

South End Gateway Area RFP 2021

Scoring Committee Questions for LSNY Holdings 541 4th Street

- 1) Please describe funding and costs by providing a sources and uses table including cost estimates for work proposed.

The sources and uses table below is a preliminary estimate. Final numbers may vary when we have architects, engineers and contractors involved.

Property Acquisition	\$20,000
Construction (Improvements)	\$175,000
Equipment Purchases/Fixtures/Furnishings	\$85,000 (Including HVAC, FF&E)
Soft costs (i.e., engineering, architectural)	\$95,000 (Including Design)
Other	\$70,000
TOTAL USES OF FUNDS	\$445,000

Bank Financing	245,000
Equity	\$100,000
Grants/Tax Credits	\$100,000
Tax Exempt Bond	\$
Taxable Bond	\$
TOTAL SOURCES OF FUNDS	\$445,000

- 2) Can you please provide more information to show experience and qualification of the project team to complete the project?

With an investment of over \$600,000 in Niagara Falls since 2020, LSNY has successfully completed similar renovation projects in downtown Buffalo on 65 Trinity Ave and 67 Trinity Ave. After a complete gutting and rehabilitation, both properties are in use for the last several years. One of the properties is being used as the current The Kashmir House which will be moved to Niagara Falls. The scholars guest house has hosted over 50 scholars in Buffalo, NY.

LSNY also has already engaged Zaxis Architectural Inc. for another major renovation project on 650 Park Place in Niagara Falls and will be considering them for leading the project on 541 4th St. Currently, demolition work has already started in almost 8,0000 sq ft of 549 4th St. and we are in the very early stages of exploring options on 545 4th St.

LSNY has the experience, vision and most importantly, the commitment to enhance its business potential and positively contribute to the economic rehabilitation of Niagara Falls downtown.

- 3) Can you please provide a detailed timetable for construction/renovation?

LSNY is in the inquiry/acquisition phase of 545 4th St. We know how the building will be utilized in conjunction with our medical tourism model, but we do not have a concrete schedule at this point. This has not been possible as we have no access to the property and time has yet to be dedicated to the project. If our application is accepted, we will be happy to provide a detailed timetable. If our application is accepted, we plan on immediately executing our planning phase and get construction professionals involved.

- 4) Can you please provide a Site Plan for the project to show proposed improvements to the property?

A site plan is not available at this point as we do not own the property and do not have unfettered access to engage architectural and engineering firms to complete a site plan.

- 5) Please provide more information on the use of the property as a medical tourist house. Can you provide a statement of operations describing in greater detail how this would function?

Our vision for medical tourism stems from our personal experience and advisory team which includes experienced, world renowned physicians. Our preliminary plan is to provide concierge, short term, medical consultation for visitors who travel to the Niagara Falls area as tourists. While they are visiting the Falls, they would also receive specialized medical consultation from our team. The success of this program will bring medical expertise to Niagara Falls and also extended visitor/patient and family stay for an extra 1-3 days. We have discussed our vision with

eight world renowned physicians who have shown keen interest in our plans. Due to COVID the project has not moved to the next phase. The reason for purchasing the medical building on 549 4th St was to establish the medical tourism project.

LSNY Holdings

Overview

LSNY Holdings (LSNY) is a real estate development company owned by:

- Dr. Khurshid Guru
Chair, Department of Urology, Roswell Park Comprehensive Cancer Center (RPCC), Buffalo NY
Director, Robotic Surgery, RPCC, Buffalo NY
Director, Applied Technology Laboratory for Advanced Surgery (ATLAS), RPCC, Buffalo NY
Robert P. Huben Endowed Professor of Oncology, University of Buffalo, NY
- Dr. Lubna Guru
Pediatrics Specialist, Buffalo NY
Owner, Community Pediatrics, Lockport NY and Amherst NY

LSNY + City of Niagara Falls

In early 2020, LSNY embarked on a mission within the State of NY to find the future home of The Center for Kashmir, a 501(c)(3) public charity, and its subsidiaries. The LSNY management team engaged with the city and county leadership of Niagara Falls to understand the available opportunities and learn of the economic revival and development plans. Key to the exploration was how Niagara Falls Park visitors interacted with other attractions and businesses. After many meetings and research, it was clear to LSNY that with the economic development already in motion, Niagara Falls is the perfect opportunity for The Center for Kashmir and further investment. Core to the city's development and revitalization strategy is to help a visitor stay overnight and experience all that the city has to offer. LSNY saw the Center for Kashmir, with its museum, gift shop, cafe, Kashmir Forward House and a medical hub as a perfect fit.

The LSNY management team then followed advice and guidance from Industrial and Economic Development officials, tourism leadership and various other city and county officials. CFK confers with John Percy (President & CEO of Destination Niagara USA) and NCIDA officials. Based on their recommendations, CFK engages Clarity of Place, an independent tourism business development consultant to initiate the study in July, 2020. Clarity of Place completes the independent study that shows viability, sustainability and profitability of the LSNY business model, in times of COVID-19. Our enthusiasm and positivity about Niagara County's economic development were verified through an independent study.

Our initial investment of \$615,000 in purchasing properties has helped us take root in the heart of the revitalization of Niagara Falls downtown. Our commitment to the region and its growth is key as we believe that survival of the LSNY business ventures is dependent on the survival and revival of Niagara Falls tourism. We have committed over \$0.5 million in property acquisition and have committed \$1.5 million in the rehabilitation of 'The Kashmir Museum (details below)'. We have also started planning the rehabilitation of The Kashmir Forward House (details below) with an estimated cost commitment of \$150,000. In 2022, LSNY plans on updating and upgrading the Medical Office Building (details below) with an estimated cost of \$250,000. This brings the LSNY commitment and investment in the Niagara Falls Economic Development to over \$2.15 million. All LSNY contractors and professional service providers are local to the Niagara/Buffalo area.

LSNY is heavily invested in the future economic growth of the region and plans to rehabilitate the 541 4th St Niagara Falls, NY 14301 property to create a residence for medical tourists, visiting for specialized medical services in our Medical Office Building. This property fits precisely with our goal of investing within the revitalization of the area and developing a medical hub in the City of Niagara Falls.

LSNY Properties

650 Park Pl, Niagara Falls, NY 14301

The Kashmir Museum: a church on the National Historic Register that is in the process of being rehabilitated into a world class, Museum of Kashmir. The museum will house 600 original paintings, etchings, drawings and artifacts, the largest collection of Kashmiri art outside of Kashmir. Other facilities include a small theater for film screenings and a museum shop. With over 800 first print publications, dating as far back as the 1700s, the library will be an unmatched collection of books along with a small collection of hand-written manuscripts on Kashmir. The museum will make a big push into the community and it's local art culture. Inviting area artists to showcase their work, hold events, run art clinics for youth and adults, as a gathering space for the community to interact with local and Kashmiri art and to sell their work through the museum shop (onsite and online).

545 4th St, Niagara Falls, NY 14301

The Kashmir Forward House: across the street from the museum, the five-bedroom house is being repurposed to fully accommodate visiting artists and scholars. The Center will provide an onsite audio recording room and an art studio in a very large basement. There is a tremendous amount of potential in how the house will be utilized to foster creativity, new ideas, voices, and inspiration at the local, national and international level.

549 4th St, Niagara Falls, NY 14301 + 405 Walnut Ave Niagara Falls, NY 14301

The medical office building was purchased to help generate revenue that would help support the local economy and bring new medical services to the region. One of the current tenants in the building is Roswell Park Comprehensive Cancer Center. The plan is to update and modernize the building and maintain the tenants and attract new specialized clinical business that help support the local community and economy. The empty lot is a planned future site (4 to 6 years) for a specialized medical practices office tower that will help develop a world-class medical hub in the City of Niagara Falls.

LSNY Property Acquisition

541 4th St Niagara Falls, NY 14301 (SBL:159.21-2-42)

The initial plan to use this site as a storage facility for the museum has been abandoned after a preliminary cost analysis of the required restructuring and rehabilitation. The property will house medical tourists and their family as they receive state-of-the art medical treatment at our medical office building on the other side of the shared fence. The property would have to be completely rehabilitated from the inside to meet modern living standards. After rehabilitation, this property checks all the long-term requirements of comfortably housing medical tourists and their family. Along with the medical office building and the future medical hub, these properties will be a vital boost in serving the immediate community, out of state and foreign medical tourists and help boost local economic development plans.

APPENDIX C

Request for Proposal Application Form

The City of Niagara Falls reserves the right to reject any or all proposals submitted. Respondants may withdraw their proposals from consideration upon written notice.

Date of Submission: 3/25/21

Project Name: LSNY Holdings, LLC

Applicant Information

Company Name: LSNY Holdings, LLC

Address: 8100 Floss Lane, East Amherst, NY 14051

Primary Contact: Dr. Khurshid Guru

Primary Phone #: _____ Mobile Phone #: 716-541-4401

Email Address: lsnyholdings@gmail.com

2. Legal Ownership Entity

- General Partnership
- Individual
- Not For Profit Organization
- Corporation
- Limited Partnerships
- Other: _____

3. Legal Status of Organization

- Currently Exists
- To be Formed. Estimated Date of Filing: _____

4. Developer History – Members of the developer and development team including principals with at least 20% ownership interest in the company. Complete as many as applicable at this time.

a.) Dr. Khurshid Guru
Full Name
8100 Floss Lane
Address
East Amherst, NY 14051
City, State, Zip
716-541-4401 cashur@yahoo.com
Phone # Email Address

b.) Dr. Lubna Guru
Full Name
8100 Floss Lane
Address
East Amherst, NY 14051
City, State, Zip
716-406-2164 lubnaguru@yahoo.com
Phone # Email Address

c.) _____
Full Name

Address

City, State, Zip

Phone # Email Address

Attorney:

Law Office of Tracy L. Heims

Firm Name

Tracy L. Heims

Contact Name

307 Cayuga Rd., Ste. 150

Address

Cheektowaga, NY 14225

City, State, Zip

716-299-8951

tlheimsLaw@gmail.com

Phone #

Email Address

Architect:

Firm Name

Contact Name

Address

City, State, Zip

Phone #

Email Address

Contractor:

Firm Name

Contact Name

Address

Project Summary

Development Cost

	City Parcel (Address)	Offer Price
Proposed Acquisition Cost:	\$ 31,500	20,000
	\$ _____	_____
	\$ _____	_____
	\$ _____	_____
	\$ _____	_____
	\$ _____	_____
	\$ _____	_____
	\$ _____	_____

(Attach Additional Sheets if Necessary)

Construction Costs

Hard Costs

Site Work: \$ _____ Fixtures, Furnishing & Equipment: \$ _____

Plumbing, Electrical, HVAC, Security: \$ _____ Landscaping: \$ _____

Foundation, Framing, Roofing, etc.: \$ _____ *Subtotal:* \$ _____

Soft Costs:

Architectural/Engineering Fees: \$ _____ Legal Fees: \$ _____

Accounting Fees: \$ _____ Administrative/Development Fees: \$ _____

Survey: \$ _____ Title Work: \$ _____ Taxes: \$ _____

Insurance: \$ _____ Relocation \$ _____

Other: \$ _____

Subtotal: \$ _____

Miscellaneous Costs:

Developer Fee: \$ _____


Project Reserve: \$ _____

Subtotal: \$ _____

Project Total: \$ _____

**City of Niagara Falls
New York**

TO: Eric Cooper
Director of Planning

FROM: Christopher Mazur 
Corporation Counsel

DATE: September 15, 2021

**RE: *South End Gateway RFP
(Purchase/Development Proposals for Planning Board Review)***

As you know, the City received a number of proposals to purchase and develop of certain City-owned properties within the South End Gateway area. From those proposals, the City has selected the following:

1. **Power City Hospitality** – 455 4th Street;
2. **TM Montante** – 600 and 602 Niagara Street;
3. **Niagara Hospitality** – 466 4th Street, 511 4th Street, 519 4th Street, 535 4th Street, 422 6th Street, 441 6th Street, 447 6th Street, 456 6th Street, 460 6th Street 474 6th Street;
and
4. **LSNY Holdings** – 541 4th Street.

With regard to the properties listed above, please refer the same to the Niagara Falls Planning Board for review and recommendation. Following Planning Board review, the purchase proposals will be forwarded to the City Council for further action.

If you have any questions, please contact me. Thank you for your courtesy and cooperation in this matter.

CMM/sk