



**CITY OF NIAGARA FALLS, NEW YORK**  
**DIVISION OF PURCHASING**  
**City Hall Room 17**  
**745 Main Street**  
**Niagara Falls, NY 14302-0069**

Telephone: 716-286-4372

Fax: 716-286-4337

Sealed proposals will be received, publicly opened and read aloud in the Purchasing Office at City Hall as follows:

TimeDate

12:00 P.M.

APRIL 22, 2016

FOR: PURCHASE AND RENOVATION OF 631 CHILTON AVENUE, NIAGARA  
 FALLS, NY

Proposals shall be submitted to:

CITY OF NIAGARA FALLS, NEW YORK  
 DIVISION OF PURCHASING, City Hall Room 17  
 745 Main Street  
 PO Box 69  
 Niagara Falls, NY 14302-0069

The City of Niagara Falls, New York will officially distribute documents from the Division of Purchasing. The City also advertises at [www.niagarafallsusa.org](http://www.niagarafallsusa.org) (Purchasing link from the "Departments" tab.) Copies from any other source are not considered official copies. Only those vendors who obtain documents from the sources listed are guaranteed to receive addendum information, if such information is issued. If you have obtained this document from a source other than the sources listed, it is recommended that you obtain an official copy.

Proposals received after the date and time designated for openings will not be considered. Facsimile or electronically mailed proposals are not acceptable and will be rejected.

The envelope containing the proposal must be sealed and clearly marked with the proposal number, company name and address. Failure to do this may necessitate the premature opening of the proposal which may compromise its confidentiality.

Any and all proposals and contracts made or awarded by the City of Niagara Falls or any department, agency or official thereof for work or services performed or to be performed, or goods purchased or sold or to be purchased or sold are made subject to the provisions of Chapter 861 of the Laws of New York, 1953, as amended by Chapter 751 of the Laws of New York, and as now contained or as may hereafter be amended. The provisions of the New York State General Municipal Law Section 103a and 103b are applicable to this proposal.

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# Request for Proposal

## 631 Chilton Avenue

### Niagara Falls, NY



The City of Niagara Falls is seeking competitive proposals for the purchase and renovation of 631 Chilton Avenue, Niagara Falls, New York 14301.



(Rendering of RMP Parkway Removal)

**Thank you** for considering an investment in the City of Niagara Falls. 631 Chilton Avenue is located on the brim of the Niagara Gorge. In March 2016, New York State Governor Andrew Cuomo announced a major waterfront renovation project that includes the removal of the Robert Moses Parkway (Phase II) beginning in 2017. Chilton Avenue, the city's oldest street, will finally have pedestrian access to the majestic Niagara Gorge and newly created park land.

Today is the right time to invest in Chilton Avenue and Niagara Falls. Our city is experiencing an impressive \$800 million in new developments, including a brand new Intermodal Railway Station, Culinary Institute, waterfront access improvements, several new hotels and small businesses. Much of that new investment is within a short walking distance from 631 Chilton Avenue and ready for you to discover. In addition, this property is located within seven miles of the city's top three employers (Niagara Air Reserve Station, the Seneca Niagara Casino, and Niagara Falls Memorial Medical Center).

My administration looks forward to reviewing your innovative proposal and assisting you in any way possible.

Sincerely,  
*Mayor Paul A. Dyster*

The City of Niagara Falls is seeking competitive purchase/renovation proposals for 631 Chilton Avenue, located in a nationally registered historical neighborhood, mere yards from the Niagara Gorge.

The City will accept proposals, received in the Purchasing Department office at City Hall, Room 17, 745 Main Street, Niagara Falls, New York, 14302-0069 on or before 12:00PM on April 22, 2016. All developers submitting proposals will be notified of the selection of the successful developer by mail on or around May 5, 2016.

A certified or bank check in the amount of \$500.00, payable to the City Controller of the City of Niagara Falls, NY, is required with each Proposal. This check will be returned in the event that the City does not select your proposal. If your Proposal is selected, the \$500 will be applied as a partial deposit against the purchase price.

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### **RFP Requirements:**

- 1. Identify if the proposed owner or a property manager will live in one of the residential units as a prime occupant.***
  - 2. Identify if the proposed owner would be willing to reduce the amount of residential units in the building as part of the renovation.***
  - 3. Identify the proposed owner and the proposed construction and management contractors, if known. Identify all investors and officers in the owner and management entities. Provide information of comparable project development and management experience for owners or investors who will be active in the development or management.***
  - 4. Provide a project budget. Identify proposed sources and uses of financing and equity investment.***
  - 5. A complete project description, including proposed uses, scale, quality of materials, simple site plan and project sketches or floor plans.***
  - 6. Project timetable, including dates, for obtaining financing, closing, start and completion of construction.***
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### The Property

**SBL: 144.69 1-7**  
**Square footage: 3,160**  
**Units: 4**  
**Type: Commercial**  
**Porches: 4**  
**Frontage: 40 feet**  
**Zoning: R1-C**  
**Appraised Value: \$31,000**  
**Year Built: 1910**  
**Parking: On Street**

### About The Neighborhood

Located just yards away from the Niagara Gorge. Chilton Avenue is the city’s oldest street and its houses are eligible for national historical renovation tax credits.

Walking distance to the brink of Niagara Falls, the Niagara Gorge and two international border crossings.

Within seven miles of the City of Niagara Falls’ top three employers: Niagara Falls Air Reserve Station, Seneca Niagara Casino and Niagara Falls Memorial Medical Center.

Within five miles of Niagara University and the Niagara Falls Culinary Institute.

## Background/Available Incentives

Wells Fargo Bank donated this property to the City of Niagara Falls in 2015, along with \$40,000 in grant funds to be dedicated to renovation of vacant properties. In turn, the City of Niagara Falls is offering this property through the RFP process, and converting that \$40,000 Wells Fargo Bank grant to matching market rate housing grant funds to a qualified developer/property manager for renovation of the building. In order to be eligible for this reimbursable grant, the applicant must:

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**1) *Submit a renovation and property management plan to the Niagara Falls Community Development Department;***

**2) *Match renovation funds on a dollar for dollar basis, up to \$40,000. Matching funds will be calculated and awarded based upon the qualified developer/property manager's cash investment. For the purposes of this matching grant, "sweat" equity will not count toward qualified developer/property manager's cash investment. The reimbursement will be provided upon successful completion of a municipal inspection and issuance of a certificate of occupancy for the units; and***

**3) *Agree to own and manage the property for no less than five years.***

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Purchase of this property does not require acceptance of the market rate housing renovation grant. However, based on neighborhood input, selection preference will be given to developers that are willing to live in one of the units as a prime occupant and to submit a plan to reduce the number of residential units within the building.

For more information, contact Seth Piccirillo, Director of Niagara Falls Community Development, at (716) 286-8801 or [seth.piccirillo@niagarafallsny.gov](mailto:seth.piccirillo@niagarafallsny.gov)

## Distance to Points of Interest



**The Niagara Gorge:**

Less than 500 yards

**Niagara Falls State Park:**

1.4 miles / 4 minutes

**Niagara Falls Railway Station:**

0.8 miles / 2 minutes

**Niagara Falls Memorial Medical**

**Center:** 0.9 miles / 2 minutes

**Niagara Falls Culinary Institute:**

1.3 miles / 3 minutes

**The Seneca Niagara Casino:**

1.5 miles / 4 minutes

**Niagara University:**

3.6 miles / 7 minutes

**Niagara Falls Air Reserve Station:**

6.6 miles / 12 minutes

**Downtown Buffalo:**

22 miles / 30 minutes

**Downtown Toronto:**

80 miles / 1 hour 30 minutes

# Selection Criteria

The City, in its sole discretion, will evaluate the proposals on the following basis:

- 1. The highest and best use of building. Preference will be given to proposals that emphasize prime occupancy and of on-site property management. Preference will also be given to proposals that reduce the amount of residential units within the building.**
- 2. Total investment and proposed property enhancement.**
- 3. The ability of the ownership/management team to accomplish the proposed project based upon past development history, financial strength and demonstrated expertise in operations similar to the proposed development. Provide detail of similar development and/or operations. Simple narratives of accomplishments are not sufficient.**
- 4. Date of completion of renovation. Earlier completion will be favored. Provide information to document the ability to perform in conformity with your timetable. Renovation should commence no later than September 1, 2016.**
- 5. Price to be paid to the City. Proposals that provide the highest total investment, including purchase price will be favored.**

The successful Proposal will assume all responsibility for all conditions on the site. The successful Proposal will be subject to City Planning Board and City Council approval. Closing and transfer of the property to the successful Developer will take place when the Developer has obtained all required approvals.

Closing will take place at the time of closing of renovation financing, if any. Construction will start within 30 days of closing. In the event construction ceases for any unreasonable period of time, the City may deem the project abandoned and the property will revert to the City. The City reserves the right to reject any or all proposals and to select any one proposal at its sole discretion. The City reserves the right to negotiate with the successful Developer as to any terms contained herein

# Proposal Instructions

## **SUBMISSION OF PROPOSALS**

RFP respondents are required to submit six copies of their proposal. The proposal must contain the information requested in the submission requirements. Proposals must be submitted on or before 12 Noon, April 22, 2016 by mail or hand delivered. Six copies of the proposal shall be sent as directed below:

Mr. Johnny Destino  
Purchasing Agent – City of Niagara Falls  
City Hall Room 17  
745 Main Street  
City of Niagara Falls, New York 14302-0069

## **LATE SUBMISSIONS**

Submissions received after the date and time prescribed will not be considered.

## **REVIEW**

All complete proposals shall be reviewed by the Selection Committee and selection of a preferred developer will be chosen on or about May 5, 2016.

## **RIGHT OF REJECTION**

The Selection Committee reserves the right to reject any or all proposals in whole or in part. Proposal rejection is at the sole discretion of the City Administration and shall not incur any direct or indirect financial exposure to the City of Niagara Falls for the costs incurred unless such eligible costs are contained in the DSA as authorized by the City Council in due session authorizing such.

The items previously described herein must be submitted by all respondents to be considered for exclusive development rights. Failure to place relevant information in the structure outlined in the RFP shall be deemed non-responsive. Additional information regarding the site and the proposal requirements can be obtained from Niagara Falls Community Development. Questions should be directed to:

Seth Piccirillo, Director  
Niagara Falls Community Department  
seth.piccirillo@niagarafallsny.gov  
716.696.0794