

**Minutes of the Meeting
of the
Real Estate Committee
of
Buffalo Urban Development Corporation**

**95 Perry Street
Buffalo, New York
December 12, 2023
12:00 p.m.**

Committee Members Present:

Scott Bylewski
Janique S. Curry
Elizabeth A. Holden
Thomas A. Kucharski
Brendan R. Mehaffy
Kimberley A. Minkel, Chair
Dennis M. Penman

Committee Members Absent:

[None.]

Officers Present:

Rebecca Gandour, Executive Vice President
Mollie Profic, Treasurer
Kevin J. Zanner, Secretary
Atiqa Abidi, Assistant Treasurer

Guests Present: Alexis M. Florczak, Hurwitz Fine P.C.; Thomas Mancuso, Mancuso Business Development Group; Antonio Parker, BUDC Project Manager; Angelo Rhodes II, Northland Project Manager; and Aaron Schauger, LaBella Associates.

Roll Call: The meeting was called to order at 12:07 p.m. A quorum of the Committee was determined to be present. Mr. Penman joined the meeting during the presentation of agenda item 2(a). Ms. Curry and Mr. Mehaffy joined the meeting during the presentation of agenda item 2(c).

1.0 Approval of Minutes – Meeting of November 20, 2023 – The minutes of the November 20, 2023 Real Estate Committee meeting were presented. Mr. Bylewski made a motion to approve the meeting minutes. The motion was seconded by Mr. Kucharski and unanimously carried (4-0-0).

2.0 Northland Beltline Corridor

(a) Northland Corridor – Tenant & Property Management Updates – Mr. Mancuso presented the tenant and property management updates for the Northland Corridor. Lease negotiations with the Northland Workforce Training Center continue, with one to two items to be resolved prior to execution of the lease. Retech is in the planning stage of its on-site tank installation. Discussions continue regarding parking lot security at Northland due to the recent vehicle break-ins. Mr. Mancuso is obtaining pricing to purchase and install parking gates to

close off parking lots during off-hours. Additional rent charges are decreasing for tenants in 2024. A prospective tenant is viewing the 612 Northland space.

- (b) **Northland Corridor – Tenant & Property Management RFP Update** – Mr. Rhodes reported that six proposals were received in response to the request for proposals issued for tenant and property management services at Northland. The selection committee held interviews with four firms on December 11th and is preparing a formal recommendation, which will be presented at the January meeting of the Real Estate Committee.
- (c) **Northland Central – Phase 3 Update by LaBella Associates** – Ms. Gandour introduced Aaron Schauger of LaBella Associates for a presentation on Phase 3 of Northland redevelopment. Mr. Schauger provided an overview of the project, which includes work at 541 E. Delavan, the “B” building at 612 Northland Avenue, additional campus parking, and the clean energy microgrid project, which includes substation upgrades and community solar. Mr. Schauger then presented site renderings for each element of the project, which incorporate some modifications from prior renderings to reduce costs and stay within the project budget. The Committee provided feedback regarding the updated site renderings and discussed the community solar component of the project. Mr. Schauger concluded his presentation with an overview of the project timeline, which projects that bid documents will be released in March 2024 and construction will commence in early summer 2024.
- (d) **Northland Central – 631 Northland Update** – Mr. Rhodes reported that BUDC staff will meet with Wendel on December 13th to discuss the 631 Northland/Phase 4 project. BUDC staff continues to work with counsel regarding the proposed contract with Wendel. BUDC has asked Wendel to provide an updated project timeline and to review its proposed fee to better align with the project budget.
- (e) **Northland Corridor – Northland Workforce Training Center Proposed Lease Update** – Ms. Gandour presented an update regarding lease negotiations with the Northland Workforce Training Center (NWTC). NWTC has requested that it be granted the right to sublease the space to Erie Community College. Specific terms of the sublease arrangement have been requested and will be considered at such time as NWTC requests consent to sublease the space.
- (f) **Northland Corridor – Phase I Construction Additional HVAC Work Claim Update** – Mr. Zanner reported that there was no update at this time. The next conference with the court is scheduled for January 31, 2024.

3.0 Buffalo Lakeside Commerce Park

- (a) **193 Ship Canal Parkway Update** – Ms. Gandour reported that Robert Savarino, on behalf of RAS Development Co., has signed the exclusivity agreement and paid the first monthly exclusivity fee due under the agreement.
- (b) **80, 134, 158 and 200 Ship Canal Parkway** – Ms. Gandour reported that there are no new updates regarding these parcels.
- (c) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that the POA Board of Directors met last month. Two POA Board members were appointed: Scott Bylewski, on behalf of BUDC, and Ben Siegel, as the owner’s representative for Zephyr. Discussions continue regarding how to assess the solar facility at 255 Ship Canal Parkway. Uniland is working with Zephyr on a possible alternate assessment methodology for the solar facility. It is anticipated that the annual meeting of the POA Board will take place in January 2024.

(d) **Zephyr Compliance** – Ms. Gandour reported that there is no further update on this item at this time.

4.0 **Executive Session** – None.

5.0 **Adjournment** – There being no further business to come before the Committee, the December 12, 2023 meeting of the Real Estate Committee was adjourned at 12:45 p.m.

Respectfully submitted,



Kevin J. Zanner, Secretary