

Request for Proposals

Buffalo Urban Development Corporation



**Northland Corridor Demolition Design Services for:
741 Northland Avenue and 777 Northland Avenue
Buffalo, NY**

RFP Issue: Monday, July 21, 2025

Questions Due: Monday, August 4, 2025

Proposals Due: Monday, August 18, 2025



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1.0 Introduction

Buffalo Urban Development Corporation (BUDC) is the City of Buffalo's not-for-profit local development corporation, reclaiming distressed land and buildings for future development. As a local development corporation, BUDC seeks to create an environment conducive to private investment, provide oversight and visioning for projects of regional significance, serve as a liaison among various public and private stakeholders, serve as a conduit for public funding of significant projects, and serve as a real estate holding company for certain public-sector projects.

The mission of BUDC is to support the urban economic development efforts of the region through acquisition, remediation, and management of distressed properties, and to engage in related real estate development activities for the purpose of attracting and/or retaining new and existing businesses to the City as part of the region. The mission of BUDC also includes supporting the revitalization of downtown Buffalo by serving as the lead management entity for Buffalo Building Reuse Project (BBRP) and Buffalo's Race For Place initiatives, working in collaboration with the City of Buffalo, including the coordination of financial assistance for downtown adaptive re-use projects, public right-of-way improvements, and the Ralph C. Wilson Jr. Centennial Park project.

2.0 Overview

BUDC, under agreements with and funding from Empire State Development ("ESD"), the New York Power Authority ("NYPA"), and the City of Buffalo, is undertaking the Northland Beltline Corridor Redevelopment Project, which has involved the stabilization, remediation, and redevelopment of multiple vacant buildings/properties in an approximately 35-acre historic manufacturing district located on Buffalo's East Side. The mission is to create a state-of-the-art campus for workforce training and advanced manufacturing to support the revitalization of this critical inner-city neighborhood. BUDC has developed a master campus plan to progressively upgrade and re-purpose the properties for new institutional, educational, and manufacturing uses.

The restoration/rehabilitation of 683 Northland Avenue, formerly the Niagara Machine & Toolworks Complex – now known as "Northland Central" was spearheaded by the NWTC as part of Phase 1. This phase involved transforming 120,000 square feet into state-of-the-art administrative areas, classrooms, industrial shops, and labs designed to train the local workforce to meet the demands of the 21st century advanced manufacturing and clean energy. An additional 115,000 square feet was repurposed into office and manufacturing spaces for tenants such as BMW, Retech, Rookery Labs Inc., Rodriguez Construction Group, and Bank on Buffalo.

On September 1, 2022, BUDC received grant funding through the U.S. Economic Development Administration (EDA) Build Back Better program for the Phase 3 redevelopment. The project is also funded through ESD Regional Economic & Community Assistance Program (RECAP) grant, an initiative introduced by Governor Hochul in April 2022. The funding will support the transformation of 541 E. Delavan and 612 Northland "B" building into light industrial and advance manufacturing space for prospective tenants. Phase 3 will also include substation upgrades and the installation of solar photovoltaic systems, both rooftop and ground-mounted.

The Phase 4 Northland redevelopment involves the renovation of 631 Northland, a 40,000 square-foot historic building listed on the National Register of Historic Places. The project is also funded through ESD RECAP grant.

In 2025 BUDC updated it's building condition report for 741 and 777 Northland which found that the buildings are in extreme states of disrepair and currently pose a rise to the safety of site visitors and trespassers. A copy of a building conditions report will be furnished upon request.

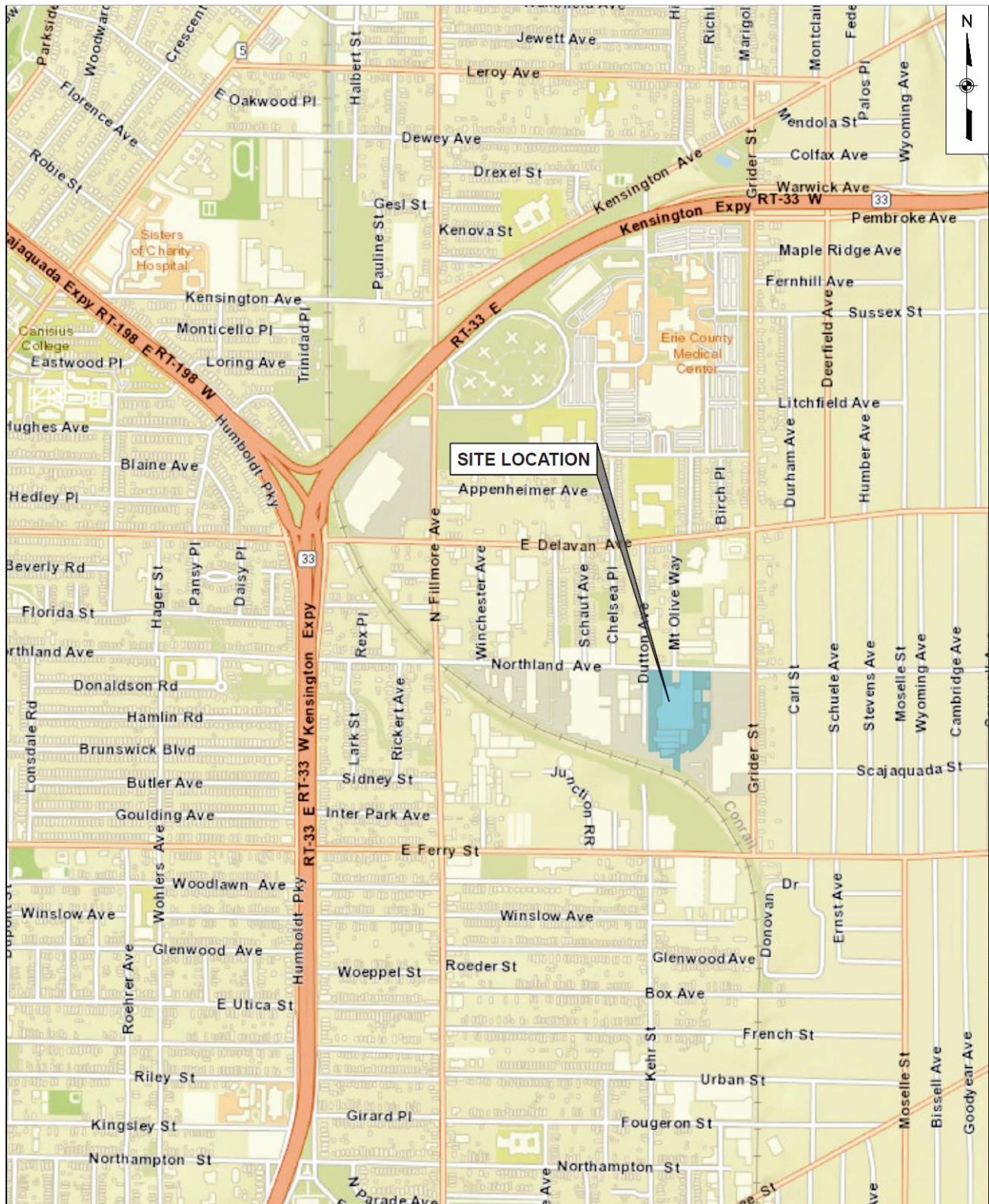
The respective properties have previously been considered eligible for inclusion on the National Register of Historic Places (NRHP). BUDC has contacted the State Historic Preservation Office (SHPO), regarding the need for demolition and negotiated a mitigation strategy. Based on the condition of the properties, BUDC anticipates that the work will need to utilize controlled demolition methods.

3.0 Background & Project Area

Project Location/Study Area

Below is a map of the overall campus plan. This site is bordered by East Delavan Avenue to the North, Grider Street to the East, Fillmore Ave to the West, and the CSX "beltline" rail line to the South.

RFP: Demolition Design Services for 741 and 777 Northland Avenue



4.0 Scope of Work

The following is the suggested scope of services to be performed and completed by successful firm(s):

Develop a comprehensive demolition design for 741 and 777 Northland Avenue.

Task 1: Pre-Design Services

Proposer shall obtain all information needed to support demolition design and to develop a variance request to the NYS Department of Labor enabling controlled demolition to proceed.

Conduct a limited Site Inspection to verify the findings of the previous asbestos survey and lead paint studies and to identify any other potential hazardous materials (i.e., electrical equipment, chemical residuals) that will require abatement, management and disposal under a controlled demolition scenario.

Complete a detailed topographic survey of the site that identifies existing structures as well as any above ground and underground structures

Identify any utilities and structures that will require abandonment or preservation.

Task 2: Concept & Design Development (90% Design)

- Define and identify the building features to be preserved, utilities to be terminated, and expected finished conditions.
- Develop preliminary cost estimates and schedule for construction work.
- Develop drawings and specifications that advance the design to a 90% stage. Including:
 - Existing structures including building system materials
 - Existing utilities
 - Hazardous or contaminated materials remediation/disposal or asbestos abatement/disposal
 - Building and structure demolition, including foundation modifications
 - Utility termination and demarcation for stormwater drainage, sanitary, water, electrical,
 - communications, and gas utilities
 - Site restoration, including lawn and other temporary surface descriptions
 - Demolition and abatement plans will be developed in sufficient detail to allow for approvals by all required regulatory agencies.

Produce 24"x36" CAD base drawings package that includes:

- Site base drawings for survey and design work utilizing the available building record drawings.
- Asbestos/Hazardous material drawings will detail the types, location, and quantities of asbestos and hazardous material and designate those to be removed prior to controlled demolition.
- Demolition drawings showing the limits of work, building removal, and structural requirements
- Structural calculations shall be developed as necessary to identify allowable loads for demolition equipment placed within buildings.
- Utilities drawings that detail proposed utility termination points and utilities to be protected. The drawings should also show any required rerouting or relocation of utilities.
- Preparation of permit and variance applications
- Preparation of a preliminary construction cost estimate and schedule at this state of design and submit the 90% drawings, specifications, schedule and cost estimate to BUDC for review.

Task 3 - Construction Documents (100% Design)

- Once the project design is finalized, final drawings, final specifications, a final estimate of probable construction cost, a final project construction schedule and bid documents should be prepared with the drawings and specifications stamped by a licensed engineer.
- The final plans and specifications should comply with the program, budget, and schedule as set forth by BUDC. The technical specifications format should conform to the requirements of front-end documents. All specifications shall be prepared in a uniform format acceptable to BUDC and will incorporate General Conditions, Special Conditions, Technical Specifications, and Drawings into a comprehensive Bid Document.
- A final detailed cost estimate should be prepared for abatement, demolition, and site work required for commission of the project. All price analysis data should be documented and included with the final submission.
- Coordination with all necessary regulatory agencies and incorporation of their comments (as needed) into the construction documents; and apply for, provide documentation for, and secure all necessary permits and regulatory approvals on behalf of BUDC.

Task 4: Bidding & Awarding

- Assist BUDC during the contract(s) advertising and award process, including assistance in prequalifying potential bidders assist ESD with contractor briefings, pre-bid

walks/meetings, bid questions, preparing addenda as needed, responding to Requests for Information (RFIs), evaluation of contractor's qualifications and recommendation for award.

- Proposer should obtain and evaluate the contractor's schedule of values or similar breakdown of value of work in relation to schedule for administration purposes.

Task 5: Design of Historical Mitigations

- Design of preservation tasks for protection/set-aside of building elements that BUDC and SHPO agree to preserve or display that would be included in the overall demolition specification package including:
 - Retention of a 25-foot long above grade and below grade section of the façade's limestone foundation as a preserved entrance feature to a future development. The feature would be supplemented using recovered blocks of dismantled limestone foundation to wrap around its backside for structural stability and resiliency. The display would include a simple commemorative sign.
 - Preservation and restoration of the 3'-6" by 17'-6" sheet steel Curtiss-Wright sign that is affixed above the entrance.

Task 6: Construction Administration

- Provide construction administration, construction inspection and abatement monitoring.

5.0 Project Timeline

The expected duration of the project from commencement to completion is ninety (90) days.

6.0 Proposal Format/Requirements

Submissions must include the following information in a brief and concise format. While there is no page limit for proposals, they should be concise. BUDC reserves the right to request additional information during the review of proposals and to reject any and all submissions.

Cover Letter

The cover letter should include the official name of the firm submitting the proposal, mailing address, e-mail address, telephone number, and primary contact name. The letter must be signed by an official authorized to bind the proposer contractually and contain a statement that the proposal is firm for ninety (90) days. An unsigned letter, or one signed by an individual not authorized to bind the consultant, may be disqualified.

Minority and Women Business Enterprise Interest

In accordance with Governor Hochul's Executive Order No. 8 establishing a policy to promote equal opportunity in contracting for all persons, without discrimination for minority group members and women and business enterprises owned by them, and to eradicate the barriers that have impaired access by minority and women-owned business enterprises to State contracting opportunities, the BUDC and the City of Buffalo seeks to encourage meaningful partnerships with and participation from NYS-certified Minority and Women-Owned Business Enterprises (M/WBE) at all project levels. For purposes of this solicitation, the City of Buffalo hereby establishes an overall goal of (a) 25% for Minority-Owned Business Enterprises ("MBE") participation and 5% for Women-Owned Business Enterprises ("WBE") participation for third-party vendors and services utilized during the life of this contract. The vendor must document good faith efforts to provide meaningful participation by MWBEs as subcontractors or suppliers in the performance of the contract and agrees that the BUDC may withhold payment pending receipt of the required MWBE documentation. M/WBEs companies are encouraged to respond.

Understanding and Approach

Respondents to this RFP should include a brief narrative explaining their understanding and approach for this project and requested scope of work. The understanding and approach should outline a proposed scope of work, specific phases and tasks, and the deliverables and products to be provided.

Firm Profile, Experience of Firm/Project Team, and References

Firms or their principals responding to this RFP must be licensed to practice in New York State. Proposals should include a firm profile, organizational chart identifying the project manager and team members with their titles, resumes from key personnel, and references from at least 3 clients for whom the consultant has performed services for within the past 3 years. All proposed sub-consultants must also be identified, along with their project managers and key personnel.

The project team should have a full range of relevant planning, design, construction, and project management experience. Primary personnel in each of the noted disciplines must be identified by name and office location, with resumes included, and should demonstrate satisfactory experience and depth in each of the required disciplines. The role of your organization should be clearly highlighted in any references to experience on prior projects and initiatives.

Fee Proposal

The proposal should include a proposed fee for all services delineated by phase and task as outlined in the consultant proposed scope of work. The fee proposal should include the hourly rate of each staff member who will work on a task and their number of hours by phase and task. The consultant contract will be lump sum or an agreed maximum. No part of the fee for other services will be based on a cost-plus-a-percentage-of-cost or a cost using a multiplier.

Attachments

Please complete and include all forms under Exhibit A as an addendum to your proposal.

Questions regarding this RFP should be made in writing to Angelo Rhodes, II Sr. Project Manager -Northland Corridor at arhodes@buffalourbandevelopment.com no later than Monday, August 4, 2025 at noon. No requests for oral interpretations via the telephone will be accepted.

7.0 Submission Instructions

Three (3) hard copies of the proposal must be submitted to the address listed below along with one (1) electronically via e-mail, no later than 1:00 p.m. on Monday, August 18, 2025 to:

Rebecca Gandour, Executive Vice President
Buffalo Urban Development Corporation
95 Perry Street, Suite 404
Buffalo, New York, 14203
E-mail: rgandour@buffalourbandevelopment.com

8.0 Selection Process

A detailed evaluation of proposals will be conducted by BUDC. To select the most advantageous proposal for consulting services related to the scope of work contained in the RFP, comparative judgments of technical factors, in addition to price, will be necessary. Evaluation will be based on at least the following criteria, not necessarily in the order provided or with equal weight given to each criterion.

- Responsiveness to the provisions and requirements of this RFP.
- Overall approach and methodology, as well as demonstrated understanding of the Owner's objectives for the project.
- Thoroughness of the proposal and clarity of the services to be provided.
- Ability, capacity, and skill of the consultant to perform the services requested in this RFP.
- Quality of performance of previous contracts or service as demonstrated through your references.
- Equity practices.
- Fee proposal.

BUDC does not assume the responsibility or liability for costs incurred by firms responding to this RFP or to any subsequent requests for interviews, additional information, submissions, etc. prior to issuance of a contract. The selected firm(s) must demonstrate to BUDC that no City and/or County of Erie tax arrearages or other fees or related liens exist nor are there any pending City of Buffalo Housing Court Cases and or open letters of violation for the applicant and principals.

BUDC RESERVES THE RIGHT TO REJECT ANY OR ALL PROPOSALS, AND THE RIGHT TO WAIVE ANY INFORMALITIES THEREIN.

9.0 General Requirements

Pursuant to State Finance Law §§139-j and 139-k, this Request for Proposals imposes certain restrictions on communications between Bidders and BUDC during the procurement process. Bidders are prohibited from making contacts (whether oral, written, or electronic) with any BUDC personnel or BUDC Board member other than the designated BUDC staff member (unless the contact is otherwise permitted under State Finance Law §139-j(3)(a)). In addition, Bidders are hereby notified that any contact with any BUDC

personnel, BUDC Board member or the designated BUDC staff member which a reasonable person would infer is intended to influence the award of the contract under this Request for Proposals is prohibited. These prohibitions apply from the Bidder's earliest notice of BUDC's intent to solicit proposals through the final award and approval of the procurement contract ("Restricted Period"). For the purposes of this Request for Proposals, the designated BUDC staff member is Angelo Rhodes II, arhodes@buffalourbandevelopment.com.

Bidder's Affirmation of Understanding of and Agreement Pursuant to State Finance Law §139-j(3) and §139-j(6)(b)

BUDC is required to obtain written affirmations from all Bidders as to the Bidder's understanding of, and agreement to comply with BUDC's procedures relating to permissible contacts (described in paragraph 1 above). The affirmation must be provided to BUDC when the Bidder submits its qualification statement. The form of affirmation to be completed and submitted by the Bidder is included herein as Exhibit A - Attachment 1 – Affirmation of Understanding Agreement.

Bidder's Certification of Compliance with State Finance Law §139-k(5)

State Finance Law §139-k(5) requires Bidders to provide written certification that all information provided to BUDC with respect to State Finance Law §139-k is complete, true and accurate. The certification must be provided to BUDC when Bidder submits its qualification statement. The form of certification to be completed and submitted by the Bidder is included herein as Exhibit A – Attachment 2 – Offeror/Bidder Certification.

Bidder Disclosure of Prior Non-Responsibility Determinations

State Finance Law §139-k(2) obligates BUDC to obtain specific information regarding prior non-responsibility determinations with respect to State Finance Law §139-j. In accordance with State Finance Law §139-k, each Bidder must disclose whether there has been a finding of non-responsibility made within the previous four (4) years by any Governmental Entity due to: (a) a violation of State Finance Law §139-j or (b) the intentional provision of false or incomplete information to a Governmental Entity. State Finance Law §139-j sets forth detailed requirements about the restrictions on contacts during the procurement process. A violation of State Finance Law §139-j includes, but is not limited to, an impermissible contact during the Restricted Period (for example, contacting a person or entity other than the designated contact person, when such contact does not fall within one of the exemptions).

As part of its responsibility determination, State Finance Law §139-k(3) mandates consideration of whether a Bidder fails to timely disclose accurate or complete information regarding the above non-responsibility determination. In accordance with the law, no procurement contract shall be awarded to any Bidder that fails to timely disclose accurate or complete information under this section, unless a finding is made that the award of the procurement contract to the Bidder is necessary to protect public property or public health and safety, and that the Bidder is the only source capable of supplying the required article of procurement within the necessary timeframe. Exhibit A – Attachment 3 – Offeror Disclosure of Prior Non-Responsibility must be completed by the Bidder and submitted to BUDC at the time of Bidder's submission of its qualification statement.

New York State Finance Law §139-k (5) provides that every procurement contract award subject to the provisions of State Finance Law §§139-k and 139-j shall contain a provision authorizing termination of the contract in the event that the certification provided by the Bidder that is awarded the contract is found to be intentionally false or intentionally incomplete. The following provision is hereby incorporated by reference and included in the contract that is awarded (if one is awarded) pursuant to this Request for Proposal.

ATTACHMENT A

Affirmation of Understanding & Agreement pursuant to State Finance Law §139-j (3) and §139-j (6) (b)

I affirm that I understand and agree to comply with the procedures of the BUDC relative to permissible contacts as required by State Finance Law §139-j (3) and §139-j (6) (b).

By: _____ Date: _____

Name: _____ Title: _____

Contractor Name: _____

Contractor Address: _____

ATTACHMENT B

Offerer/Bidder Certification:

I certify that all information provided to the BUDC with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: _____

Name: _____ Title: _____

Contractor Name: _____

Contractor Address: _____

ATTACHMENT C

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Address:

Name and Title of Person Submitting this Form:

Date: _____

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

No

Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No

Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No

Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity:

Date of Finding of Non-responsibility:

Basis of Finding of Non-Responsibility:

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No

Yes

6. If yes, please provide details below.

Governmental Entity:

Date of Termination or Withholding of Contract:

Basis of Termination or Withholding:

(Add additional pages as necessary)

Offerer certifies that all information provided to the BUDC with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: _____
Signature

Name: _____ Title: _____