



## USA NIAGARA DEVELOPMENT CORPORATION REQUEST FOR PROPOSALS

USA Niagara Development Corporation (“USAN”), a subsidiary of the New York State Urban Development Corporation d/b/a Empire State Development Corporation (“ESDC”), in cooperation with the City of Niagara Falls, New York, requests proposals from economic and strategic planning consultant firms or teams to undertake and overall economic and real estate market analysis for various components of tourism and cross-border markets in Niagara Falls, New York.

The study shall include: (1) Updating, analyzing, and refining estimates of annual visitation/tourism and developing estimates of visitor/tourist characteristics/spending patterns; (2) An overall assessment of the competitiveness of the City of Niagara Falls, NY to attract new development, formulated through data analyses and interviews with key stakeholders; (3) Specific assessment of various sectors of the real estate market in Niagara Falls, NY; and (4) Structuring the data analysis to feed into a new geographic information system tool being developed by the City on a parallel track.

The full scope of services and other requirements for this solicitation is outlined in a detailed Request for Proposals (“RFP”). The RFP can be downloaded at [www.usaniagara.com](http://www.usaniagara.com).

A non-mandatory pre-proposal conference call for prospective consultants will be held at 10:00a.m. on April 12, 2010. To participate in the call, please contact Jocelyn Viola at USAN at 716-284-2556 prior to close of business on April 9, 2010.

**Proposals must be received no later than 4 PM (Eastern Time) on April 30, 2010.** Proposals should be forwarded to: Paul J. Tronolone, AICP, Senior Project Manager, USA Niagara Development Corporation, 222 First Street, 7th Floor, Niagara Falls, NY 14303.

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All respondents to this procurement will be required to comply with ESDC's Terms & Conditions (Schedule A) and Insurance Requirements. Respondents will also be required to comply with State Tax Law Section 5a and State Finance Law Section 139j-139k which are included in Schedule A.

Selected consultant will be required to provide the following insurance evidence:

- Commercial General Liability of \$1 million per occurrence and \$2 million in the aggregate;
- Commercial Automobile Insurance of \$1 million;
- Professional Liability insurance of \$1 million; and
- Workers Compensation/Employers Liability insurance.

USAN must be named as additional insured on insurance policies.

ESDC's non-discrimination and affirmative action policy will apply to this contract. Minority/Women Business Enterprises are encouraged to respond.

- Minority business sub-contracting goal: 7%
- Women-owned business sub-contracting goal: 3%