

## INVITATION

The Chautauqua County Land Bank Corporation (hereinafter called “CCLBC”) is pleased to invite proposals for the acquisition and redevelopment of the former Ehler's Furniture building in Downtown Dunkirk at 400-402 Central Ave, (79.14-7-10) Dunkirk, New York. The CCLBC is seeking proposals and evidence of capacity from qualified developers with the vision, resources and expertise to develop the Site. Plans for this development envision a mixed-use commercial on the first floor and residential units in the second and third-floors of the building. All approved uses in the [Central Business District \(CBD\)](#) {§ 79-8020} and may include residential, food and beverage outlet(s), and/or retail and or professional office space.

This Request for Proposals (hereinafter called “RFP”) is the first step in a three-phased process, described as follows:

1. All proposals will be reviewed and a shortlist of no more than three (3) prospective developers will be selected.
2. The shortlisted developers will each have an in-person interview and Q&A session.
3. CCLBC will select and begin exclusive negotiations with the developer who best matches the desired vision and qualifications for the project.

Responses to the RFP must be received by

**November 29, 2022**

EMAIL RFP RESPONSES TO: [gparadis@CHQlandbank.org](mailto:gparadis@CHQlandbank.org)

## 400-402 CENTRAL AVENUE, DUNKIRK, NEW YORK



### **CHAUTAUQUA COUNTY LAND BANK CORPORATION**

The property is currently owned by the Chautauqua County Land Bank through the actions of the 2022 in-rem tax foreclosure process. The CCLBC has purchased the property as per the guidelines set forth the Chautauqua County Legislature Resolution 243-22

The Mission of the Chautauqua County Land Bank Corporation is to acquire and strategically manage the redevelopment of vacant, abandoned, and foreclosed properties to minimize the negative impacts that substandard properties and structures have on communities, thereby stabilizing neighborhoods and main streets alike.

The CCLBC is a non-profit corporation as defined in subparagraph (a)(5) of Section 102 of the Not-for-Profit Corporation Law and is a local public authority under the Land Bank Act (Section 1600 et seq. of said law). In the furtherance of the Land Bank's purposes, the corporation shall have all of the general powers enumerated in the Land Bank Act, such as but not limited to Not-for-Profit Corporation Law 1607, as well as Sections 202 and 1411 of the Not-for-Profit Corporation Law, together with the power to solicit grants and contributions for any corporate purpose and the power to maintain a fund or funds of real or personal property for any corporate purposes.

## LOCATION OVERVIEW

Dunkirk is located in the County of Chautauqua, State of New York, United States.

The City of Dunkirk is located approximately 40 miles southwest of Buffalo, New York and 40 miles to the northeast of Erie, Pennsylvania on the Lake Erie Coastline. According to the most recent census report, Dunkirk has a population of around 12,500 people and is 4.5 square land miles. The allurements to Dunkirk has always arisen from the beautiful shore of Lake Erie. Dunkirk boasts a long shoreline providing abundant public access propelling tourism and sport fishing attractions. The nexus for downtown revitalization in Dunkirk will begin at the lakefront at Dunkirk Harbor and Lake Shore Drive and stimulate the important connection to Central Avenue to address vacant and underutilized multistory buildings, and breathe new life into them.

Dunkirk is very richly steeped in community pride and tradition with the fusion of an emerging vibrant, educated, and engaged Hispanic community.

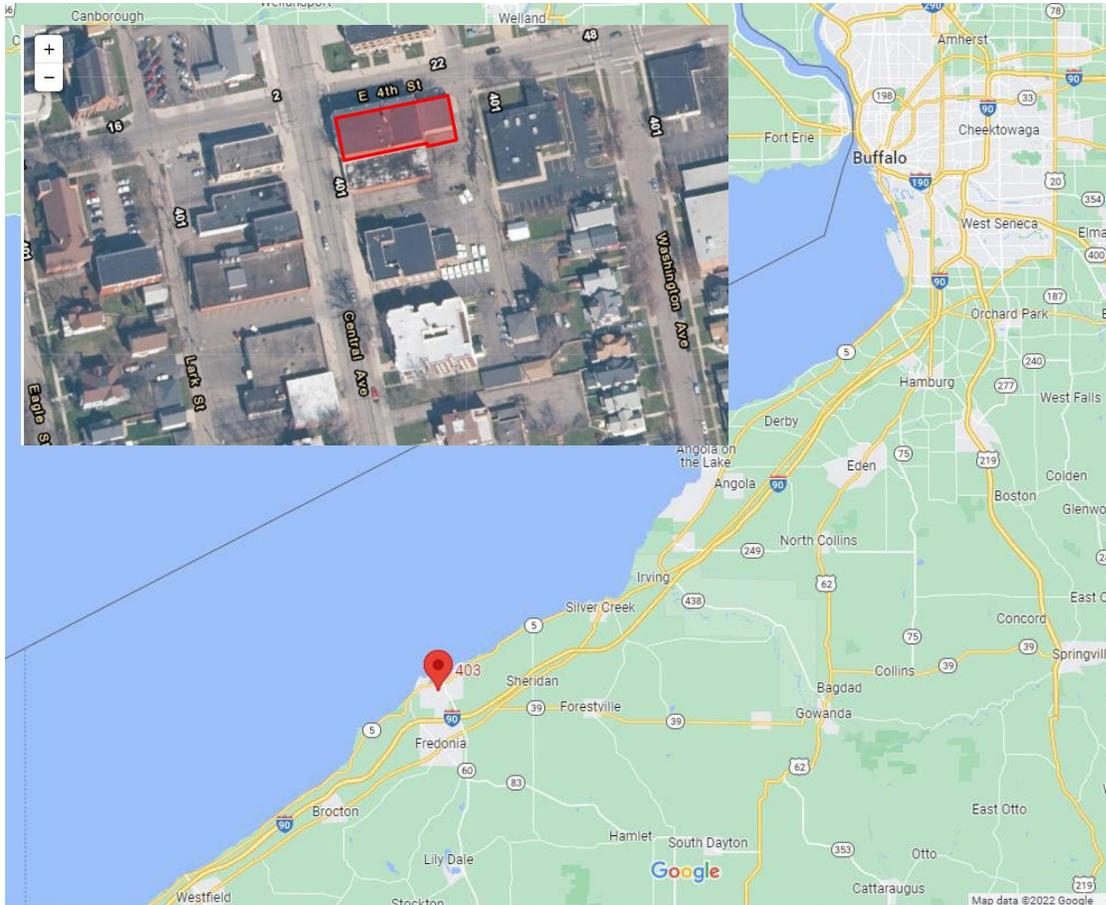
The City of Dunkirk has applied for the 2022, Round Six [Downtown Revitalization Initiative](#) (DRI) for \$10 million in September 2022. The award announcement for funding to the winning municipality is anticipated in 2022; followed by six months of planning and input from the community to submit a Strategic Investment Plan to NYS. 400-402 Central Avenue is in the DRI target area footprint, and is listed as a priority project if DRI is awarded to Dunkirk.

Additionally, the vacant building on this site could be eligible to apply for Round Seven of [Restore NY](#), that was launched on 10/28/2022.



Conceptual Rendering created for 400-402 Central Avenue provided by CPL: Architecture | Engineering | Planning.

## LOCATION MAP



## SITE DESCRIPTION

**Location:** 400-402 Central Avenue

**SBL#:** 79.14-7-10

**Ownership:** Chautauqua County Land Bank Corporation

**Existing Structure:**

- Built in 1872/1900
- Lot 60' front; 153' depth
- Gross Square Feet: 27,408
- 3-stories
- Available Parking: 6, currently, but removal of back garage addition will provide additional spaces
- Original Service elevator intact
- Brick façade, arched windows

**Past use:** Furniture  
Showrooms &  
Warehouse Page | 4

**DEVELOPMENT OPPORTUNITY**

400-402 Central Avenue is located at the corner SE of Central Avenue and Fourth Street in Downtown Dunkirk, New York. The Dunkirk City Hall is located across the street to this property. The Site is in the footprint of the Brownfield Opportunity Area footprint as well as the Downtown Revitalization Initiative (DRI) target area. Dunkirk has submitted an application for the \$10 million DRI, and is awaiting the award announcement for the winning municipality in Q4 2022. If Dunkirk is awarded the DRI, this building would become eligible for grant funding for redevelopment for an adaptive-reuse project.

Additionally, this property meets submission criteria for vacancy for the Round Seven Restore NY program, with an application anticipated by year end 2022. The interior of the building is in fair shape and was last used as retail and warehousing. Electrical service has been upgraded, but not been activated in the building for at least four years. There is an active leak in the roof at the elevator shaft that is being temporarily sealed, but a new membrane roof is required on the structure.

**HISTORICAL:**

"The first commercial building to cross over Fourth Street was the original Ehlers Building," according to J. A. Chewning in his book Dunkirk, New York: Its Architecture and Urban Development (Access to the Arts, Inc., 1992). "There are two buildings on this site – the corner building, dating back to 1872, and the second building, dating to 1900." Post-Civil War Italianate design, with semicircular arch windows.

**ACQUISITION:**

Minimum acquisition price is \$75,000.

The amount offered for the building will be a factor in the consideration of any proposals received, but not the only factor, and the property may not go to the highest acquisition offer submitted with a redevelopment proposal.

The property can be shown by appointment.

**The Following Deadlines apply to RFP:**

<b>Activity</b>	<b>Date</b>
RFP Release Date	October 27,2022
Questions submitted to CCLBC at <a href="mailto:gparadis@CHQlandbank.org">gparadis@CHQlandbank.org</a>	November 4, 2022
Responses to the RFP must be received by	November 29, 2022

## **SUBMITTAL REQUIREMENTS**

### **Summary**

The response format requested by the CCLBC is detailed in the following sections of this RFP. The submission of a concise, professional, and complete response will help the DLDC identify the most qualified development teams who are most aligned with the stakeholders' vision for the redevelopment of the Site, and will be indicative of the level of the respondent's commitment to the desired project.

Any questions that arise during the preparation of a submittal should be addressed to Gina Paradis, Executive Director, at [gparadis@CHQlandbank.org](mailto:gparadis@CHQlandbank.org). Respondents must demonstrate the experience, resources, and expertise needed to design, finance, develop and otherwise operate a successful project.

Respondents are asked to submit their proposals via email only, in PDF format, to [gparadis@CHQlandbank.org](mailto:gparadis@CHQlandbank.org). Proposals must be received no later than November 29, 2022 at 5:00 PM.

## **Proposal Components**

### **Transmittal Letter**

The submission must include a transmittal letter, on official letterhead, that provides contact information for the person with authority to negotiate on behalf of the development team. The letter must also include an affirmative statement that the respondent agrees to the minimum business terms identified in the RFP. The respondent must certify that the RFP response and all exhibits are true and correct. Unsigned and/or undated submissions will not be accepted.

### **Development Team**

Identify the developer and other key members of the development team, including the project leader for day-to-day management and the key consultants who will be responsible for implementing said project. Provide a succinct narrative describing the role and relevant expertise of each of the firms and key individuals who would be involved in the project's implementation, with a current phone number for each.

### **Proposed Conceptual Development Scope**

Provide a one-page narrative that describes the development concept that is envisioned for the Site. As part of that description, identify any responsibilities to be imposed on the City, County, and/or CCLBC. At the respondent's discretion, graphics, such as a conceptual site plan, and/or architectural drawings may also be provided.

### **Experience**

Provide descriptions and references for at least one, but no more than three, projects that the respondent has undertaken that are comparable to the size/scope of the project being proposed for the Site. Each description should include the following information: project location, description, financing overview, and municipal reference.

## **Financial Capacity**

Provide verifiable evidence of the development team's financial ability to undertake and successfully complete the proposed project. This may include financial statements, annual reports, Letters of Credit, etc.

THE CCLBC recognizes the sensitive nature of financial capacity information requested in this RFP. Therefore, respondents may choose to provide a secure download site address link to share access with the CCLBC.

## **SELECTION PROCESS AND SITE EVALUATION CRITERIA**

### **Selection Process**

The selection process will be divided into the following 3 phases:

1. All proposals will be reviewed and a shortlist of no more than three (3) prospective developers will be selected.
2. The shortlisted developers will each have an in-person interview and Q&A session.
3. CCLBC will select and begin exclusive negotiations with the developer who best matches the desired vision and qualifications for the project.

### **Evaluation Criteria**

The following evaluation criteria will be used to evaluate the proposals:

1. The developer or development team's proven experience (and references) in successful financing, design, construction, and operation of projects of similar scope and scale.
2. Financial capacity to undertake a project of the proposed magnitude.
3. Overall quality of the proposed development and reputation of the developer/development team.
4. Quality and completeness of proposal.

## **DECLARATIONS AND ADDITIONAL INFORMATION**

### **The CCLBC Rights Pertinent to this Solicitation**

1. The CCLBC reserves the right to reject all submittals for any legal permissible reason without indicating reasons for rejection.
2. The CCLBC reserves the right to amend this RFP by Addendum. The CCLBC is bound only by what is expressly stated in the RFP and any authorized written addenda to be posted on the City of Dunkirk website.
3. The CCLBC accepts no financial responsibility for any costs incurred by the respondent during any phase of the selection process. All submittals shall become the property of the CCLBC (except those materials marked "CONFIDENTIAL") and may be used in any way deemed appropriate.

## **Withdrawal of Solicitation**

The CCLBC reserves the right to withdraw this RFP at any time without prior notice, and makes no representation that any agreement will be awarded to any respondent. Additionally, the CCLBC expressly reserves the right to postpone opening responses to this solicitation for its own convenience and/or to waive any informality or irregularity in the responses received.

## **Confidentiality**

All submittals in response to this RFP are considered confidential until the CCLBC makes a selection, at which time the submittals will become public information and available to the public for review. However, financial capacity information of each submittal will be treated as confidential to the extent it may be withheld under applicable freedom of information law.

## **Examination of Solicitation**

The respondent understands that the information provided in this RFP is intended solely to assist the respondent in preparing a submittal. To the best of the CCLBC's knowledge, the information is accurate; however, the CCLBC does not warrant such accuracy, and any errors or omissions subsequently do not invalidate this RFP.

## **Conflict of Interest**

Respondents must comply with the requirements imposed by all federal, state and local laws, including those pertaining to conflict of interest. All members of responding development teams must disclose any and all circumstances that could give rise to any potential conflict of interest or appearance thereof with its participation in the project, with the CCLBC and/or the City and/or the county, including any of their agents, representatives, and consultants.

## **Nondiscrimination Policy**

The respondent shall not discriminate on the basis of race, gender, religion, national origin, ethnicity, sexual orientation, age, or disability in the solicitation, selection, hiring, or treatment of subcontractors, vendors, or suppliers. The respondent shall provide equal opportunity for subcontractors to participate in subcontracting opportunities. The respondent understands and agrees that violation of this clause shall be considered a material breach of contract and may result in contract termination or other sanctions.

## **Supplier Diversity**

The CCLBC recognizes the importance of supplier diversity in its procurement practices. The CCLBC is committed to contracting with qualified suppliers from all parts of the business community for goods and services. By encouraging the participation of Small business Enterprises ("SBEs"), Minority Business Enterprises ("MBEs"), and Woman Business Enterprises ("WBEs") (collectively "SMWBEs") in the procurement process, the CCLBC strengthens contracting opportunities for SMWBEs. ***The CCLBC encourages respondents to ensure these opportunities are leveraged in their project teams.***