



City of Buffalo Urban Renewal Agency (BURA)

667 Main Street/ 664 Washington Street

REQUEST FOR PROPOSAL

Release Date: Tuesday, June 30th, 2026

Onsite Walkthrough 11AM Tuesday, July 7th, 2026

Questions by: 1PM Monday, July 13th, 2026

Submission Date: 3PM Tuesday, JULY 28th, 2026

Bids must be received by BURA via email to
burarfp@buffalony.gov no later than July 28th, 2026 at 3pm est.
BURA will confirm date and time of receipt via email

**BURA RESERVES THE RIGHT TO
REJECT ANY AND ALL BIDS AND TO
WAIVE ANY INFORMALITY THEREIN
CITY OF BUFFALO URBAN RENEWAL
AGENCY (BURA) FOR PROPOSAL**



1. INTRODUCTION

The Buffalo Urban Renewal Agency (BURA), in partnership with the City of Buffalo, is soliciting proposals from qualified real estate developers, investors, development teams, and/or brokerage entities for the acquisition and redevelopment of the property located at 667 Main Street / 664 Washington Street, Buffalo, New York. BURA is the current owner of the property.

BURA seeks redevelopment proposals that will reactivate the property, contribute to downtown economic vitality, and align with the strategic development goals of the City of Buffalo and BURA. Respondents are encouraged to submit innovative and financially feasible redevelopment concepts that complement the surrounding Theatre District and downtown corridor.

Proposed redevelopment plans must also align with the City of Buffalo's Downtown Revitalization Initiative (DRI) goals and planning efforts related to the Theatre District and Main Street corridor, including efforts focused on downtown activation, mixed-use development, pedestrian connectivity, economic growth, and enhancement of the cultural and entertainment district.

Currently operating at 667 Main Street is the Buffalo Hostel, one of the last remaining hostel-style lodging facilities within the region. The Buffalo Hostel provides affordable short-term accommodation for travelers, students, visitors, and individuals seeking low-cost lodging options within downtown Buffalo.

Hostels differ from traditional hotels in that they typically offer shared accommodation, communal gathering spaces, and lower nightly rates intended to provide accessible and affordable housing options for a broad range of individuals. The Buffalo Hostel has historically served visitors seeking an affordable downtown lodging experience while contributing to the cultural and economic activity of the Theatre District and surrounding downtown corridor.

The continued presence of the Buffalo Hostel aligns with several broader City of Buffalo goals, including:

- Providing affordable and accessible housing and lodging options
- Supporting tourism and downtown visitation
- Encouraging walkable, mixed-use urban activity
- Supporting economic activity within the Theatre District
- Promoting diverse housing and accommodation opportunities within the downtown core

Respondents are encouraged to consider the existing use and broader community impact of the Buffalo Hostel when developing redevelopment proposals for the property.

Property Information

- **Total Building Square Footage:** Approximately **18,960 square feet**
 - **667 Main Street** (Main Street/front hostel portion): approximately **12,000 square feet**
 - **664 Washington Street** (rear warehouse/industrial portion): approximately **6,960 sq. ft.**
- **SBL Number:** **111.38-4-3**
- **Zoning:** Both 667 Main Street and 664 Washington Street are located within the City of Buffalo **N-1C Mixed-Use Core Zone District**.

The N-1C district is intended to support high-intensity mixed-use development, downtown activation, pedestrian-oriented design, residential and commercial uses, entertainment uses, hospitality uses, and transit-supportive growth. Respondents are encouraged to review the Buffalo Green Code for permitted and allowable uses within the N-1C zoning district.

Additional information regarding permitted uses and zoning regulations can be found through the City of Buffalo Green Code:

[Buffalo Green Code – Neighborhood Zone Descriptions](#)

Drawings, photographs, and additional property information will be attached as:

- **Exhibit A – Property Drawings**
- **Exhibit B – Property Images and Existing Conditions Documentation**

2. PROPERTY OVERVIEW

Property Information

- **Address:** 667 Main Street / 664 Washington Street, Buffalo, New York
- **Property Type:** Multi-building commercial structure
- **Configuration:** Two separate buildings connected and separated by a party/fire wall
- **Location Context:** Adjacent to Shea's Performing Arts Center within the Buffalo Theatre District
- **Zoning Context:** Located within the City of Buffalo N-1C Mixed-Use Core Zone District, supportive of residential, commercial, hospitality, entertainment, and mixed-use redevelopment opportunities
- **Ownership:** The property is currently owned by the Buffalo Urban Renewal Agency (BURA)
- **Photographs:** Property photographs and existing condition images are provided in **Exhibit B**
- **SBL Number:** 111.38-4-3
- **Building Square Footage**
 - **667 Main Street** (Main Street/front hostel portion): approximately **12,000 square feet**
 - **664 Washington Street** (rear warehouse/industrial portion): approximately **6,960 square feet**

Total Combined Building Area: 18,960 square feet

3. PRIOR INVESTMENT & EXISTING CONDITIONS

The City of Buffalo previously issued a Request for Proposals (RFP) for structural stabilization and remediation of the property located at 667 Main Street / 664 Washington Street. Since acquisition by the Buffalo Urban Renewal Agency (BURA), significant stabilization efforts have been completed in order to preserve the structure and prepare the property for future redevelopment opportunities.

Completed improvements include:

- Structural stabilization of the building
- Water intrusion mitigation efforts
- Structural stabilization to the roof along Washington Street side
- Structural stabilization of the mid-roof section connecting the Main Street and Washington Street portions of the structure
- Installation of new structural ceiling systems along the Washington Street portion of the building
- Installation of new structural members, including beams, columns, and related structural supports

As a result of the completed work, the structure is currently considered stabilized and structurally sound based upon the completed stabilization scope.

A. Supporting Materials Available

Available supporting materials may include, but are not limited to:

- Architectural drawings and plans prepared by DiDonato Associates
- Recent property appraisal completed at the end of 2025
- Existing condition documentation
- Structural stabilization documentation
- Additional due diligence materials, as available

These materials may be made available to qualified respondents during the RFP process.

4. DEVELOPMENT OPPORTUNITY

This property presents a significant redevelopment opportunity within one of Buffalo's most active cultural and entertainment corridors. Located within the Buffalo Theatre District and adjacent to Shea's Performing Arts Center, the site offers strong potential for adaptive reuse and long-term investment within downtown Buffalo.

Potential redevelopment opportunities may include:

- Mixed-use development
- Residential conversion
- Hospitality uses
- Commercial redevelopment
- Entertainment or cultural-supporting uses

The property may also present opportunities for historic tax credit eligibility due to its contextual relationship to surrounding historic structures and the Theatre District. Respondents are encouraged to perform their own due diligence regarding potential federal, state, and local historic preservation incentives and tax credit opportunities.

BURA seeks redevelopment proposals that:

- Reactivate the property
- Strongly consider maintaining the existing unique hospitality tenant and hostel-style lodging use currently operating within the building
- Enhance downtown activity and economic growth
- Complement the surrounding Theatre District
- Promote long-term occupancy and investment
- Align with City of Buffalo and BURA redevelopment objectives
- Support downtown activation, pedestrian activity, and mixed-use urban development goals

Respondents are encouraged to submit innovative, financially feasible, and context-sensitive redevelopment concepts that contribute positively to the continued revitalization of downtown Buffalo and the Theatre District corridor.

5. SCOPE OF PROPOSAL

Respondents shall provide a comprehensive redevelopment proposal outlining the intended acquisition, redevelopment strategy, financing approach, and operational plan for the property. Proposals should demonstrate the respondent's ability to successfully acquire, redevelop, finance, and operate the property in a manner consistent with the goals and objectives of the Buffalo Urban Renewal Agency (BURA) and the City of Buffalo.

Proposals should clearly identify and address the following:

- Intended use(s) of the property
- Overall development and redevelopment concept
- Proposed occupancy and tenant strategy
- Financing structure and sources of funding
- Estimated development budget and investment approach
- Project implementation timeline
- Timeline from acquisition/purchase through project completion and occupancy
- Anticipated community impact and public benefit
- Economic development impact, including job creation and downtown activation
- Approach to maintaining and/or integrating the existing hostel or hospitality use, if applicable
- Experience of the development team and key project partners
- Long-term operational and property management strategy

Respondents are encouraged to provide conceptual renderings, site plans, precedent imagery, market studies, or other supplemental materials that help illustrate the proposed redevelopment vision for the property.

6. SUBMISSION REQUIREMENTS

Respondents shall provide the following information as part of their proposal submission:

A. Firm / Development Team Information

- Legal name of development entity
- Organizational structure of the development entity
- Primary business address
- Primary contact person and contact information, including:
 - Phone number
 - Email address
 - Mailing address
- Development team composition, including identification of all key project partners and consultants, as applicable:
 - Developers
 - Brokers
 - Architects
 - Engineers
 - Consultants
 - Legal representatives
 - Property management entities
 - Financial partners and/or investors
 - Construction management firms or general contractors
- Summary of qualifications and relevant experience of the development team
- Description of prior comparable redevelopment projects completed by the respondent and/or development team
- Identification of the entity that will take ownership of the property, if different from the submitting respondent

Respondents are encouraged to highlight prior experience involving:

- Adaptive reuse projects
- Historic rehabilitation projects
- Downtown or mixed-use redevelopment
- Hospitality or residential redevelopment
- Public-private partnerships
- Theatre District or urban corridor redevelopment projects
- Projects utilizing historic tax credits or other economic development incentives

B. Experience & Qualifications

- Relevant development experience
- Experience with adaptive reuse projects
- Experience with mixed-use redevelopment
- Experience utilizing historic tax credits (if applicable)
- Experience working with municipalities or public agencies

C. Redevelopment Proposal

- Proposed use(s) for the property
- Preliminary redevelopment concept
- Conceptual site/building activation strategy
- Preliminary renderings or conceptual plans (if available)

D. Financial Capacity & Offer

- Demonstration of financial capability
- Funding sources and financing strategy
- Proposed acquisition price or pricing range
- Evidence of ability to complete the project
- Strongly consider maintaining unique hospitality

E. Project Schedule

Estimated timeline for:

- Acquisition
- Design and approvals
- Financing closing
- Construction commencement
- Project completion
- Occupancy/stabilization

F. MWBE Participation Plan

Respondents shall provide:

- A strategy for meeting City of Buffalo MWBE participation goals
- Identification of potential Minority- and Women-Owned Business Enterprise partners, if available
- Description of outreach and inclusion efforts

G. Alignment with BURA Goals

Describe how the proposal advances:

- Community development objectives
- Economic revitalization
- Downtown activation
- Neighborhood and corridor impact
- Long-term sustainability

7. EVALUATION CRITERIA

Proposals may be evaluated based upon, but not limited to, the following criteria:

- Developer qualifications and experience
- Financial capability and proposed acquisition offer
- Strength and feasibility of redevelopment concept
- Alignment with BURA and City redevelopment goals
- Project readiness and timeline
- MWBE participation strategy
- Community and economic impact

8. MWBE REQUIREMENTS

The City of Buffalo and BURA are committed to promoting equitable participation opportunities in contracting and development activities.

Respondents must demonstrate a good faith effort toward achieving established Minority- and Women-Owned Business Enterprise (MWBE) participation goals and compliance with all applicable City requirements. MWBE participation will be included as part of the evaluation criteria reviewed by BURA staff. Additional compliance documentation may be required prior to contract execution.

9. RESERVATION OF RIGHTS

BURA reserves the right to:

- Reject any or all proposals
- Request additional information or clarification from respondents
- Waive informalities or irregularities in submissions
- Modify or cancel this RFP at any time
- Negotiate with one or more respondents
- Invite select respondents for interviews or presentations
- Issue a subsequent RFP or alternative solicitation process

Issuance of this RFP does not obligate BURA or the City of Buffalo to award a contract, enter into negotiations, or convey the property.

10. SUBMISSION DETAILS

Please submit your proposal document organized in the same order as outlined within this RFP. The submission should be clearly structured and easy to navigate, with labeled sections and/or tabs corresponding to each requested item and submission requirement.

This organization is necessary to ensure an efficient review process and to allow reviewers to easily locate all requested materials and supporting documentation.

Submission Deadline

July 28, 2026 at 3:00 PM (EST)

Submission Method

- Electronic submission via email
- Physical copy submissions may also be delivered in person

Submission Location

Buffalo City Hall

Room 901

Submission Email Address burarfp@buffalony.gov

Submission Contact

Brandon Baxter

Buffalo Urban Renewal Agency (BURA)

Special Project Manager

Email: BBaxter@buffalony.gov

Phone: (716) 851-4212

All questions, requests for clarification, and proposal submissions shall be directed to the submission contact identified above.

11. ADDITIONAL INFORMATION

The Buffalo Urban Renewal Agency (BURA) reserves the right to undertake additional review and due diligence activities as part of the RFP and proposal evaluation process.

BURA may, at its sole discretion, elect to:

- Schedule site visits of the property
- Conduct informational meetings or workshops related to the redevelopment opportunity
- Conduct respondent interviews and/or presentations
- Request additional information or clarification from respondents
- Engage in follow-up discussions regarding submitted proposals

Site Visits

BURA may allow scheduled site visits for interested respondents. Site visits may be coordinated through the designated submission contact and may occur at dates and times determined by BURA.

Informational Meetings / Workshops

BURA may conduct informational meetings or workshops to provide additional background regarding the property, redevelopment objectives, existing conditions, submission requirements, and project expectations. Attendance at such meetings may be optional unless otherwise stated by BURA.

Respondent Interviews

BURA reserves the right to conduct interviews, presentations, and/or follow-up meetings with selected respondents as part of the evaluation process. Respondents may be requested to further explain development concepts, financing approaches, project timelines, operational plans, and redevelopment experience. BURA reserves the right to accept, reject, negotiate, or request modifications to any proposal received in response to this RF

RFP SUBMISSION REQUIREMENTS

Respondents shall comply with the following submission requirements as part of this Request for Proposals (RFP):

- Must carry all required insurance coverage or demonstrate the ability to quickly acquire such coverage, if applicable to the proposed redevelopment project
- Must comply with all applicable City of Buffalo MWBE requirements and participation goals
- Must submit a complete response package addressing all items, requirements, and submission materials identified within this RFP
- Proposals shall be organized in the same order as outlined within the RFP documentation

Questions & Requests for Clarification

Any questions regarding this proposal shall be submitted in writing by email only to the Buffalo Urban Renewal Agency (BURA) at the following email addresses:

- BBaxter@buffalony.gov
- Burarfp@buffalony.gov

All questions must be received on or before:

1:00 PM (E.S.T.) Tuesday, July 13, 2026

Responses to questions and clarifications may be distributed by BURA at its discretion.

Bids must be received by BURA via email no later than July 28, 2026 at 3pm est. at the below email address. BURA will confirm date and time of receipt via email to the Contractor.

burarfp@buffalony.gov
City of Buffalo Urban Renewal Agency
Room 901 City Hall
Buffalo, NY 14202