



## Request for Proposals Restoration/Reuse of the Hotel Niagara 201 Rainbow Blvd, Niagara Falls, NY

The USA Niagara Development Corporation (“USA Niagara”), a subsidiary of the New York State Urban Development Corporation, doing business as Empire State Development (“ESD”) is issuing a request for proposals (“RFP”) for qualified developers to purchase, restore/rehabilitate, and reuse a key historic building in downtown Niagara Falls, New York.

The Hotel Niagara (the “Property”) is located at 201 Rainbow Boulevard at First Street, on “Centennial Circle”, one block from Niagara Falls State Park, which enjoys roughly 9 million annual visitors and is in the midst of a \$70 million upgrade of its park facilities. When it opened in 1924, the Hotel Niagara was among the City’s finest lodging and banquet establishments, and it is now listed on the National Register of Historic Places, making it eligible for both state/federal historic tax credits (which for a previously-proposed restoration at the Property were valued at a minimum of \$5 million).

The Property was recently acquired by USA Niagara to facilitate its restoration and reuse. It is close to two City-owned public parking lots and also benefits from a number of nearby public investments in downtown Niagara Falls, including but not limited to the award-winning Conference Center Niagara Falls (immediately north of the property), the Niagara USA Official Visitor Center, the Niagara Falls Culinary Institute, and the Seneca Niagara Casino complex.

A copy of the RFP may be downloaded from the *New York State Contract Reporter* (NYSCR) at:

<https://www.nyscr.ny.gov/agency/adsView.cfm?numID=2025961>

[Note: You will need to establish a free account with NYSCR to download the materials]

A non-mandatory **Pre-Proposal Information Meeting will be held at 2:00 p.m. on Wednesday, August 31, 2016 at the Conference Center Niagara Falls, 101 Old Falls Street, Niagara Falls, NY.** Immediately following the meeting, tours of the Property will be offered. To register to attend the meeting/tour, RSVP to Jocelyn Viola at (716) 284-2556. RSVPs for the Pre-Proposal meeting must be received prior to the close of business on August 29, 2016. For those that cannot attend in person, a call-in number will be provided for the meeting only.

Proposals are intended to focus upon mixed-use restoration (e.g., hotel, restaurant, banquet, entertainment) of the Hotel Niagara, although other uses would be considered (e.g., residential, office, etc.) as part of an overall hotel reuse plan. Any restoration, at a minimum, should be consistent with state/federal historic rehabilitation standards and further enhance the pedestrian character of downtown Niagara Falls and expand quality lodging and street-level retail offerings to visitors and residents.

Proposals must include a detailed rehabilitation/development plan, a detailed financial plan, and a summary of the Proposer’s development team information and experience.



Seven (7) bound originals and one electronic copy (jump/flash drive only in Adobe Acrobat [.pdf] format) of the **proposal are due by 4:00 p.m. on Friday, October 14, 2016** and should be addressed to:

Christopher Schoepflin, President  
USA Niagara Development Corporation  
222 First Street, 7th Floor  
Niagara Falls, NY 14303

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In accordance with New York State procurement law, no member of the staffs of USA Niagara, ESD, the City of Niagara Falls, or any elected official, or any associated person, other than the officially-designated representative listed below for this procurement shall be contacted pertaining to this RFP during the procurement process. Respondents failing to comply with this requirement risk disqualification by USA Niagara/ESD.

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All respondents to this procurement will be required to comply with ESD's Terms & Conditions (Schedule A) and Insurance Requirements. Respondents will also be required to comply with State Tax Law Section 5a and State Finance Law Section 139j-139k which are included in Schedule A. Respondents will also be asked to comply with the Iran Divestment Act, Encouraging Use of NYS Businesses in Contract Performance Form & Vendor Responsibility Questionnaire outlined in the solicitation.

Pursuant to Executive Law Article 15-A, ESD's Non-Discrimination and Contractor & Supplier Diversity policies will apply to this contract. ESD's Office of Contractor and Supplier Diversity ("OCSD"), in consultation with relevant parties, has assigned the following Minority and Woman-Owned Business Enterprise ("MWBE") participation goals for this project:

- Overall MWBE Participation Goal: 30%
- Minority-Owned Business Enterprise ("MBE") Participation Goal: **15%**
- Women-Owned Business Enterprise ("WBE") Participation Goal: **15%**

Pursuant to Executive Law Article 17-B, ESD's Service-Disabled Veteran-Owned Business ("SDVOB") policies will apply to this contract. OCSD, in consultation with relevant parties, has assigned the following SDVOB participation goals for this project: **3%**

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**Official Contact:**

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