

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

**95 Perry Street  
Buffalo, New York  
October 22, 2024  
12:00 p.m.**

**Call to Order:**

Committee Members Present:

Scott Bylewski  
Elizabeth Holden  
Thomas Kucharski  
Brendan Mehaffy  
Kimberly Minkel (Committee Chair)

Committee Members Absent:

Janique S. Curry  
Dennis M. Penman

Officers Present:

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

Others Present: Dennis Cannon, Comvest; Keith Carretto, Comvest; Alexis M. Florczak, Hurwitz Fine P.C.; Brian Krygier, Director of IT, ECIDA; Yolando Mullen, BUDC Project Manager; Angelo Rhodes II, Northland Project Manager; Aaron Schauger, LaBella Associates; and Paul Tronolone, Empire State Development.

Roll Call – The meeting was called to order at 12:06 p.m. A quorum was not present at this time. Items 2 and 3 were presented for informational purposes. Mr. Mehaffy and Mr. Bylewski joined the meeting during the presentation of item 2(e), at which time a quorum of the Committee was present.

**1.0 Real Estate Committee Minutes of September 19, 2024 Meeting** – The minutes of the September 19, 2024 joint meeting of the Audit & Finance and Real Estate Committees were presented. Mr. Kucharski made a motion to approve the meeting minutes. The motion was seconded by Mr. Mehaffy and unanimously carried (5-0-0).

**2.0 Northland Beltline Corridor**

**(a) Northland Corridor – Phase 3 Redevelopment Update** – Mr. Rhodes presented an update regarding the Phase 3 Northland redevelopment project. Phase 3 bid documents have been released. A walkthrough took place on October 8<sup>th</sup>. Responses are due November 1<sup>st</sup> but may be extended an additional two weeks, as prospective bidders have submitted several questions regarding the project.

- (b) **Northland Corridor – Phase 4 Redevelopment Update** – Mr. Rhodes presented an update regarding the Phase 4 project. Wendel continues to work on the SHPO process for the 631 Northland building.
- (c) **Northland Corridor– 741 Northland and 777 Northland Building Condition Update** – Mr. Rhodes reported that there are no additional updates regarding this matter at this time.
- (d) **Northland Corridor– Brownfield Opportunity Area (BOA) Plan** – Mr. Rhodes reported that Colliers Engineering & Design held its first meeting with the Northland stakeholder group.
- (e) **Northland Corridor – Tenant & Property Management Updates** – Mr. Cannon reported that the Northland Workforce Training Center continues construction of its auto-tech space, which is anticipated to be completed in the next one to two weeks. Comvest is working to repair a water drainage issue reported by Manna near its delivery doors. This repair work should be completed in 2-3 weeks. Mr. Carretto then circulated updated financial information providing information on revenue and expenses for each of the Northland properties.

Ms. Gandour reported that BUDC counsel has been negotiating the terms of a lease with The Rookery, which had previously executed a letter of intent with BUDC. Ms. Gandour noted that the prospective tenant is objecting to including a corporate guaranty, which it had previously agreed to under the terms of the letter of intent. Mr. Kucharski noted that it is not uncommon to ask for a corporate guaranty under circumstances where the tenant is a start-up company. Ms. Merriweather then reported that CBRE is negotiating a lease renewal with Manna. Mr. Cannon added that a dispensary toured the 612 Northland “A” building and the housing developer interested in the Fillmore parcels was seeking funding for the project.

- (f) **Northland Corridor – Phase I Construction Additional HVAC Work Claim Update** Mr. Zanner reported that a mediation session is scheduled for Thursday, October 24<sup>th</sup>. The parties had submitted position statements to the mediator, a retired Supreme Court justice.

### 3.0 **Buffalo Lakeside Commerce Park**

- (a) **193, 80, 134, 158 and 200 Ship Canal Parkway Update** – There was no update on this item.
- (b) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that Uniland has not yet paid an outstanding assessment invoice. The next step would be to call a POA Board meeting in November to discuss the POA’s legal rights and remedies for nonpayment. Additional invoices were issued to POA members for a portion of the POA Assessments for 2024.

### 4.0 **Executive Session** – None.

### 5.0 **Adjournment** – There being no further business to come before the Real Estate Committee, upon motion made by Mr. Kucharski, seconded by Mr. Mehaffy and unanimously carried, the October 22, 2024 meeting of the Real Estate Committee was adjourned at 12:31 p.m.

Respectfully submitted,



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Kevin J. Zanner, Secretary