationships over the years with farmers; and by reducing our carbon footprint through consuming local food and pasture-raised dairy and meat. We also appreciate how the market serves the very diverse population in our region. These things are really important to us, and we are grateful to have access to this unique, vibrant market. "





Vendor Testimonies:

"My sales for this year to date are already 43% above all of last year's sales, with several months yet to go. The Regional Market has given me a consistent place and audience where I can present my products for sale. I am very grateful for the opportunity."

"The market has been a great way to connect with consumers all over CNY. It allows us to have some great face to face conversations that sometimes leads to lifetime customers.."

" In the six years selling at CNYRMA our business has probably tripled in size and the market has been a big part of why our business is doing so well."

" The CNYRMA has allowed us to grow our business. The CNYRMA Has really helped us connect with local customers first hand, we love we hearing feedback from our customers first hand and seeing the same faces each weekend!."

"The CNYRMA has given my business so much growth and has been the main way my business has grown with the Syracuse community. I also love the community we build with vendors. Being only 22 years of age, these relationships have helped me grow as a small business owner."

"Vending at the Regional Market has opened up doors to more exposure for my business than I could have ever accomplished on my own. This market, and the wide customer base it brings to my business has become vital to our survival and success."





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"Growing" with Central New York since 1938

