

Clark Trading Corporation

HAND DELIVER

June 28, 2024

Ms. Nancy Piskutz
City of Troy
Office of the City Comptroller
433 River Street Suite 5001
Troy NY 12180

RFP: New City Hall Vision
Respondent: Clark Trading Corporation

Dear Ms. Piskutz,

Clark Trading Corporation is pleased to submit the enclosed Response to the Request for Proposals (RFP) for a New City Hall Vision. Clark Trading Corporation is capable and willing to provide all services identified within the RFP.

Points of Contact

Jerel Golub
President and CEO
Clark Trading Corporation
461 Nott Street
Schenectady NY 12308
518 577 0992
jerrygolub@pricechopper.com

Lawrence Schillinger
General Counsel
Clark Trading Corporation
PO Box 11182
Albany NY 12211
518 369 3633
lschillinger@msn.com

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Description of Project Team

Clark Trading Corporation possesses more than 50 years of experience in the development and maintenance of real estate throughout the Capital Region. With a current real estate portfolio worth more than \$20 Million, Clark Trading is eminently qualified to undertake and manage development of a New City Hall for the City of Troy.

LaBella Associates is a full-service engineering firm with a local office in Troy New York. LaBella employs more than 1,800 architects, engineers and construction managers recognized for their vision, technical expertise, and community engagement.

Kevin Vandenberg has successfully developed multi-faceted real estate projects within the City of Troy and throughout the Capital Region.

Experience

Clark Trading has successfully redeveloped real estate formerly used for supermarket purposes into modern and functional new retail space. Project locations include sites in Glens Falls, New York and Schenectady New York. Resumes and biographies of key Clark Trading principals are attached.

References

Blaine Bringhurst, President
Golub Corporation
461 Nott Street
Schenectady NY 12308
518 355-5000

Hon. Gary McCarthy, Mayor
City of Schenectady
105 N. Jay St.
Schenectady, NY 12305
518 383-5000

Ms. Nancy Piskutz
City of Troy
June 28, 2024

Through a respectful and deliberative process coupling valuable public input with the insight of City leaders, the Clark Trading team of architects, engineers and consultants will develop a New City Hall which meets the functional and aesthetic aspirations of the City of Troy. With mindfulness of the City's fiscal plan and financial goals, Clark Trading will deliver a New City Hall to instill civic pride and inspire present and future generations



Terel T. Golub

President and CEO

Enc.



Jerel T. Golub

Mr. Jerel (“Jerry”) Golub is currently President and CEO of Clark Trading Corporation, a commercial real estate holding company with a portfolio of eight locations in upstate New York. In this capacity, he is responsible for all operating and administrative functions. Under his leadership, Clark Trading has completely restructured its operating structure, as well as redeveloped locations that were previously vacant supermarkets.

Mr. Golub is also currently Co-Chair of the Board of Northeast Grocery, Inc, the parent company of Price Chopper Supermarkets/Market 32 and Tops Markets. Prior to his current position, he was Vice Chair at Price Chopper/Market 32, where he also served as CEO from 2012-2016 and President from 2009-2015.

Mr. Golub is a focused and strategic thought leader with nearly three decades of experience in senior-level leadership positions in that multi-billion-dollar, privately held, family-led, supermarket chain. He offers the comprehensive, multi-functional business acumen required to deliver transformational solutions. In that spirit, he is continually focused on providing the leadership that will empower an organization to achieve its goals by streamlining operations, rebranding, re-imagining the possible, and delivering innovative, customer-based business strategies to reposition for growth in sales and profitability.

Mr. Golub is a seasoned Board member, having served on numerous for-profit and not-for-profit Boards. He was a member of the Price Chopper Board of Directors for 12 years until its merger with Tops Markets, actively participating on the Audit, Trust, Governance, and Compensation Committees, as well as co-chair of a Special Finance Committee established to pursue strategic alternatives for the company. Upon merging with Tops Markets, Mr. Golub was named Co-Chair of the Board of the newly combined company. As a member of the Board of Directors of Topco, the largest for-profit buying cooperative for groceries in the U.S., he served on the Audit and Governance Committees, the latter of which oversaw major changes to the company’s legal and governance structure. He is currently a member of the Board of Directors of the Albany Symphony Orchestra, a Board on which he has served for over twenty years, including Board Chair from 2017-23. He is also a member of the Board of FMI—the Food Industry Association, where he has served as Chair of the Communications Committee and the Board of the Business Council of New York State, as well as the Advisory Board of Butternut Mountain Farms, a manufacturer of maple syrup and related products in Vermont.

During his 35-year career with Price Chopper Supermarkets/Golub Corporation, he was promoted numerous times into positions of increasing responsibility, eventually serving as President and CEO of the company. In that capacity, he demonstrated formidable leadership skills by shepherding the 80-plus year-old organization through significant change, including the transition to the next generation of family and non-family management. In addition, he utilized his strong operational skills to oversee the re-alignment of resources to enable the company to begin its rebranding to the Market32 platform, eliminate millions of dollars in costs, and bolster the company’s brand perception by applying key Market32 brand components across its existing Price Chopper banner.

Mr. Golub is an innovative marketer who understands the power of a compelling brand vision. Under his leadership, the company developed a brand-based mindset that resulted in the rebranding of its stores to Market32, a major evolution of the modern supermarket that has earned the loyalty of Millennials while at the same time retaining its core baby boomer segment. In addition, he oversaw the significant expansion of the company’s loyalty card program, which leverages point of sale information to develop enhanced sales-generating programs.

LAWRENCE R. SCHILLINGER

PO Box 11182
Albany NY 12211
(518) 459-0600
lschillinger@msn.com

QUALIFICATIONS

Experience



Recycled Materials Association

Government Relations and Regulatory
Compliance Counsel, since Jan. 1988



Capital District Regional Planning Commission

Chair, Jan. 2024 – Present
Board of Commissioners, since Jan 2019



Capital Region Transportation Council

Policy Board, since May 2023



Brown & Weinraub

Of Counsel since October 2023



New York State Assembly

Counsel for Energy and the Environment
Sept. 1983 – Jan. 1989

Education



University of North Carolina at Chapel Hill School of Law

Juris Doctor (J.D.) 1983



University at Buffalo

B.A., Environmental Planning 1979

NEW CITY HALL VISION

**PROPOSAL TO THE
CITY OF TROY
SUBMITTED BY
CLARK TRADING CORPORATION**



PROJECT LOCATION

865 SECOND AVENUE

TROY NEW YORK

JUNE 28, 2024

OVERVIEW

Following the 2011 demolition of Troy's last publicly owned City Hall at 1 Monument Square, the City of Troy has operated from leased space, most recently at 433 River Street.

Clark Trading Corporation owns real estate in the City of Troy which presents an ideal location for the development of a new Troy City Hall. The properties consist of the following adjacent and contiguous parcels:

- 865 2nd Avenue; Tax ID# 80.24-1-1, consisting of an approximate 30,523± SF single story commercial building;
- 853 2nd Avenue; Tax ID# 80.24-1-2, consisting of an approximate 15,120± SF single story commercial building;

MISSION STATEMENT

Through a respectful and deliberative process coupling valuable public input with the insight of City leaders, the Clark Trading team of architects, engineers and consultants will develop a New City Hall which meets the functional and aesthetic aspirations of the City and its citizens. With mindfulness of the City's fiscal plan and financial goals, Clark Trading will deliver a New City Hall to instill civic pride and inspire present and future generations

KEY ATTRIBUTES

1. The former supermarket building located at 865 2nd Avenue; Tax ID# 80.24-1-1 offers 30,523 SF of usable space.
2. The attached / adjacent building which formerly housed a pharmacy provides an additional 15,120 SF of usable space, which can be incorporated into the New City Hall complex.
3. The combined square footage of the above-referenced parcels total 45,643 SF, which is at the top-most range of the City's stated specification of 35,000 SF – 45,000 SF

DEVELOPMENT MODALITIES

Multiple scenarios are available for discussion. Possibilities include:

1. Redevelopment by present owner, long-term lease with City of Troy
2. Long term ground lease with City of Troy, City redevelops.
3. Redevelopment by present owner, sale of property to City of Troy.
4. Sale of property "as is" to be redeveloped by City of Troy.

Request for Taxpayer
Identification Number and CertificationGo to www.irs.gov/FormW9 for instructions and the latest information.Give form to the
requester. Do not
send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see Purpose of Form, below.

Print or type.
See Specific Instructions on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)	
CLARK TRADING CORPORATION	
2 Business name/disregarded entity name, if different from above.	
3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes.	
<input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input checked="" type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) <small>Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.</small> <input type="checkbox"/> Other (see instructions)	
3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions	
4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):	
Exempt payee code (if any)	
Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)	
(Applies to accounts maintained outside the United States.)	
5 Address (number, street, and apt. or suite no.). See instructions.	Requester's name and address (optional)
461 NOTT STREET	
6 City, state, and ZIP code	
SCHEECTADY NY12305	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number							
<input type="text"/>	<input type="text"/>	-	<input type="text"/>	<input type="text"/>	-	<input type="text"/>	<input type="text"/>
OR							
Employer identification number							
1	4	-	<input type="text"/>				

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person	Date
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they



New City Hall Vision RFP

FORM MUST BE COMPLETED AND SIGNED TO BE CONSIDERED

Name & Address of Company Submitting Proposal:

Clark Trading Corporation

461 Nott Street

Schenectady NY 12308

Authorized Representative Submitting Proposal:

Jerel Golub

Printed Name

Jerel Golub

Signature

CEO

Title

Telephone:

518 355 5000

E-mail Address:

jerrygolub@pricechopper.com

NON-COLLUSION AFFIDAVIT

CITY OF TROY, NEW YORK

Pursuant to Section 103-D of the General Municipal Law of the State of New York.

(a) By submission of this bid or proposal, each bidder or proposer and each person signing on behalf of any bidder or proposer certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under the penalty of perjury, that to the best of his or her knowledge and belief:

(1) The prices in this bid or proposal have been arrived at independently without collusion, consultation, communication or agreement, for the purposes of restricting competition, as to any matter relation to such prices with any other bidder or proposer or with any competitor.

(2) Unless otherwise required by law, the prices which have been quoted in this bid or proposal have not been knowingly disclosed by the bidder or proposer and will not knowingly be disclosed by the bidder or proposer prior to opening, directly or indirectly, to any bidder or proposer or to any competitor; and

(3) No attempt has been made or will be made by the bidder or proposer to induce any other persons, partnership or corporation to submit or not to submit a bid or proposal for the purpose of restricting competition.

(b) A bid or proposal shall not be considered for award nor shall any award be made where (a) (1) (2) or (3) above have not been complied with; provided however, that if any bidder cannot make the foregoing certification, the bidder or proposer shall so state and shall furnish with the bid or proposal a signed statement which sets forth in detail the reasons therefore. Where (a) (1) (2) and (3) above have not been complied with, the bid or proposal shall not be considered for award and no award shall be made unless the head of the purchasing unit of the political subdivision, public department, agency or official thereof to which the bid or proposal is made or his designee, determines that such disclosure was not made for the purpose of restricting competition.

The fact that a bidder or proposer (a) has published price lists, rates, or tariffs covering items being procured, (b) has informed prospective customers of proposed or pending publications of new or revised price lists for such items or (c) has sold the same items to other customers at the same prices being bid or proposed, does not constitute, without more, a disclosure within the meaning of subparagraph one (1).

(c) Any bid or proposal hereafter made to any political subdivision of the state or any public department, agency, or official thereof by a corporation bidder or proposer for work or services performed or to be performed or goods sold or to be sold, where competitive bidding is required by statute, rule, regulations, or local law, and where such bid or proposal contains the certification referred to in the sub-division one of this section, shall be deemed to have been authorized by the Board of Directors or the bidder or proposer, and such authorization shall be deemed to include the signing and submission of the bid or proposal and the inclusion therein of the certificate as to non-collusion as the act and deed of the corporation.

To The City of Troy, NY
Bureau of Contracts & Procurement For
New City Hall Vision

By submission of this bid or proposal, the bidder or proposer certifies that; (a) This bid or proposal has been independently arrived at without collusion with any other bidder or proposer or with any competitor; (b) This bid or proposal has not been knowingly disclosed and will not be willingly disclosed, prior to the opening of bids or proposals for this project, to any other bidder, proposer, competitor; (c) No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a bid or proposal; (d) The person signing this bid or proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certificate, and under the penalties of perjury, affirms the truth thereof, such penalties being applicable to the bidder or proposer as well as to the person signing in its behalf; (e) That attached hereto (if a corporate bidder or proposer) is a certified copy of resolution authorizing the execution of the certificate by the signatory of this bid or proposal on behalf of the corporate bidder or proposer.

Resolved that Clark Trading Corporation be
Name of Corporation

authorized to sign and submit the bid or proposal of this corporation for the following project and to include.

New City Hall Vision -- Troy New York

Describe Project

in such bid or proposal, the certificates as to non-collusion required by Section 103-d of the General Municipal Law as the act and deed of such corporation, and for any inaccuracies or misstatements in such certificate this corporate bidder or proposer shall be liable under the penalties of perjury.

The foregoing is a true and correct copy of the resolution adopted by

Clark Trading Corporation

Corporation at a meeting of its board of directors held on the

26th day of June in the year 2024

(SEAL OF CORPORATION)