



CONTRACTOR OPPORTUNITY RESEARCH · EXPANDED SAMPLE

MORE THAN A LEAD. A PROJECT PLAYBOOK.

An actual public-source construction project, organized into opportunity intelligence, decision-maker verification, bid qualification, opening scripts and objection handling.

FEATURED CONTRACTOR OPPORTUNITY

927 BROADWAY “ROSE APARTMENTS”

Albany Warehouse District · Albany, NY 12207
Mixed-use office-to-residential conversion

ORIGINALLY RESEARCHED

Sep 28, 2026

ORIGINAL SCORE

90 / 100

OPPORTUNITY TYPE

Construction

01 / EXECUTIVE OVERVIEW

A documented project. A qualified next move.

Research tells you why to investigate; verification tells you whether it is worth bidding.

PROPERTY

927 Broadway

Albany, NY 12207

PROJECT TYPE

Conversion

Office to residential + retail

RESEARCH DATE

Sep 28, 2026

Original source assessment

Executive conclusion: The September 2026 sample documented an office-to-residential conversion and Albany IDA support. That demonstrates a construction need, **not** that an open bid package, hiring request, or subcontract opportunity exists today.

EXISTING BUILDING

~20,000 SF

Approximate building area in original research

PROPOSED USE

14 apartments

Plus one ground-floor unit and approx. 3,000 SF of retail, as described in original sample

Why this is worth investigating

- 01** Property and conversion scope were tied to a publicly described redevelopment project.
- 02** Albany IDA approved sales-tax, mortgage-recording-tax and real-property-tax assistance for the project.
- 03** The original report identified the ownership/developer connection and a public company route to begin qualification.
- 04** Project stage, bid access and trade availability are unconfirmed — the first contact should verify these facts.

Current availability: Not rechecked in this revised presentation. A 90/100 *historical research score* does not mean a contractor can still bid.

02 / EVIDENCE AND LEAD SCORING

What the public record supports.

Original research findings are kept separate from assumptions and current unknowns.

Documented construction concept

Bid status not verified

Decision maker unqualified

RESEARCH ITEM	WHAT THE ORIGINAL SAMPLE SAYS	EVIDENCE LEVEL
Project	927 Broadway / "Rose Apartments," a mixed-use office-to-residential conversion in Albany.	Documented in source
Planned use	14 apartments, one ground-floor unit and roughly 3,000 SF of retail space, per original lead sample.	Project plan, not completion
Building	Vacant, four-story former commercial office building, approximately 20,000 SF.	Source-derived estimate
Project parties	Nine Pin Ciderworks founders through Common Alley Too, LLC were linked to the conversion; acquisition reported in 2024.	Reported association
Public assistance	Albany IDA approved project-associated sales, mortgage recording and property tax assistance.	Reported approval
Construction jobs	IDA support referenced at least 30 construction jobs.	Projected impact, not openings
Contractor selection	No confirmed GC selection or open bid invitation in source sample.	Needs verification

Original lead-scoring breakdown

REGENCY
20 / 20

CONSTRUCTION SIGNAL
30 / 30

DECISION-MAKER ACCESS
10 / 20

SOURCE QUALITY
15 / 15

ACTIONABILITY
15 / 15

TOTAL
90 / 100

Interpretation: The score prioritizes further investigation. It is an internal research assessment, not proof of an active solicitation or an invitation to bid.

03 / DECISION-MAKER DISCOVERY

Contact the correct construction team.

The project party listed in the source is not necessarily the contractor-selection authority.

PRIMARY ENTITY

Common Alley Too, LLC

Entity referenced in the project reporting

PUBLIC CONNECTION

Nine Pin Ciderworks

Founders associated with the project

Contact-routing protocol

- 1 Open the public Capitalize Albany report and check for newer updates or project notices.
- 2 Recheck Albany property and planning/permit records to identify current owner, applicants, filed contractors and project stage.
- 3 Use a verified public business or project-contact form for Common Alley Too / Nine Pin to request the correct construction contact.
- 4 Ask whether there is an owner representative, architect, construction manager or selected GC managing scopes and vendor intake.
- 5 Only ask for bid documents, proposals and trade contacts after the authorized project representative confirms the process.

Do not assume: A public corporate contact, business founder, or property owner is automatically the person making contractor selection decisions.

Qualification checklist before submitting an estimate

- ☐ Construction phase and estimated start
- ☐ GC / construction manager appointed?
- ☐ Trades still accepting bidders?
- ☐ Plans, specs and addenda available?

- ☐ Prequalification / license requirements
- ☐ Bid deadline and submission route
- ☐ Site access and scope walkthrough
- ☐ Actual decision maker / next contact

04 / TRADE FIT AND BID READINESS

Which contractors should pursue this?

Potential work categories are examples, not identified open trade packages.

INTERIOR SCOPES

Potential

Demolition, framing, drywall and finishes; *inferred only*

SYSTEMS

Potential

MEP, fire/life safety and accessibility; *inferred only*

COMMERCIAL SPACE

Potential

Retail fit-out and shell work; *inferred only*

Important: These examples are possible categories commonly encountered in conversions. The source does not confirm specific open scopes, budgets, award dates, or contractor needs for 927 Broadway.

Fit screen for contractors

ASK YOUR CLIENT	HOW IT CHANGES THE FIT
Trade and license	Match services only to scopes confirmed open; verify insurance, bonding and permits where required.
Service radius	Confirm Albany travel range and logistics for labor, equipment and supervision.
Commercial experience	Check completed mixed-use, multifamily or commercial projects, including references.
Capacity and dates	Determine realistic crew availability and project timeline before chasing a bid.
Minimum contract size	Avoid opportunities materially outside project economics or company capabilities.
Subcontract vs prime	Decide whether the right contact is the developer, GC or an existing trade subcontractor.

Go / hold / stop decision

GO

Qualified

Scope open, contact confirmed, fit and deadline clear

HOLD

Unresolved

Project active, but scope or authority not yet confirmed

STOP

Closed

Scope awarded, project finished, or no fit established

05 / OPENING SCRIPTS AND FOLLOW-UP

Six practical scripts for outreach.

A ready-to-personalize playbook for the right project representative.

Gatekeeper call

PHONE

Hello, this is [Name] with [Company]. I'm researching the 927 Broadway conversion in Albany. Could you tell me who currently oversees contractor and subcontractor inquiries for that project? I'd like to confirm the proper contact before sending any company information.

Project representative

PHONE

Hi [Name], I understand the 927 Broadway redevelopment has been publicly discussed. Has construction begun, and are any contractor or trade scopes still open for pricing? We specialize in [trade] and have [relevant experience]. What is the correct process for consideration?

First-touch email

EMAIL

Subject: 927 Broadway Albany | [Trade] contractor inquiry

Hello [Name], I'm [Name] with [Company]. We handle [trade] work across [service area]. I'm reaching out to confirm the current construction phase of the 927 Broadway conversion and whether estimates or subcontractor qualifications are being accepted. If another team handles vendor intake, could you direct me to the appropriate contact? Thank you.

Voicemail

PHONE

Hi, this is [Name] from [Company], calling about contractor inquiry routing for the 927 Broadway conversion in Albany. My number is [Number]. Please let me know the appropriate person for trade bids or vendor qualification. Thank you.

Warm follow-up

EMAIL / MESSAGE

Hello [Name], I'm following up on my earlier inquiry regarding 927 Broadway. I wanted to confirm whether your team is accepting [trade] proposals or whether a GC is coordinating the remaining scopes. I can share our credentials and relevant work if appropriate. Thank you.

Bid invitation response

EMAIL

Thank you for sharing the bidding process. Before preparing a proposal, could you confirm the most recent plans and addenda, scope boundaries, site walk details, required certificates, and submission deadline? I want to ensure our estimate is accurate and complete.

Use responsibly: Personalize scripts with truthful qualifications, identify the sender, honor requests not to be contacted and use lawful business-contact methods.

06 / OBJECTION HANDLING

Seven objections. Seven respectful next steps.

Qualify, clarify and stop when the opportunity is no longer relevant.

01. "We already selected our general contractor."

"Thanks for clarifying. Does the GC have a vendor qualification process for specialty trades, or is all work fully awarded? I'm happy to follow the appropriate process."

02. "There are no scopes open right now."

"Understood. Is there a scheduled future phase or a preferred way to register for potential bid invitations? If not, I appreciate the update."

03. "Email us your information."

"Absolutely. Who should I address it to, and is there a specific vendor questionnaire or set of insurance and project examples you prefer?"

04. "We are not ready to accept bids."

"Thank you. Do you have an estimated time frame for outreach to trades? I can check back at a time you suggest."

05. "We only work with approved vendors."

"Makes sense. What are the prequalification requirements, and is there an application process for future projects?"

06. "Your company is too small for this job."

"I appreciate the clarification. We handle [accurate specialty and typical project scale]. Would limited trade packages or supplemental support be considered, or is the minimum capacity higher?"

07. "How did you get my information?"

"I found the publicly reported 927 Broadway project and used a public business contact route. If you prefer not to receive inquiries from us, I will respect that."

Do not overclaim: No script should imply the team invited bids, that the trade was awarded, or that any permit or contracting requirement has been satisfied.

07 / WORKFLOW, SOURCE AND CTA

Turn the research into a repeatable process.

One accountable flow from source verification through a qualified bid decision.

- | | |
|---------|--|
| STEP 01 | Recheck original public source, new project updates, permit records and current stage. |
| STEP 02 | Determine active decision-maker route and whether bid outreach is accepted. |
| STEP 03 | If appropriate, send an accurate trade-specific introduction. |
| STEP 04 | If the contact invites follow-up, check back once after 3–5 business days. |
| STEP 05 | If bid access exists, collect plans, scope, schedule, insurance and deadline. |
| STEP 06 | Quote, document outcome, or close as unavailable; honor opt-outs. |

CRM STATUS

Research → Verify

Then Contacted → Qualified → Bid Invited → Proposal → Awarded / Lost / Closed

Track these data fields

Source URL and access date; project address; trade category; current stage; contact role and consent status; last touch; next permitted action; bid deadline; document version; final outcome.

Quality-control rule

Do not count this opportunity as a confirmed open bid until a current authorized source verifies availability for the contractor's specific scope.

PRIMARY PUBLIC REPORTING FROM THE ORIGINAL SAMPLE

Capitalize Albany — August 2026 redevelopment coverage

[Read original article and verify subsequent updates ↗](#)

Source caution: The original sample is dated September 28, 2026. This upgraded document is a formatted illustration of the research workflow, not a fresh verification of status, contact authority or a live request for proposals.

Want opportunities researched for your trade?

HoldThat Systems researches residential, commercial and government-related project opportunities against your service area, specialties and exclusions. Research includes sources, qualification notes and practical next steps. Matches are not guaranteed open bids or booked jobs.

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