


**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

South End Gateway Area RFP 2021

Scoring Committee Questions for TM Montante Development 600 Niagara St

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

Based on the experience of TM Montante Development with similar adaptive reuse projects, all-in construction and development costs are expected to be approximately \$200 per square foot. Based on this estimated cost, TM Montante Development is projecting the following sources and uses:

SOURCES OF FUNDS	
Bank Financing	140,723
Grants/Incentives	60,000
Sponsor Capital	159,278
TOTAL SOURCES	\$ 360,001

USES OF FUNDS	
Property Acquisition	1
Construction and Development Costs	360,000
TOTAL USES	\$ 360,001

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

TM Montante Development employs a highly capable team with numerous adaptive reuse projects to their credit. Specifically, TM Montante successfully completed the project commonly known as 616 Niagara in Niagara Falls, NY, which is just to the east of the subject of this RFP. TM Montante Development has also completed the Planing Mill adaptive reuse project in downtown Buffalo as well as the 1275 Delaware adaptive reuse project in the Delaware District of Buffalo. TM Montante Development has attached relevant project pages as well as professional bios for their key employees who would be active participants in rehabilitating 600 Niagara Street.

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

TM Montante Development would target a construction duration of eight (8) months with the goal of delivering the project during the tourist season of 2022. The ideal timetable would allow for construction to begin in Q4 2021 with completion expected to be by the end of Q2 2022.

PROJECT EXPERIENCE



616 Niagara

Historic Renovation

Niagara Falls, NY

About

616 Niagara Street is a mixed use development project located at the corner of 7th St and Niagara St, in Niagara Falls, NY. The 31,500 SF building was completed in December 2019.

Project Details

After being vacant and unoccupied for over 10 years, this project has brought new life to the City of Niagara Falls. 616 Niagara is made up of three buildings and connected with a new atrium that spans the vacant lot that existed between two of the buildings. The first floor is anchored by Niagara Global Tourism Institute (NGTI) and a café space on the corner, and the upper two levels consist of 17 residential units.

This project is listed on the National Register of Historic Places. The first floor received new store front windows to replicate the original design of the buildings, and the upper floors received new windows in their existing openings. Brick was re-pointed and repaired where necessary, a new roof installed and the overall structure stabilized.



Located on a main thoroughfare this project will bring new life in the City of Niagara Falls.

Project Highlights

- 31,500 SF mixed use project
- 17 apartments
- 10,000 SF commercial office and café space
- Construction Value of \$4,125,000



Planing Mill

Buffalo, NY



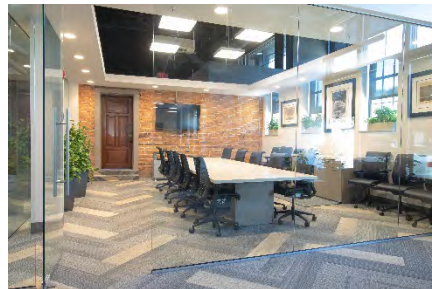
About

The Planing Mill is an \$8 million adaptive re-use project that includes 22 market-rate loft-style apartments and 11,000 square feet of Class A Office Space in the heart of the City of Buffalo.

Project Details

The brick building at 141 Elm Street was originally home to the E.M. Hager & Sons Planing Mill. Built in three periods between 1878 and the 1920's, the building housed one of Buffalo's most successful contractors at the time that much of the city was developed. The large masonry building is one of the few intact mill complexes that once were a large part of the industrial landscape of Buffalo. 141 Elm Street is listed on the National Register of Historic Places.

TM Montante Development purchased the building in 2012, with the intention of creating a unique, mixed-use facility featuring residential lofts and commercial office space. The complex project included a comprehensive exterior restoration and complete interior reconstruction. The company worked to restore the building to optimal condition, preserve the historic qualities of the property, and integrate modern energy technologies to reduce both the building's energy costs and carbon footprint. TM Montante Development completed the rehabilitation in fall 2014.



"The Planing Mill project is a great example of the strides that we are making in the transformation of downtown Buffalo."

– The Honorable Byron Brown, Mayor, City of Buffalo

Project Highlights

- \$8 million adaptive re-use of a Nationally Registered Historic Site
- 44,000 SF Mixed use building
- 11,000 SF Class A office Space
- 22 Loft-Style Apartment
- TM Montante Development worked with a tax credit investor to monetize historic tax credits generated by the project

1275 Delaware

Historic Renovation

Buffalo, NY



About

1275 Delaware is a mixed-use development project located on Delaware Avenue at Gates Circle in Buffalo, NY. The 50,000 SF building was completed in mid 2021.

Project Details

1275 Delaware is a 50,000 square foot former medical office building located in Buffalo, NY, adjacent to Gates Circle. TM Montante Development redeveloped the property into a mixed-use building featuring Class A commercial office space, a restaurant, and 33 one and two-bedroom residential units. Formerly known as the 'Delaware Avenue Medical Center', 1275 Delaware previously housed medical office space affiliated with the former Millard Fillmore Gates Circle Hospital, which was demolished in 2015.

TM Montante Development purchased 1275 Delaware in 2017. Built in 1956, the 1275 Delaware building has been determined to be eligible for listing on the National Register of Historic Places, based on its age and as a significant example of mid-century modern architecture.



Located on Delaware Avenue at Gates Circle, this project has restored a beautiful mid-century modern building and will bring much vibrancy and pedestrian activity to the overall Lancaster Square project.

Project Highlights

- 50,000 SF mixed use project
- 33 apartments
- 7,000 SF commercial office space
- 2,500 SF restaurant

DEVELOPMENT TEAM



Christian Campos

President, TM Montante Development



Role

As President of TM Montante Development, Christian Campos evaluates new development and investment opportunities, and is responsible for oversight, management, and execution of all development projects. Mr. Campos also directs the financial operations of the company, whereby he structures deals with investors, financing institutions and public sector partners. His strategic responsibilities include developing and implementing processes and solutions to ensure that TM Montante Development is a world-class provider of real estate development services.

Experience

Mr. Campos began his career at PricewaterhouseCoopers in San Francisco, CA, providing financial and advisory services to businesses in the energy, technology and entertainment sectors, including Chevron, Robert Mondavi Winery and the Academy of Motion Picture Arts and Sciences. He then moved to New York City and worked in the Financial Planning and Analysis department at HBO. When he returned to his hometown of Buffalo, NY, Mr. Campos combined his life-long interests in entrepreneurship and the arts by co-founding and serving as the Chief Operating Officer of an internet start-up dedicated to serving professional photographers. He has also worked as a strategic consultant, providing advisory services to a variety of successful small businesses throughout the WNY region. He holds a Bachelor of Science in Business Administration from Georgetown University.

Mr. Campos joined the Montante Group of Companies in 2012. He has structured and overseen several complex real estate and solar transactions, including the historic rehabilitation of the Planing Mill in downtown Buffalo, and the construction of the regional headquarters for FedEx Trade Networks at Riverview Solar Technology Park in Tonawanda, NY.

Mr. Campos lives in Lewiston, NY with his wife and son. He is actively involved in the local arts and music scene and he regularly performs live music throughout the region.

Contact

P: 716.876.8899

E: ccampos@TMMontante.com

Education

■ B.A., Georgetown University

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www.MontanteSolar.com
www.MontanteConstructionLLC.com

Montante Group

Redefining real estate through smart planning,
superior building, and clean energy



Daniel Crowther

Project Manager,
TM Montante Development



Role

As a Project Manager for TM Montante Development, Mr. Crowther manages all pre-construction activities for TM Montante Development Projects. Specific responsibilities include the creation of conceptual site plans and building designs, project pro formas, development and construction schedules, management of project budgets, and the coordination of the design team through the production of construction documents. Mr. Crowther also assists in site selection, feasibility analysis, and new business development, and often coordinates joint efforts between TM Montante Development, Montante Construction, and Montante Solar.

Experience

Mr. Crowther is a graduate of the University at Buffalo School of Architecture and Planning, graduating with a bachelor's degree in environmental design, followed by a Masters of Architecture with a specialization in real estate development. Prior to his pursuit of real estate development, Mr. Crowther worked as an historic preservation consultant. His work contributed to a number of successful National Register Nominations for historic structures in the City of Buffalo, most notably the University at Buffalo's Hayes Hall.

After participating in a 2016 design competition focused on redevelopment of the former Millard Fillmore Gates Circle Hospital, in which his team was selected as a finalist, Mr. Crowther joined TM Montante Development. He has since played a key role in the former hospital site's transformation into the new and vibrant mixed use district, Lancaster Square at Gates Circle. Mr. Crowther's background in urban design, architecture, historic preservation, and real estate development, as well as his fluency in architectural and financial modeling has enabled TM Montante Development to expand its development portfolio and further its pursuit of smart growth and architecturally significant design.

Mr. Crowther lives in South Buffalo with his wife and their dog, Luna, where he owns and operates a custom furniture design/build company out of his home, specializing in reclaimed materials.

Contact

P: 716.876.8899

E: dcrowther@montante.com

Education

- B.A. Environmental Design, SUNY at Buffalo
- M.S. Architecture, SUNY at Buffalo

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Tony Kurdziel

Sales Manager,
Montante Group



Role

Tony Kurdziel is Sales Manager for Montante Group. He proactively works with the Director of Leasing to identify new opportunities to develop and/or construct real estate projects within our defined investment zones. He also explores and performs business development duties for the development, construction and solar companies.

Experience

Prior to joining Montante Group, Mr. Kurdziel worked as a Business Development Analyst for Hodgson Russ LLP, one of the 200 largest law firms in the U.S. In this capacity, he helped lead new business attraction and client retention efforts for the firm's real estate, finance and corporate law practices. Mr. Kurdziel has also worked in business development capacities for the global real estate companies CBRE and Jones Lang LaSalle. At both he specialized in industrial real estate in the Western New York and Chicagoland markets (respectively).

Mr. Kurdziel is a graduate of the State University of New York College at Fredonia, and earned a Master of Urban Planning from the University at Buffalo.

Contact

- P: 716.876.8899
- E: TKurdziel@Montante.com

Education

- B.S., SUNY College at Fredonia
- M.U.P., SUNY at Buffalo

600 NIAGARA STREET

DEVELOPMENT PROPOSAL

January, 2021



TM Montante
DEVELOPMENT

January 8, 2021

Attn: Tom DeSantis
City Hall – Room 347 & 326
745 Main Street – P.O. Box 69
Niagara Falls, NY 14302

Dear Mr. DeSantis

TM Montante Development (“TMMD”) is pleased to propose the following development plan for the reuse of the currently vacant City of Niagara Falls-owned building located at 600 Niagara Street and the adjacent empty lot at 602 Niagara Street. Development of these properties presents an opportunity to build upon the momentum generated by the 616 Niagara project, provide additional amenities for the surrounding residential neighborhood, and draw additional vibrancy and walkability from the central tourism district and 3rd Street along the Niagara Street Corridor. We are very excited about the potential for redevelopment along Niagara Street and feel that our proposed project at 600 Niagara Street would be a meaningful step forward in Niagara Street’s evolution into a vibrant and walkable destination.

Our proposal includes taking title to the 600 and 602 Niagara Street parcels, cleaning and stabilizing the sites, marketing the building to the highest and best user, and renovating the existing building and land. Site control is critical for us to most effectively market the site to potential tenants and move the project forward.

Our preliminary plan is to transform these properties into a neighborhood-centric food-service destination with a storefront and outdoor seating area along Niagara Street. 600 Niagara Street would be renovated into a neighborhood-centric restaurant serving food and drinks. 602 Niagara would be redeveloped into an outdoor seating area with secure fencing on the North and East, and a low handrail along Niagara Street. The Eastern façade of the 600 Niagara building would be opened up to facilitate connectivity between the restaurant and patio during summer months, and encouraging outdoor activity along Niagara Street.

The building will require significant repairs and improvements to be reactivated, and TMMD is willing to invest the capital and take on the risk of an adaptive reuse project. As demonstrated by our 616 Niagara project, our experience with building renovations, ability to execute complex projects, and vision to transform the Niagara Street corridor makes us the ideal candidate to redevelop this property.

Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read 'C. Campos', is placed over a light gray rectangular background.

Christian Campos
President, TM Montante Development

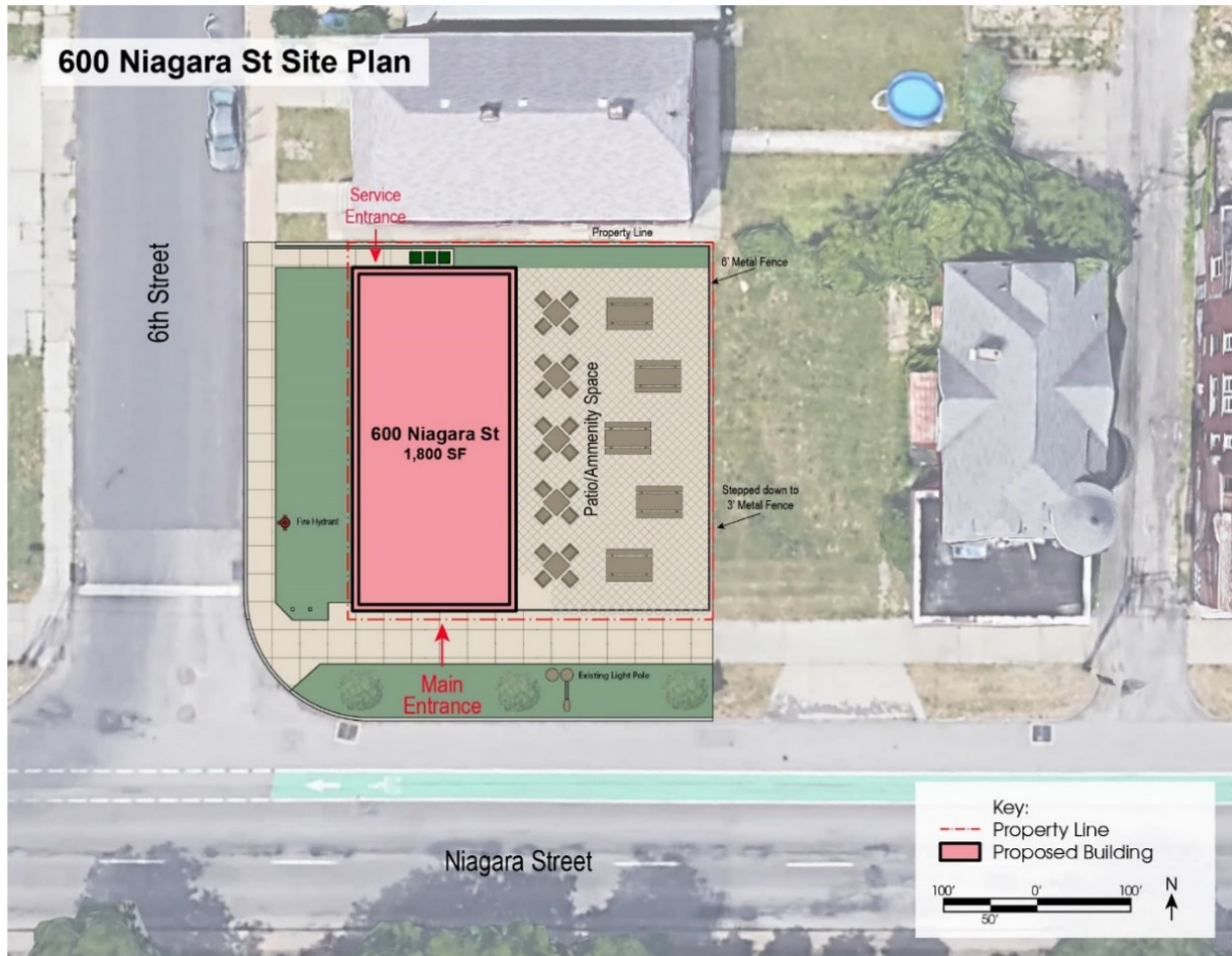
DEVELOPMENT PLAN

TMMD is proposing a commercial redevelopment of an approximately 1,800 SF building, located at 600 Niagara Street, and a vacant parcel, located at 602 Niagara Street, (the “Project”). The Project totals approximately 0.11 acres. The proposed Project encompasses 2 City-owned parcels that are currently vacant. TMMD would take title to the 2 parcels from the City of Niagara Falls, invest the capital required to renovate the 600 Niagara building and 602 lot, and accept the risk associated with the capital improvement.

Prior to construction, TMMD would secure, clean, and stabilize the site until a tenant was secured and construction began. This would include cleaning, security, and maintenance. Additionally, during this pre-construction phase, we would market the property to food service users in order to find the best tenant for the site. Marketing efforts would be consistent with those seen on our nearby 616 Niagara and 500 3rd Street projects, and include significant outreach and high-visibility signage.

In addition to marketing the site to food service users, we would also consider other retail-centric tenants that would bring the same level of vibrancy to the site. We believe that the overall success of our marketing efforts is contingent upon site control. Having site control will put us in a much stronger position to market the site to high-quality tenants.

CONCEPTUAL SITE PLAN



PROJECT RENDERING



TARGET MARKETS

TMMD is proposing a redevelopment plan which would build upon momentum generated by the 616 Niagara project, draw visitors from the central tourism district, and provide additional amenities for the surrounding residential neighborhood, tenants of 616 Niagara and the TReC business incubator. The parcels are located very close to a key crossroads in Niagara Falls, the intersection of Niagara Street and John Daly Blvd, and their activation would enhance this gateway to the City and complement the City of Niagara Falls' comprehensive plan for the Niagara Street corridor.

The Project is located strategically between Niagara Falls' tourist core and the residential neighborhoods to the North, which not only presents opportunity to expand the economic footprint of Downtown Niagara Falls, but would also present the opportunity to draw both tourists from the downtown core as well as residents from the surrounding neighborhoods.

We believe that the highest and best use for the site would be a neighborhood-centric food-service destination with an adjacent outdoor patio, facing Niagara Street.

Retail Target Market

TMMD will dedicate all of the building space to create an exciting, neighborhood-centric destination food service location. The primary market for the food service tenant would be one that has the brand loyalty to be attractive to tourists in the downtown core, residents from the adjacent neighborhoods, as well as visitors from population centers around Erie and Niagara Counties. We feel that this is critical to year-round success in the current Niagara Falls market.

ACQUISITION AND FINANCING

Redevelopment of the parcels carries considerable risk. The buildings require significant investment to stabilize and renovate, and the retail market along Niagara Street is currently unproven due to the seasonality of the tourism industry and the lack of pedestrian traffic east of 3rd Street. TMMD will likely have to offer significantly below-market rent to the potential tenant of the space in order to secure a suitable operator.

In order to alleviate the risk and ensure a successful project, TMMD proposes paying \$1 for the acquisition of the parcels, which will minimize the short-term capital required. TMMD will be contributing significant up-front capital to get the Project constructed. We will also be contributing personnel and overhead costs to advance this Project that, as mentioned above, carries a considerable amount of risk. Further, TMMD will provide guarantees on all loans – construction, permanent, and bridge – needed to complete the Project.

CONCLUSION

TMMD believes that the current highest and best use for these parcels is an exciting destination food service location as described above. This destination would complement momentum generated by the 616 Niagara project and would add a key component along Niagara Street in improving vibrancy and walkability on Niagara between the corners of 7th Street and 3rd Street. Our team is passionate about development in Niagara Falls, and as our 616 Niagara Project demonstrates, our team has the capability and the vision to deliver a high-quality project.