



## **REQUEST FOR PROPOSALS**

**FOR PURCHASE AND REDEVELOPMENT OF HISTORIC  
HARRISON PLACE CAMPUS OF APPROXIMATELY 312K SF**

**BUILDINGS 1, 1A, 2 AND 4**

**160 WASHBURN, 180 WASHBURN, 190 WALNUT AND 210 WALNUT  
STREETS, LOCKPORT, NY**



**160 Washburn Street (approx. 16K SF)**

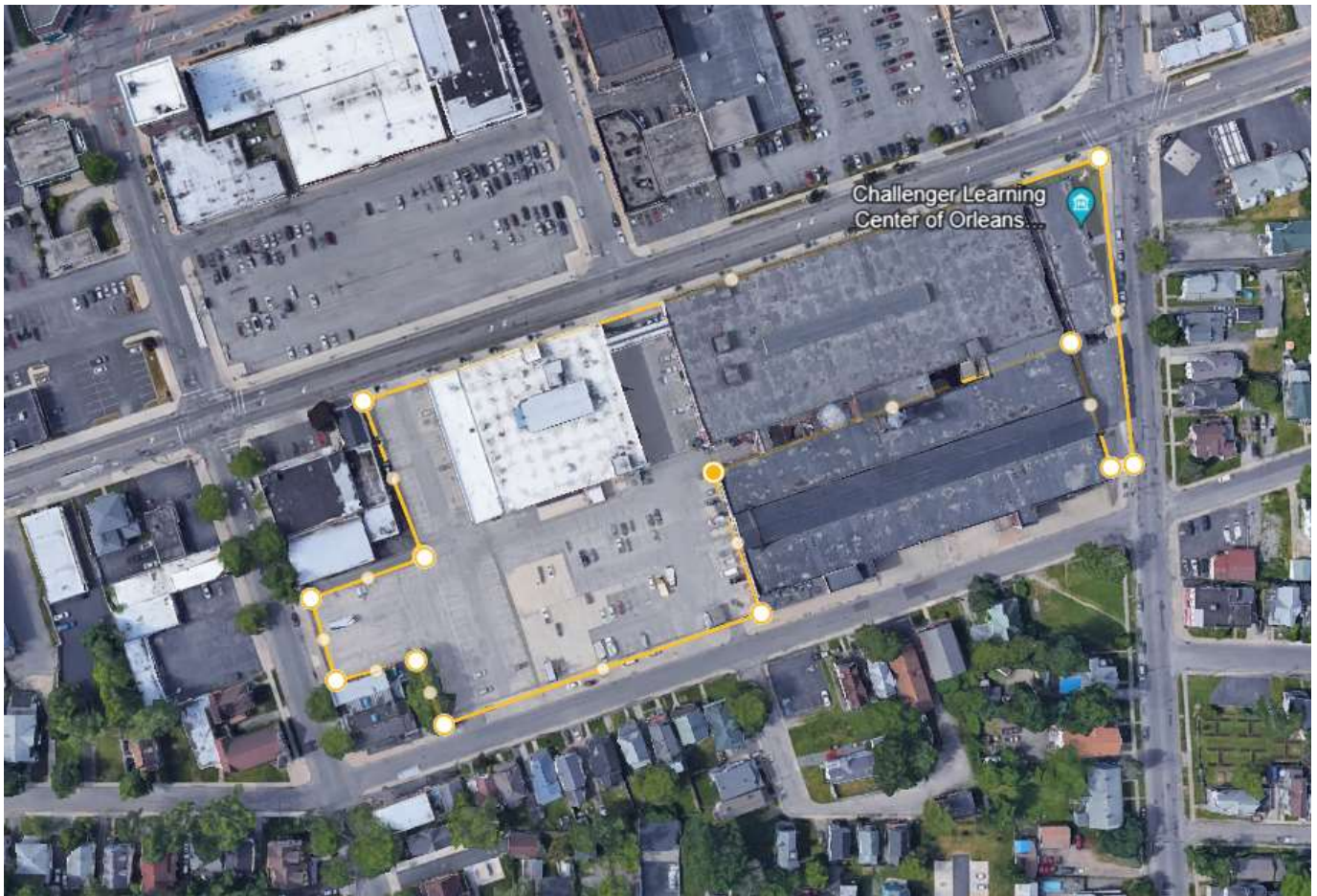


**190 Walnut Street (approx. 96K SF)  
and 210 Walnut Street (approx. 196K SF)**



**180 Washburn Street (approx. 4,000 SF)**

## Request for Continued Business Development and Purchase Proposals Harrison Place Campus – Lockport, NY



### Notes:

- 1) Base photograph provided above was obtained from Google Earth, dated 2024.
- 2) The yellow highlighted area is only a representation of the assessed property and **DOES NOT** depict the actual property boundaries of the assessed property. Approximately 312,000 SF.

## **EXECUTIVE SUMMARY**

### **Background:**

The Greater Lockport Development (GLDC), a nonprofit local development corporation charged with furthering economic development in the City of Lockport, is issuing this request for proposals for the continued business development, restoration and purchase of the Historic Harrison Place Campus, which includes the four remaining available buildings of the campus, which make up approximately 312,000 SF. Proposals for both the entire campus or for individual or groups of buildings will also be considered.

The GLDC operates city-wide and is intended to encourage the development and retention of business and industry, increase job opportunities, and act in the public's best interest. Harrison Place, or 210 Walnut LLC, a subsidiary of the GLDC, operates out of the former Harrison Radiator headquarters and manufacturing complex, and has been managed by Mancuso Business Development Group, which created the world's first business incubator in Batavia, NY in 1959. Since its opening in 2006, Harrison Place has grown to include nearly 55 companies employing more than 400 workers. The campus is also part of the Western New York Incubator Network, WIN.

The Harrison Place Business Center in downtown Lockport is made up of five Buildings totaling 475,000 square feet of industrial, office, residential and commercial space. The center offers space through incubator programs which assist startups focused primarily on manufacturing, technology and artisan enterprises. The campus is listed on the New York State Preservation and Historical Registry.

The property consists of 4 interconnected and stand-alone manufacturing/office buildings, in a block area bounded by Walnut, Washburn, South, and Locust Streets in the City of Lockport, Niagara County, New York. The facility sits on approximately 6.1 acres of land. The buildings are currently mostly heated by natural gas furnaces. The properties have access to City of Lockport Sewer.

Building 1, a two-story brick building, is located at the southwest corner of Walnut and Washburn Streets and is separated from Building 2 by an Alley. It contained offices, meeting rooms, cafeteria, and other support areas. 4,800 SF available.

Building 1A is a small separate section on the western end of Building 3. It is a two-story brick and concrete block building, which contained offices and security. 2,000 SF available.

Buildings 2 & 3 are interconnected three-story former manufacturing spaces. Building 2 is a brick and concrete three-story building located along Walnut St from Washburn to the former Elm Street. Building 3 was sold in 2023 and is no longer part of the total parcel. 28,000 SF still available in Building 2.

Building 4 is a three-story cement block and brick structure once used for Research and Development, testing, and office space. It is located along Walnut between Elm and Locust. The

ground floor is manufacturing space. The second and third floors are office and storage space. The building is anchored by the campus' largest tenant, TREK.

***\*NOTE - Trek has an Option to Purchase Building 4 during their lease term. Specific terms of the Option will be disclosed upon request and execution of a Non-Disclosure Agreement.***

There are various commercial, retail, and residential properties adjacent to the complex. Residential properties are mostly located south, east, and west of the complex with some of these converted to storefronts or small businesses especially along Locust Street. The building footprints take up most of the property complex. Sidewalks are located along the property borders of Walnut, Washburn, and South Street. The city recently completed a new streetscaping project along the southern border of the campus, which added additional parking and new landscaping, while also converting South Street to a one-way street.

### **GLDC's Vision:**

The GLDC has formed a consistent vision for economic and community development around capitalizing on existing and under-performing assets in downtown Lockport. Since 2007, the GLDC has worked diligently to capitalize on Harrison Place's existence by offering the space available there to startups and growing businesses within the community. Over the last several years, Harrison Place has made huge strides forward and is now home to 50 businesses and 400 employees including anchor tenant Trek, Inc., located in Building 4.

Harrison Place is the only place in eastern Niagara County with this type of affordable flex space for entrepreneurs just beginning or expanding their businesses. The main goals of Harrison Place are to attract businesses, create jobs, and remove blight. Additional capital investment, and the build-out of additional space, will allow Harrison Place to continue to realize its full potential. Harrison Place is located in the heart of downtown Lockport. As the campus continues to attract businesses that create jobs and establishes itself as a serious employment center, it will only help further the revitalization of downtown Lockport. The additional people that Harrison Place brings to downtown patronize the local businesses, creating a year-round climate for restaurants and retail shops to thrive in, which creates the kind of vibrant environment people are choosing to live and work in.

### **Building 3 Sale & Investment:**

In December 2023, the campus took a major step forward when Building 3 - 187,000 SF of the campus was sold and is now being developed into a mixed-use property with a plan for 82 Artisan loft residential apartments, and commercial space. This project is being spearheaded by Kearney Realty & Development Group, who has had similar success in other areas of New York State. This project will mean a more than \$30 million investment, which will not only completely revitalize the building, but add new residential units to a downtown lacking in housing options. Kearney's plans are complimentary both in keeping with the desired overall vision for the campus' development and the GLDC's economic strategy for downtown Lockport.

### **Environmental Assessment:**

Phase I and Phase II Environmental reviews of the Harrison Place Campus have been performed by the DEC, BE3, Ramboll, and Panamerican Environmental, Inc. A copy of these reports have been made public and may be available upon request by contacting GLDC President Heather Peck at (716) 439-6688.

### **Proposal Requirements:**

Proposals should demonstrate an understanding of current trends in downtown Lockport and be complementary of current economic developments made to the Harrison Place Campus to continue with the ongoing economic growth, job creation and other impactful projects that have built positive momentum and has downtown Lockport trending in the right direction. Continued restoration, at a minimum, should be consistent with New York State and Federal historic rehabilitation standards and further enhance the pedestrian character of downtown Lockport and expand economic growth. Developers interested in additional information, or a tour of the property should schedule an appointment with GLDC President Heather Peck at (716) 439-6688.

**\*Bids under \$3,525,000 for all four buildings will not be considered however, as previously noted, proposals for individual or groups of buildings will also be considered.**

### **All proposals must include the following information:**

- **Executive Summary:**
  1. Summarize your organization's or team's ability to undertake the services being solicited for in this RFP.
  2. State how you propose to continue the restoration and development of the property in an economically-sustainable manner, while still maintaining standards for quality.
- **Development Team Qualifications:**
  1. A summary of the Development Team, with a description of key team members or staff and their responsibilities.
  2. List of previous projects worked on by the team.
- **Vision/Concept Plan: Provide a preliminary drawing and/or concept plan.**
  1. The Vision/Concept Plan must fully describe the proposed restoration/rehabilitation plan of the buildings and other proposed improvements to the property.
  2. Include an overview of the target market that the project is intended to capture.
  3. A preliminary concept plan for uses in the proposed development, specifying square footages of each development component, as well as other appropriate descriptive measures.
  4. Description of any plans for connecting intended use of the property to the intended use for Building 3 (Kearney Mixed-Use Project) and the rest of downtown and how proposed use is consistent with the GLDC's vision.
  5. If feasible, include graphic depictions of the proposed development. Examples include: overall conceptual site plans, frontage/façade improvements, floor plans, building elevation drawings, renderings, photos, sketches, and/or illustrations, etc.

which would illustrate design elements. Reviewers should have some understanding of what the developer intends for the use.

6. Include any projected job numbers both during and after construction.

- **Cost Estimates/Budget:**

1. Respondent must provide a proposed budget with itemized cost estimates, anticipated sources and uses, amounts, terms and conditions of financing and the respondent's equity to be included in the proposal.
2. It should also include the respondent's official offer/bid for the purchase of the property.

- **Proof of Financial Capacity/Demonstrated Source of Funds:**

1. Respondents must demonstrate sufficient financial resources and professional ability to develop their proposed project.
2. Evidence of ability to finance the project including letters of interest and/or intent from equity sources and lenders.
3. Evidence of the respondent's own financial commitment.
4. Any additional documentation or information evidencing the financial strength of the respondent and his/her ability to complete the project in a timely manner. This may include descriptions of other projects similar in size and scope completed by the developer.

### **Submission Requirements:**

Two bound originals and one electronic copy (jump/flash drive only in Adobe Acrobat (.pdf) format) of the proposal should be submitted to Greater Lockport Development Corporation **by or before 4:00 pm on Friday, March 8<sup>th</sup>, 2024.** And must include all items specified in this RFP.

Proposals shall be addressed to:

**Heather Peck, President/CEO**  
**Greater Lockport Development Corporation**  
**One Locks Plaza**  
**Lockport, NY 14094**  
**Phone: 716-439-6688**  
**Email: [hpeck@lockportdevelopment.org](mailto:hpeck@lockportdevelopment.org)**

In accordance with New York State procurement law, no member of the board or staff of the GLDC, or any elected official, or any associated person, other than the officially-designated representative listed above for this procurement shall be contacted pertaining to this RFP during the procurement process. Respondents failing to comply with this requirement risk disqualification by GLDC.

### **Proposal Review Process:**

Proposals will be reviewed by GLDC staff and the GLDC Board of Directors. Selected proposals will be contacted and brought in for an interview with the selection committee.

**\*ANY SALE IS SUBJECT TO ALL EXISTING LEASE AGREEMENTS**

**Reservations of Rights:**

*The GLDC reserves the right to reject all or any part of any or all proposals, to waive technical or legal deficiencies and to accept any proposal that it deems to be in the best interest of the property. Any award resulting from this RFP will not necessarily be awarded to the potential respondent with the highest offer. The acceptance of an offer on the property shall be awarded to the potential respondent whose proposal best meets the needs of the property, with guidance from the GLDC, in the judgment of the board of directors of the GLDC. The GLDC reserves the right to negotiate the terms and conditions of the contract with the successful respondent to obtain the most advantageous situation for the property. The GLDC reserves the right to request additional information from all respondents.*



## **APPENDIX:**

### **HARRISON PLACE:**

#### **A Property History:**

The Harrison Radiator Company was founded in 1910 in Lockport, New York by Herbert C. Harrison. The company began as a single building on Canal Street and expanded to a larger facility with several buildings on Washburn Street. Harrison invented the “Harrison Hexagon” honeycomb radiator which decreased the number of leaks that a radiator might have. In 1911, the first hand-built radiator was bought by the Remington Standard Motor Company of New York. In 1916, Harrison sold his company to William C. Durant, founder of General Motors.

The Harrison Radiator Corporation remained an independent supplier of radiators to the thriving American automobile industry until it was purchased by the United Motor’s Corporation in 1917. Shortly after, in 1918, this company was taken over by General Motors Corporation, while the Harrison Radiator Corporation continued its operations. The company continued to grow and prosper during this period, and substantially enlarged its factory building at Walnut Street.

Continuing to profit and expand, in 1930, a two-story building used for Experimentation and Manufacturing was added to the west of the existing plant, further enlarging the Harrison Radiator facility. While built utilizing similar reinforced concrete and brick construction, harmonizing with the older portions of the factory complex, this new building was decorated with a prominent stone entry surround done in a vaguely Art Deco design, proudly proclaiming the building as home to the “Harrison Radiator Division of General Motors Corporation.” During this era, the company continued to manufacture radiators, and became General Motor’s primary manufacturer of air conditioning systems as well.

Eventually in 1952, the Harrison Radiator company established a large facility outside of downtown Lockport, on Upper Mountain Road in West Lockport, while the downtown facility continued in operation. In 1995, General Motors established the Delphi Corporation for its various component manufacturing companies, which included Harrison Radiator which was then renamed as Delphi Harrison Thermal Systems. In 1999, Delphi became an independent company, and the Harrison company was no longer under General Motors ownership. Harrison transferred all of its operations from the downtown plant to the West Lockport facility.

This left the former Harrison Radiator Complex completely vacated and deteriorating over the next two decades, leaving an approximately 480,000 square foot facility blighted in the heart of downtown Lockport. Eventually in 2002, Harrison donated the complex to the City of Lockport. The Greater Lockport Development Corporation then purchased the property from the City of Lockport for \$800,000, paying off the back taxes owed, and has worked to revitalize, rebrand and redevelop the campus ever since.

## A History of Harrison



**Harrison Radiator Building #3 under construction April 1929. View is looking SW, intersection Walnut & Elm St., Lockport NY. 2nd photo as it looks today.**



**Circa 1950**



Circa 1959

**HARRISON**  
ORIGINAL HEXAGON  
CELLULAR RADIATOR

**With the Shutter Front  
A Remarkable Success**

THIS simple and effective means of controlling the amount of air flowing through the radiator is meeting with continual approval.

Remember that behind this Shutter Front is the Harrison Cellular Radiator. You can identify it by the horizontal arrangement of the cells.

This particular construction gives more cooling capacity and greater durability with less weight.

*The Harrison is made with or without the Shutter Front*

**HARRISON RADIATOR CORPORATION**  
Lockport, N. Y.



**Harrison Radiator Plant 1934**



**Harrison Radiator Plant 1934**



**Harrison Radiator Plant 1950**



**Harrison Place Campus 2015**