

Request for Proposals (RFP)
Outdoor Recreation Programming & Associated Real Estate Development
Upper and Lower Niagara River, Niagara Falls, NY

The USA Niagara Development Corporation ("USA Niagara"), a subsidiary of the NYS Urban Development Corporation d/b/a Empire State Development ("ESD"), in cooperation with the New York State Office of Parks, Recreation, & Historic Preservation ("NYS Parks"), and the New York State Power Authority ("NYPA") seeks a qualified master licensee to establish, operate, and maintain a program of outdoor recreation activities and associated capital/real estate facilities within four New York State Parks and on New York State-owned open space land along roughly 11 miles of waterfront on the Upper and Lower Niagara River in Niagara Falls, New York. The intent of the effort is to expand the amount and types of activities and experiences available to tourists and local residents in order to assist in growing visitorship and extending stays in the City of Niagara Falls, as well as to enhance the quality of life.

The RFP is available on the *New York State Contract Reporter* (NYSCR) website at:

<http://www.nyscr.ny.gov/adsOpen.cfm?ID=239EB541-99FC-43F2-A7B8-2E24C2713070>

Please be advised that you will have to set up a free account with the NYSCR website to be able to download the RFP.

Respondents must present feasible concepts for the entire project area, although they may be phased in over time, and demonstrate their qualifications/skills to work with the State to realize these concepts.

It is anticipated that an expanded program of outdoor recreational activities may involve real estate or capital facilities that could include, but would not be limited to: a) various scales of "outfitting"/gear rental facilities (in some cases within/near existing State Park comfort station/bathroom buildings and through expansion/re-definition of the Niagara Gorge Discovery Center); b) bicycle rental; c) facilitated fishing, birding, trekking guide services; d) fixed rappelling facilities (particularly in the vicinity of the former foundation wall of the Schoellkopf Power Station near the Niagara Gorge Discovery Center); e) capital facilities associated with one or more Niagara Gorge canopy/zip line tour routes (provided they are sensitively incorporated into/camouflaged by the landscape); f) trail maintenance/gear rental for cross-country skiing or other winter sports; g) selective locations for prescribed seasonal tent cabin/yurt camping areas; and h) one or more "grand lodge" or heritage inn facilities (either newly built or through retrofitting underutilized park buildings), which could serve both as centralized nodes for the provision of outdoor recreation services, gear rental, and food/beverage, as well as limited overnight lodging facilities (provided such lodge/inn facilities are not sited at Niagara Falls State Park).

A formal, non-mandatory tour of areas/facilities that are the subject of this solicitation will be conducted on **July 27, 2017 at 11:00 AM**. Attendees must schedule their participation by contacting Jocelyn Viola at USA Niagara at 716.284.2556 before close of business on **July 21, 2017**. Additional tours may be scheduled as needed.

A non-mandatory Pre-Proposal Information Meeting will be held at **August 3, 2017 at 2:00 PM** at the Conference Center Niagara Falls, 101 Old Falls Street, Niagara Falls, NY. You must RSVP to attend the pre-proposal meeting; to RSVP, contact Jocelyn Viola at (716) 284-2556. RSVPs for the Pre-Proposal meeting must be received prior to the close of business on **July 28, 2017**. For those that cannot attend in person, a call-in number will be provided for the meeting only.

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

Proposals are due to USA Niagara by **2:00 p.m. on September 15, 2017**, and should be addressed to:

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

In accordance with NYS procurement law, no member of the staffs of USA Niagara, ESD, the City of Niagara Falls, NYS Parks, NYPA, or any elected official, or any associated person, other than the officially-designated representatives listed 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.

Questions on the RFP may be sent in writing to: Robert Sozanski, Project Manager, USA Niagara Development Corporation at usaniagara@esd.ny.gov.

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 both 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%**