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Team picked for \$27M downtown Troy mixed-use development

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[Michael DeMasi](#)

Reporter- Albany Business Review

[Email](#) | [Google+](#) | [Twitter](#) | [LinkedIn](#)

A team headed by Kirchhoff Companies was picked to build a \$27 million mixed-use development along the waterfront in downtown Troy, NY, where city hall once stood.

The project at One Monument Square includes more than 50 luxury apartments, 30,000-square-feet of retail space, a permanent home for the Troy Waterfront Farmers Market, 175-car garage, and possibly a new city hall in a separate building.

City officials will decide whether it makes financial sense to move from rented offices at the Hedley building on River Street downtown into a new city hall at One Monument Square.

If the answer is no, Kirchhoff Companies will instead construct another private-mixed use building there.

Mayor [Lou Rosamilia](#) announced the selection today, giving the nod to the Kirchhoff team to redevelop the 1.5-acre empty parcel with direct access to the Hudson River.

The city would sell the property for \$650,000, Rosamilia said, with half of the amount paid upfront and the remainder at the end of the first phase. The deal is subject to approval by City Council.

"I think once they get the opportunity to see for themselves how transformative this whole project can be, I think they will agree it is a good move," Rosamilia said.

Several previous attempts to finalize a contract with other site developers [ended unsuccessfully](#). The last time around, the city set a minimum sale price of \$1.5 million for the land.

[Greg Burns](#), president of Kirchhoff Consigli Construction Management in Albany, said this one will be different because Kirchoff is in a strong position financially, and the size and scope fit the development site.

"It's not a \$50 million to [\\$60 million project](#)," Burns said, referring to the last proposal the city considered but didn't materialize. "It's a \$27 million project."

Kirchhoff Companies is based in the Hudson Valley and part of Consigli, a real estate development and construction firm in Massachusetts with \$700 million in annual project volume.

This would be Kirchhoff's first project in Troy, and its first as a real estate developer in the Capital Region. The firm's local portfolio includes building the School of Business at the University at Albany.

Other members of the team are [Jeff Buell](#) of Sequence Development, CS Arch in Albany, the **LA Group** in Saratoga Springs, **Ryan-Biggs Associates** P.C., and **Gramercy Communications**.

City officials also considered a competing proposal from a development team headed by **Bonacio Construction** of Saratoga Springs that included **Rensselaer Polytechnic Institute** and **3T Architects** in Albany.

Bonacio, who has built hundreds of luxury condos and apartments in Saratoga Springs, has made a push into Troy in recent years, buying and renovating buildings near One Monument Square.

"The right approach to this project has inspired creativity and brought to the city of Troy a new developer of incredible caliber who sees opportunity here and is eager to invest their time and capital," Rosamilia said.

The riverfront development will be split into two phases, Monument North and Monument South.

Monument North includes 50-plus apartments, 20,000-square-foot Farmers Market, additional retail space, and two-story parking garage owned by the city of Troy. Construction would start this year and finish by fall 2015.

Work will then start on Monument South, including a public plaza and access to the river. A new city hall could be part of the building.

Michael DeMasi covers real estate, construction, retail and hospitality.