

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

**95 Perry Street
Buffalo, New York
June 20, 2024
12:00 p.m.**

Committee Members Present:

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

Committee Members Absent:

Scott Bylewski
Thomas A. Kucharski (attended via Zoom)

Officers Present:

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

Guests Present: Dennis Cannon, Comvest; Elizabeth Colvin, Wendel Companies; Matthew DiFrancesco, CBRE Upstate NY; Alexis M. Florczak, Hurwitz Fine P.C.; Antonio Parker, BUDC Project Manager; Rob Savarino, RAS Development Company; and Benjamin Siegel, Wendel Companies.

Roll Call: The meeting was called to order at 12:10 p.m. A quorum of the Committee was present. Mr. Mehaffy joined the meeting during the presentation of agenda item 2. Agenda items 4(c) and 5(d) were reported on following the presentation of agenda item 1. Agenda item 3 was presented at the end of the meeting following agenda item 5(c).

1.0 Approval of Minutes – Meeting of May 21, 2024 – The minutes of the May 21, 2024 Real Estate Committee meeting were presented. Mr. Penman made a motion to approve the meeting minutes. The motion was seconded by Ms. Curry and unanimously carried (4-0-0).

2.0 Presentation of Northland Corridor Phase 4 Schematic Design – Ms. Gandour introduced Elizabeth Colvin and Benjamin Siegel of Wendel Companies, who presented an update regarding the schematic design for the 631 Northland Avenue redevelopment project. Ms. Colvin reported that several design options are under consideration for the redevelopment of 631 Northland Avenue due to approvals required by SHPO and NPS. Ms. Colvin also reported that limited Phase 2 environmental testing was completed at the project site, and that additional testing would be performed. Mr. Siegel then provided an overview of the preliminary schematic site plans, design plans, and floor plans for the building. Wendel is estimating a total construction cost of twenty million dollars. Value engineering will be performed to identify cost savings opportunities for the project. Ms. Colvin also presented an overview of next steps, which will include meetings with

SHPO and NPS to finalize the cost estimates for schematic design, and the performance of additional soil testing in relation to the site's eligibility for the Brownfield Cleanup Program.

3.0 Discussion of Northland Corridor Properties Grant & Other Obligations – Ms. Gandour presented a PowerPoint report to the Committee regarding grant program and other obligations in the Northland Corridor. She began with an overview of BUDC-owned properties in the Northland Corridor. A recap of redevelopment phasing completed to date and of the current Phase 3 and Phase 4 projects were then presented. Ms. Gandour then reviewed the EDA grant requirements for Phase 3 which include mortgages being placed on each project property for the useful life of the project. The EDA has determined the useful life of the project to be twenty years. Ms. Gandour also presented an overview of the substation project at 644 Northland Avenue and discussed how the renewable energy project at Northland has evolved due to the significant construction cost increases.

4.0 Northland Beltline Corridor

(a) **Northland Corridor – Tenant & Property Management Updates** – Ms. Curry made a motion to enter into executive session to discuss the finances of a corporation and potential lease of real property. The motion was seconded by Holden and unanimously carried (5-0-0). At the conclusion of executive session, Mr. Mehaffy made a motion to exit executive session. The motion was seconded by Mr. Penman and unanimously carried (5-0-0). No votes were taken during executive session.

(b) **Northland Central – Phase 3 Redevelopment Update** – Ms. Gandour presented an update regarding the Phase 3 Northland redevelopment project. EDA is currently reviewing the bid documents for the Phase 3 project. BUDC staff is working with legal counsel and LaBella Associates to provide EDA with required information relating to the EDA mortgages that will be recorded on the project properties. Ms. Gandour reported that four proposals were received in response to the Northland BOA RFP. The selection committee will meet on June 24th to review the proposals and determine which firms will be selected for interviews.

(c) **Northland Corridor – Phase I Construction Additional HVAC Work Claim Update** – Mr. Zanner reported that the parties have identified a mediator and are working towards the scheduling of mediation sessions.

5.0 Buffalo Lakeside Commerce Park

(a) **193 Ship Canal Parkway Update** – Ms. Gandour introduced Rob Savarino to present an update regarding his proposed project for the 193 Ship Canal Parkway property. RAS Development Company is under an exclusivity agreement with BUDC for the property. Mr. Savarino indicated he has identified a potential build-to-suit tenant for a 168,000 square foot frozen distribution facility and a non-disclosure agreement with the tenant has been signed. USDA financing is being considered for the project. RAS Development has also retained an environmental consultant for the project. In response to a question from Mr. Penman, Mr. Savarino indicated that there is sufficient electric capacity at the site for the project.

(b) **80, 134, 158 and 200 Ship Canal Parkway** – Ms. Gandour reported that there are no new updates regarding these parcels. BUDC staff is exploring the possibility of retaining a broker to market the properties.

(c) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that there are no new updates regarding property owners association matters.

(d) **Zephyr Compliance** – Ms. Merriweather reported that Zephyr continues with construction and interior work of Phase 1 of its project. Zephyr anticipates that its tenant will move into the space in early February 2025. Preliminary discussions regarding compliance monitoring for future construction phases have commenced.

6.0 Executive Session – Yes, see item 4(a).

7.0 Adjournment – There being no further business to come before the Committee, upon motion made by Mr. Mehaffy, seconded by Ms. Holden and unanimously carried, the June 20, 2024 meeting of the Real Estate Committee was adjourned at 1:26 p.m.

Respectfully submitted,



Kevin J. Zanner
Secretary