

# DOWNTOWN NIAGARA FALLS DEVELOPMENT STRATEGY



**NEW YORK**  
STATE OF  
OPPORTUNITY.

Empire State  
Development

USA Niagara  
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Corporation



# WHO IS USAN?

USAN's mission is to support and promote economic development initiatives in Niagara Falls by leveraging private investment and encouraging growth and renewal of the tourism industry in the City. To date, USAN has invested over **\$120 million** in downtown Niagara Falls, leveraging a total of **\$383 million** in public and private spending.

## GOALS FOR THE DEVELOPMENT STRATEGY

Attract **new investment**, facilitate **infill development** and a more **vibrant downtown** neighborhood, enhance **economic opportunities** for local businesses and residents, further improve visitor and resident experiences, and foster **better connectivity** with Niagara Falls State Park, the Upper Niagara River and the Niagara Gorge



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# What makes Niagara Falls unique?

A world-renowned natural wonder & tourist destination with 9 million visitors per year

A downtown core with urban amenities like hotels and restaurants

Adjacent city neighborhoods with rich histories

International Crossings





1950s

United  
Office  
Building

Hotel  
Niagara

Falls Street

Prospect St

Prospect Point

**CHALLENGES TO  
OVERCOME:**

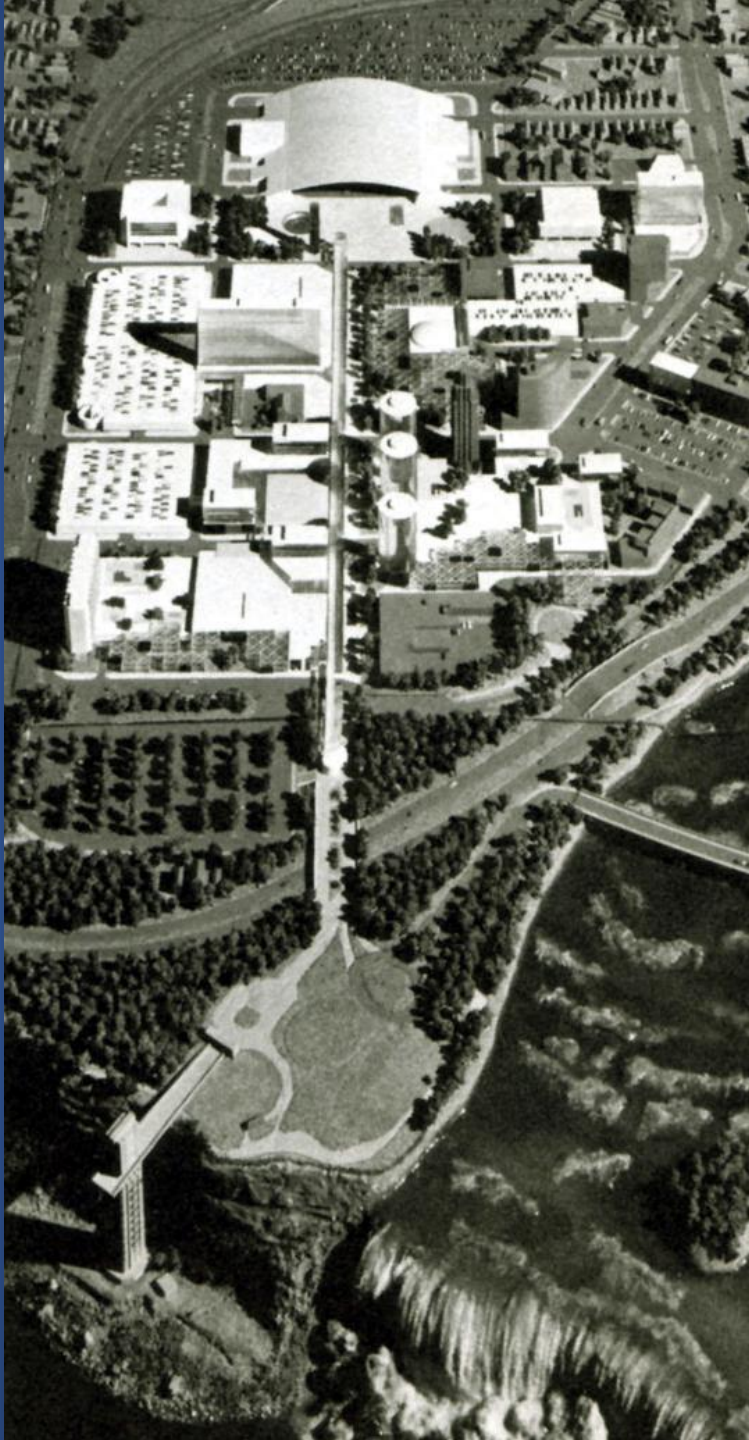
Urban Renewal  
demolitions

&

Highways cutting off  
access to the water



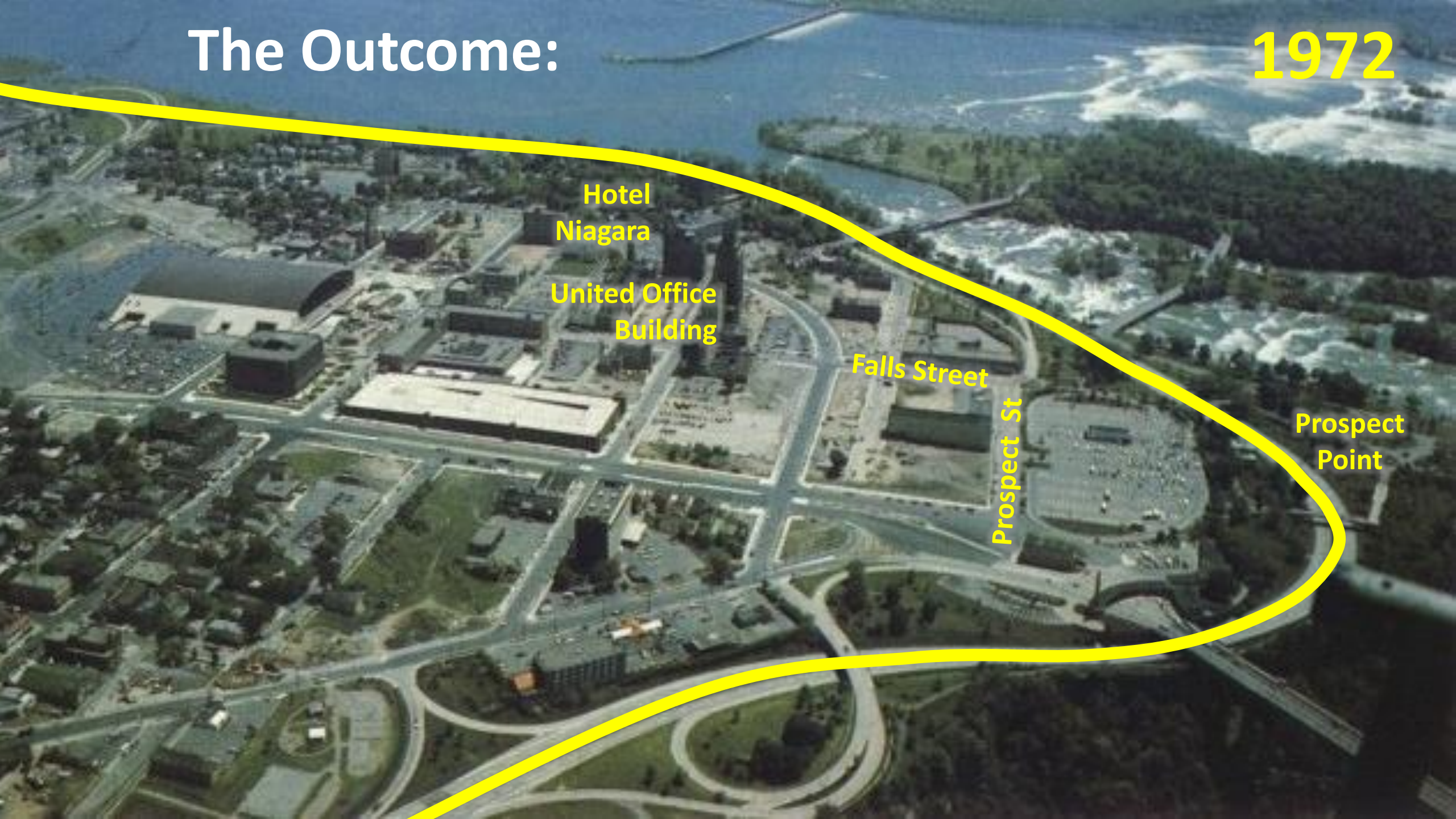
# The Plan:





# The Outcome:

1972



Hotel  
Niagara

United Office  
Building

Falls Street

Prospect St

Prospect  
Point



# THE VISION FOR DOWNTOWN NIAGARA FALLS





# WHAT WE HAVE DONE SO FAR

## Public Infrastructure

- 1 Old Falls Street:  
Streetscape and  
Programming
- 2 The Conference & Event  
Center Niagara Falls
- 3 Cataract Commons
- 4 Third Street Business  
District: Streetscape





# WHAT WE HAVE DONE SO FAR

## Hotel Investment

ESD/USAN Investment to date: **\$18.6 M**

Total Development (Public & Private): **\$157 M**

New/Renovated Rooms: **1,425**

USAN is committed to maintaining Niagara Falls as a world-class tourism hub and gateway to New York State. With the construction of best-in-class accommodation amenities, we are making it easier for the region to showcase its beauty to visitors from all ends of the globe.





# WHAT WE HAVE DONE SO FAR

## Grant Programs

Encouraging businesses and home owners to invest in new development projects and stabilizing existing structures.





# WHAT WE HAVE DONE SO FAR

## Removal of the Robert Moses Parkway South Segment





# Removal of the Robert Moses Parkway North Segment

Whirlpool St  
Completion:  
**Summer 2020**

Park land  
completion:  
**Fall 2021**





# USAN PROPERTIES

Parcel					
Group	Parcel	Address	Acres	Notes	
	4	7 554 3rd St	0.12	Vacant Commercial	
		8 558 3rd St	0.13		
	5	9 578 3rd St	0.10	Vacant Commercial	
		10 582 3rd St	0.06		
		11 213 Walnut Ave	0.04		
	6	12 535 2nd St	0.08	Vacant Commercial	
		13 539 2nd St	0.14		
		14 541 2nd St	0.09		
		15 549 2nd St	0.11		
		16 555 2nd St	0.11		
		17 559 2nd St	0.12		
		18 563 2nd St	0.12		
		19 569 2nd St	0.12		
	8	20 579 2nd St	0.28	Historic Hydraulic Canal Site (Former Snow Park)	
		22 460 2nd St	0.19		
		23 411 1st St	0.11		
		24 102 Niagara St	0.24		
		25 130 Niagara St	0.81		
	9	26 427 1st St	2.80	Vacant Motel (Former Rodeway Inn Motel)	
		27 492 Main St	0.41		
	13	28 528 2nd St	0.05	Vacant Commercial (Former Native Center Building)	
		34 333 1st St	1.60		
	14	35 217 Old Falls St	0.21	Vacant Residential	
		36 101 Buffalo Ave	1.21		
	15	37 305 Buffalo Ave	1.17	Vacant Residential	
	16	38 219 Niagara St	3.50	City Owned Parking Lot	





# USAN PROPERTIES

## Parcel Group #4

- 0.25 acres
- Vacant Land
- Between commercial and low density residential
- Alleyway access behind properties





# USAN PROPERTIES

## Parcel Group #6

- 1.17 acres
- Vacant Land
- Corner of Whirlpool St and Walnut Ave
- Approx. 500ft of frontage
- Across from Aquarium parking lot and NF Police Station





# USAN PROPERTIES

## Parcel Group #5

- 0.2 acres
- Vacant Land
- Corner of 3<sup>rd</sup> and Walnut Ave
- Alleyway access behind properties
- Across from Aquarium parking lot
- Adjacent to parcel group #6 (separated by alley)





# USAN PROPERTIES

## Parcel Group #9

- 0.46 acres
- Vacant Motel (soon to be demolished)
- Corner of Main St. and Whirlpool
- Adjacent to City-Owned potential development site and newly reconstructed entrance to the Niagara Gorge Discovery Center

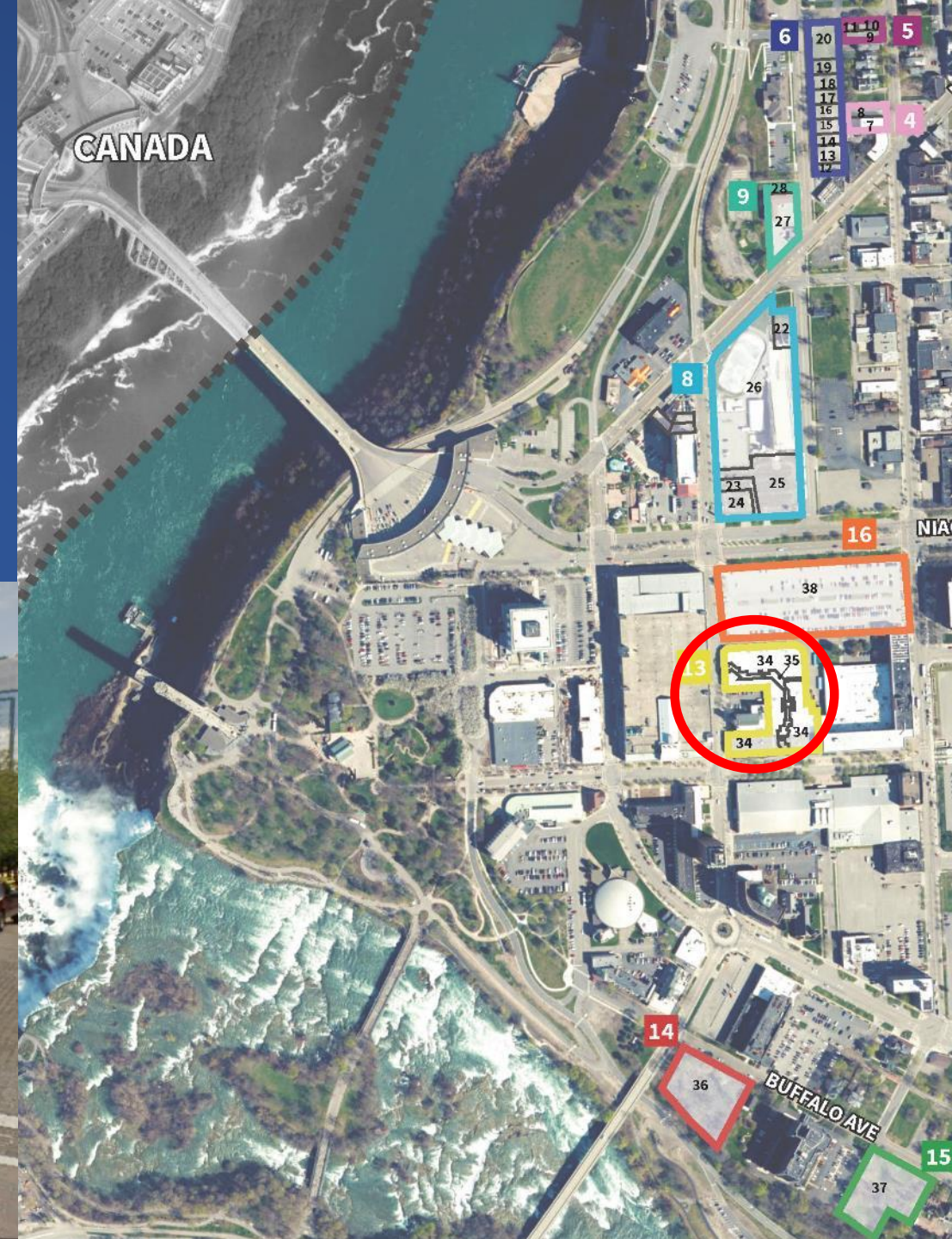




# USAN PROPERTIES

## Parcel Group #13

- 1.81 acres
- Vacant Building (to be demolished)
- Corner of Old Falls Street and 1<sup>st</sup> St.
- Highly visible corner with high pedestrian traffic during peak tourist season.
- Sits atop the historic alignment of 2<sup>nd</sup> St.





# USAN PROPERTIES

## Parcel Group #16

- 3.5 acres
- Surface Parking Lot
- Owned by City of Niagara Falls
- Approx. 600 ft frontage along highly trafficked Niagara Street
- Sits atop the historic alignment of 2<sup>nd</sup> St.





# USAN PROPERTIES

## Parcel Group #8

- 4.15 acres
- Surface Parking Lot and steel structure (soon to be demolished)
- Sits atop a portion of the Former Hydraulic Canal that fed early industry and Niagara's power plant.





# USAN PROPERTIES

## Parcel Group #14

- 1.21 acres
- Vacant Land
- Potential views of the rapids
- Adjacent to State Park and the new Scenic Parkway
- Exiting pathway access to the park





# USAN PROPERTIES

## Parcel Group #15

- 1.17 acres
- Vacant Land
- Potential views of the rapids
- Adjacent to State Park and the new Niagara Scenic Parkway
- Pathway to be constructed to access the State Park





# SCOPE OF WORK

## 1) Context review

- a) Comprehensive Plan
- b) Zoning
- c) Design Standards
- d) Previous and planned developments

## 2) Mapping

- a) Set of Illustrator files for future use
- b) Site plans and other layers

## 3) Market analysis – stand-alone document

- a) Market trends
- b) Market projections
- c) Regional and National trends / interest
- d) Metrics for tracking

## 4) Concepts

- a) Site plans
- b) Conceptual Renderings
- c) Uses

## 5) Final Report – Strategies for Implementation

- a) Recommendations
- b) Phasing/schedule
- c) Interim tactics
- d) Cost and incentive estimates
- e) Parameters and copy for procurement



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# SUBMISSIONS – Two Parts

## 1. Technical Proposal (8 hard copies and PDF)

- Table of Contents
- Experience and Qualifications (30%)
- Project Plan / Approach (30%)
- Estimated Cost (20%)
- Project Schedule (15%)
- Diversity Practices Questionnaire (5%)



# SUBMISSIONS – Two Parts

## 2. Administrative Proposal (1 hard copy and PDF)

- State Finance Law §§139-j and 139-k forms
- Vendor Responsibility Questionnaire
- Iran Divestment Act Statement
- Non-Discrimination and Contractor & Supplier Diversity Requirements  
***(Goal: 15% MBE, 15% WBE, 3% SDVOB)***
  - OCSD-1 - MWBE and SDVOB Participation / EEO Policy Statement
  - OCSD-2 - Staffing Plan
  - OCSD-4 - MWBE and SDVOB Utilization Plan
- Encouraging the Use of NYS Businesses in Contract Performance Form
- Certification under State Tax Law Section 5-a 220-CA or Affidavit
- W-9 Form



# SCHEDULE

Deadline for Submission of Questions	December 13, 2019
Deadline for USAN/ESD to Respond to Questions	December 23, 2019
Submission of Proposals (date at 2:00pm)	January 13, 2019
Evaluation of Proposals	January/February 2020



# QUESTIONS?

Please submit additional questions to  
[NiagaraFallsStrategy@esd.ny.gov](mailto:NiagaraFallsStrategy@esd.ny.gov)



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