Niagara Falls COMMUNITY Development

Request for Proposal

North End Food Access

The Niagara Falls Community Development Department is seeking proposals for sale/access to fresh food options, located in but not limited to, in Federal Census Tracts 202 and 204.

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Our Goal: Eliminate A Food Desert. Improve The Neighborhood's Quality of Life.

The United States Department of Agriculture (USDA) defines a "food desert" as a part of the country vapid of fresh fruit, vegetables, and other healthful whole foods, usually found in impoverished areas. This is largely due to a lack of grocery stores, farmers' markets, and healthy food providers. Further, USDA states that individuals living more than ½ mile (urban areas) or more than 10 miles (rural areas) from the nearest supermarket, supercenter, or large grocery store are living in a food desert. Per these federal definitions, the City of Niagara Falls' North End (Census Tracts 202 and 204) is a food desert.

The purpose of this Request for Proposals (RFP) is to award up to $147,900 in United States Department of Housing and Urban Development (HUD) Community Development Block Grant (CDBG) funds to a proposal that clearly and tangibly provides:

1) A permanent store or cooperative, within the aforementioned federal census tracts, that gives residents a daily opportunity to shop for and purchase fresh produce and food products at competitive price; and/or

2) A mobile food service model, within the aforementioned federal census tracts, that gives residents a daily opportunity to shop for and purchase fresh produce and food products at competitive price.

Thank you for considering this opportunity. We look forward to working with you.

Sincerely,
Seth Piccirillo
Director, Community Development

The Niagara Falls Community Development Department (NF CD) is seeking competitive proposals for the provision of fresh food access within Census Tracts 202 and 204 that will primarily benefit low and moderate income residents of the City of Niagara Falls.

NF CD will accept proposals, received at the Carnegie Building, 1022 Main Street Main Street, Niagara Falls, New York, 14302-0069 on or before 12:00PM on Friday, September 8, 2017. All applicants submitting proposals will be notified of the selection of the successful applicant by mail on or around Friday, September 22, 2017.

RFP Requirements

Proposals should contain specific information organized as follows:

Cover Letter/Executive Summary

Provide an overview of major contents of the proposal, at a minimum including:

• Overview of proposal team.

• Narrative summarizing the overall proposal.

Proposal Team

Provide a summary of the Proposal Team, with a complete organizational chart of key team members.

• Names, addresses and telephone numbers of those individuals who may be contacted during the period of proposal evaluation.

• Resumes of key professionals (no more than one page in length per team member).

• Description and list of relevant past projects, including cost of development and operations.

Finance/Management Plan

•A project budget detailing all personnel and non-personnel costs in separate categories.

•All matching funds being dedicated to the project by the applicant or other sources.

• Project timetable, including dates, for acquiring site control or access, permits, and becoming operational.

• An overview of the anticipated target market(s) that the development is intended to capture.

• Secured/proposed location(s) for the project's point of food access.

• A preliminary program of uses in the proposed development (if not a mobile market), specifying square footages of each development component, as well as other appropriate descriptive measures.

• Debt service payments on any short-term or long-term financing for improvements.

• Projected or targeted internal rate of return (IRR).

• Sources and amounts of financing and proposers' equity to be invested in the development and operation of the proposed marketplace; and

• Evidence of financing consistent with sources and uses, including but not limited to: expressions of interest from lenders, letters of credit, and performance bonding capacity.

• Price structure and or food access plan. *(This is a critical component of the proposal. Please explain, in narrative form, the organization's approach to food access and serving a low to moderate income population that has existed within a food desert for several years.) If the organization's plan includes creation of a store or cooperative, please include product price points, general product selection and supply chain.)*

•A detailed listing of any and all jobs created by this proposal, and the estimated weekly hours that each position would work. (In 2017, Niagara Falls Mayor Paul Dyster executed an "Executive Pronouncement on New Community Benefit Agreement Policy," which can be reviewed at nf-cd.org/news/cba. Per this pronouncement, North End Food Access respondents that include a local hiring component with be given preference.

RFP REVIEW

The City, in its sole discretion, will evaluate the proposals on the following basis:

1. Extent that the proposal provides daily food access within the aforementioned food desert.

2. The quality of the overall financial plan and impact of the proposal, including: a. The use of reasonable and attributable assumptions; b. The level of proposed private investment; c. The level of demonstrated financial/managerial capacity to realize the proposed Project, documented through sources such as, but limited to expressions of interest from lenders, letters of credit, and/or performance bonding capacity; and d. Projected long-term economic benefits to the local community.

3. Extent that the proposal is consistent with the "Executive Pronouncement on New Community Benefit Agreement Policy."

4. Extent that the proposal is consistent with the HUD CDBG Program.

SUBMISSION OF PROPOSALS

RFP respondents are required to submit six copies of their proposal. The proposal must contain the information requested in the submission requirements. Proposals must be received on or before 12: 00 PM, September 8, 2017, by mail or hand delivered. All proposal teams will be notified of the selection decision by mail on or around Friday, September 22, 2017. Facsimile or electronic submissions shall be rejected. Six copies of the proposal shall be sent as directed below:

Seth Piccirillo, Director

Niagara Falls Community Development Department – City of Niagara Falls

The Carnegie Building

1022 Main Street

City of Niagara Falls, New York 14302-0069

LATE SUBMISSIONS

Submissions received after the date and time prescribed will not be considered.

REVIEW

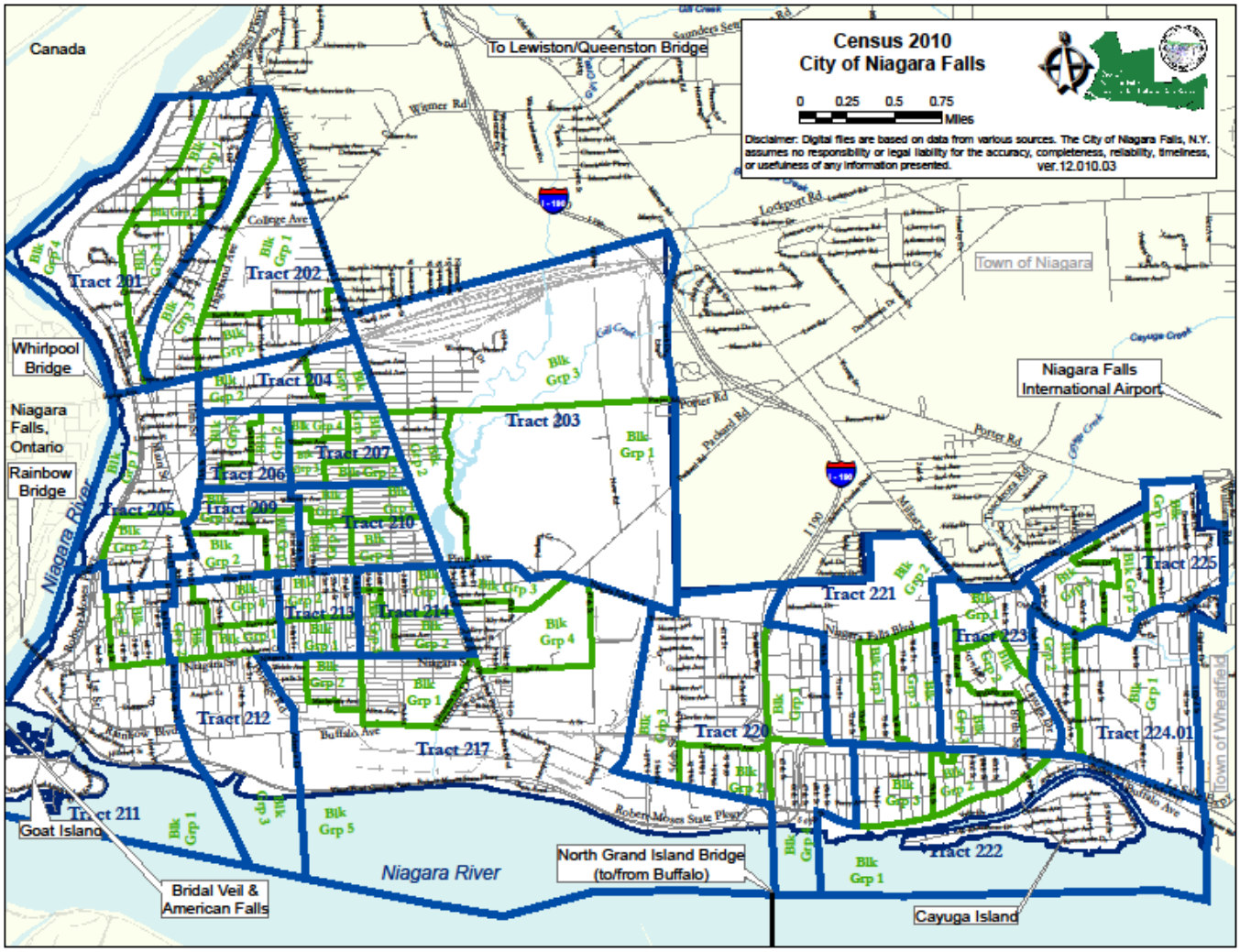
All complete proposals shall be reviewed by the Selection Committee and selection of a preferred developer will be chosen on or about September 22, 2017.

RIGHT OF REJECTION

NF CD reserves the right to reject any or all proposals in whole or in part. Proposal rejection is at the sole discretion of the City Administration and shall not incur any direct or indirect financial exposure to the City of Niagara Falls for the costs incurred unless such eligible costs are contained in the DSA as authorized by the City Council in due session authorizing such. HUD project approval is also a condition of award. Upon the selection of a proposal, the successful organization will enter into a legal contract with the City of Niagara Falls, specifiying any and all HUD CDBG compliance and reporting guidelines.

Failure to place relevant information in the structure outlined in the RFP shall be deemed non-responsive. Additional information regarding the site and the proposal requirements, and scheduling of site visits, can be coordinated through NF CD. Questions should be directed to:

Seth Piccirillo, Director
Niagara Falls Community Department
seth.piccirillo@niagarafallsny.gov
716.696.0794


Census 2010
City of Niagara Falls
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Miles
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Canada
To Lewiston/Queenston Bridge
Whirlpool Bridge
Niagara Falls, Ontario
Rainbow Bridge
Niagara River
Town of Niagara
Niagara Falls International Airport
Goat Island
Bridal Veil & American Falls
North Grand Island Bridge (to/from Buffalo)
Cayuga Island
Town of Wheatfield
Tract 201
Tract 202
Tract 203
Tract 204
Tract 205
Tract 206
Tract 207
Tract 209
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Tract 225