

Buffalo Urban Development Corporation

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Buffalo Urban Development Corporation
Hon. Christopher P. Scanlon, Chairman

**Buffalo Urban Development Corporation
Meeting of Real Estate Committee
Tuesday, August 12, 2025 at 12:00 p.m.
95 Perry Street, 4th Floor**

Agenda

- 1) Minutes of July 8, 2025 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Corridor – Purchase of 631 Northland Avenue Window Mock-Up (*Action*) (*Enclosure*)
- 3) Northland Corridor – Phase 3 Special Inspections (*Action*) (*Enclosure*)
- 4) Northland Beltline Corridor - (*All Are Information Items*)
 - a) Northland Corridor – Phase 3 Construction Update
 - b) Northland Corridor – Phase 4 Redevelopment Update
 - c) Northland Corridor – 741 and 777 Northland Avenue Demolition Design Services RFP
 - d) Northland Corridor – Tenant & Property Management Updates
 - e) Northland Corridor – Brownfield Opportunity Area
- 5) Buffalo Lakeside Commerce Park - (*All Are Information Items*)
 - a) 193 Ship Canal Update and 80, 134, 158 and 200 Ship Canal Parkway Broker Update
 - b) Buffalo Lakeside Commerce Park Property Owners Association
- 6) Executive Session
- 7) Adjournment (*Approval*)

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

**95 Perry Street
Buffalo, New York
July 8, 2025
12:00 p.m.**

Call to Order:

Committee Members Present:

Scott Bylewski
Elizabeth Holden
Thomas A. Kucharski
Nadine Marrero
Kimberley A. Minkel (Committee Chair)
Dennis M. Penman

Committee Members Absent:

Janique Curry

Officers Present:

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

Others Present: Joseph Akel, LeChase Construction Services (via Zoom); James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Zaque Evans, Chief Economic Development Officer, Erie County; Alexis M. Florczak, Hurwitz Fine P.C.; Brian Krygier, Director of IT, ECIDA; Angelo Rhodes II, Northland Project Manager; and Shana Stegner, CBRE.

Roll Call – The meeting was called to order at 12:03 p.m. A quorum of the Committee was present. Mr. Bylewski and Mr. Kucharski each joined the meeting during the presentation of agenda item 2.

- 1.0 Minutes of the June 10, 2025 Meeting** – The minutes of the June 10, 2025 Real Estate Committee meeting were presented. Mr. Penman made a motion to approve the meeting minutes. The motion was seconded by Ms. Marrero and, with Ms. Holden abstaining, did not carry (3-0-1). Following the presentation of agenda item 5 and Mr. Bylewski and Mr. Kucharski joining the meeting, the minutes were presented for reconsideration by the Committee. Ms. Marrero made a motion to approve the meeting minutes. The motion was seconded by Mr. Kucharski and (with Ms. Holden abstaining), carried five affirmative votes (5-0-1).

- 2.0 Northland Corridor – Amendment to Proposed Lease to Flat 12 Mushrooms, LLC for 606 (612) Northland Avenue** – Ms. Gandour reported that negotiations remain ongoing between Flat 12 Mushrooms and BUDC. It is anticipated that the lease will include a provision that provides Flat 12 with a right of first refusal or option in the event BUDC determines to sell the property. Flat 12 has also requested a termination option be included in the lease in the event that the "B" Building is not completed on time. In the event that BUDC and Flat 12 complete lease

negotiations, the additional lease terms will be presented to the BUDC Board of Directors at its July meeting.

3.0 Northland Corridor – 741 and 777 Northland Avenue Demolition Design Services –

Mr. Rhodes presented his July 8, 2025 memorandum regarding proposed demolition design services for 741 and 777 Northland Avenue to be performed by LiRo. The item was presented for recommendation as a “single source” procurement in accordance with the BUDC procurement policy. Following Mr. Rhodes presentation, members of the Committee expressed hesitation in advancing the recommendation to the Board of Directors under the “single source” procurement exception due to the cost of the services. In response to a question from Mr. Kucharski, Mr. Zanner commented that while the procurement appears to qualify for the single source exception, the Committee is not mandated to utilize the exception when evaluating a proposed procurement. Mr. Penman made a motion to table the item, subject to obtaining additional quotes for the services. The motion was seconded by Mr. Kucharski and unanimously carried (6-0-0).

4.0 Northland Corridor – Amendment to Short-Term Lease to Professional Culinary Academy, LLC at 683 Northland Avenue –

Ms. Gandour presented her July 8, 2025 memorandum regarding a proposed amendment to the short-term lease with Professional Culinary Academy, LLC at 683 Northland Avenue. Ms. Gandour explained that BUDC staff is proposing to extend PCA’s short-term lease as BUDC continues to seek a permanent food operator/restaurant at 683 Northland Avenue. Ms. Marrero made a motion to recommend that the BUDC Board of Directors: (i) authorize 683 Northland Master Tenant, LLC to enter into a lease amendment with Professional Culinary Academy, LLC upon the terms outlined in the July 8, 2025 memorandum; and (ii) authorize the BUDC President or Executive Vice President to execute the lease amendment on behalf of 683 Northland Master Tenant, LLC and take such other actions as are necessary or appropriate to implement this authorization. The motion was seconded by Ms. Holden and unanimously carried (6-0-0).

5.0 Northland Beltline Corridor

(a) Northland Corridor – Phase 3 Construction Update – Mr. Akel presented an update regarding Phase 3 construction. LeChase mobilized on-site one and one-half weeks ago and has completed initial stripping and grubbing in and around the 541 E. Delavan Avenue building. Demolition of the existing concrete and asphalt has commenced. Site utility work will begin later this month. LeChase is working to obtain permits from the City of Buffalo. LeChase has launched a website “landing page” for Phase 3 construction that the public is able to access via on-site banners that display access information. A project team “meet and greet” will be held next week.

(b) Northland Corridor – Phase 4 Redevelopment Update – Mr. Rhodes reported that Wendel has completed construction documents for the 631 Northland Avenue project. A remedial action work plan will be submitted, which is necessary before construction on 631 Northland Avenue can commence. Ms. Gandour informed the Committee that BUDC previously obtained a waiver of the \$50,000 Brownfield Cleanup Program application fee from NYSDEC. NYSDEC subsequently informed BUDC that BUDC was no longer eligible for the fee waiver. BUDC staff is working with legal counsel regarding the fee waiver issue and is awaiting further feedback from NYSDEC, which is delaying BUDC’s project timeline for 631 Northland.

(c) Northland Corridor – Tenant & Property Management Updates –

Ms. Stegner provided an update regarding tenants and marketing. CBRE recently updated marketing materials for the restaurant space at 683 Northland Avenue. The Rodriguez Construction lease amendment and extension has been fully executed.

Mr. Cannon presented an update regarding property management at Northland. New heating and cooling software has been installed, and he noted that the software also reports on the

performance of these systems. Comvest will be placing a deposit on a Kubota with Admar Supply Company to replace the vehicle stolen over Memorial Day Weekend. Rodriguez is progressing with its improvements to the mezzanine space. Mr. Carretto then presented an update regarding expenses and cash flow for the Northland Campus. He noted that revenue figures have been updated for the 612 Northland space due to ongoing negotiations of the lease with Flat 12 Mushrooms.

- (d) **Northland Corridor– Brownfield Opportunity Area** – Mr. Rhodes reported that the BOA plan is currently with the Common Council. Ms. Marrero added that the Office of Strategic Planning asked Common Council to table the BOA plan until the SEQRA process and its comment period is completed.

4.0 Buffalo Lakeside Commerce Park

- (a) **193, 80, 134, 158 and 200 Ship Canal Parkway Update** – Ms. Stegner reported there are no additional updates regarding these properties.
- (b) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that all owners are current on assessment payments. A second partial assessment will be prepared and submitted to each property owner in the next few weeks. BUDC staff has spoken with County officials regarding bringing disc golf to the park.

5.0 Executive Session – None.

6.0 Adjournment – There being no further business to come before the Committee, on motion made by Mr. Bylewski, seconded by Ms. Marrero and unanimously carried (6-0-0), the July 8, 2025 meeting of the Real Estate Committee was adjourned at 12:39 p.m.

Respectfully submitted,

Kevin J. Zanner

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Item 2

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Angelo Rhodes II, Northland Project Manager
SUBJECT: Northland Corridor – Purchase of 631 Northland Avenue Window Mock-Up
DATE: August 12, 2025

On October 31, 2023, the BUDC Board of Directors approved a contract with Wendel for Architecture & Engineering, Historic Preservation, Project Inspection, and Grant Administration Services related to the redevelopment of 631 Northland Avenue. Wendel was selected following a competitive RFP process and its project team included Barbara A. Campagna [A + P], Ravi Engineering & Land Surveying, P.C. (“Ravi”), Encorus Group, and Trophy Point for a total contract value of \$899,572. The contract amount included preparation and submission of the Part I and Part II applications to the National Park Service (NPS) for historic tax credits (HTCs).

In connection with this submission, the State Historic Preservation Office (SHPO) issued a conditional Part II approval for the widows at 631 Northland, noting the expansive ribbon windows are a prominent character defining feature of the building. As part of the approval, BUDC is required to submit mock-ups for SHPO’s review and approval. SHPO and NPS have recommended that Winco windows be utilized for the mock-up, as these aluminum windows match the original windows at 631 Northland.

Wendel on behalf of BUDC, reached out to a number of vendors in order to identify a supplier of Winco windows and obtain quotes to complete this mock-up. Of the vendors contacted, Window Specialists, Inc. was the only vendor able to supply Winco products. No other vendors were able to respond to Wendel’s solicitation.

To satisfy this condition from SHPO, Wendel is recommending BUDC contract with Window Specialists, Inc. to furnish and install two mockup windows, which will occur onsite at the Window Specialists facility in Lancaster, New York. The cost of the mock-up will not exceed \$15,000 and will be funded through BUDC’s RECAP grant with Empire State Development, which was previously approved by BUDC Board of Directors on October 31, 2023.

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ACTION:

We are requesting that the BUDC Real Estate Committee: (i) approve the purchase of the mock-up from Window Specialties, Inc. at a cost not to exceed \$15,000; and (ii) authorize the President or Executive Vice President to execute the purchase agreement with Window Specialists, Inc. and take such other actions as are necessary and appropriate to implement this authorization.

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Item 3

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Angelo Rhodes II, Northland Project Manager
SUBJECT: Northland Corridor – Phase 3 Special Inspections
DATE: August 12, 2025

On May 1, 2025, The Buffalo Urban Development Corporation (BUDC) received a Notice to Proceed (NTP) letter from the U.S. Economic Development Administration (EDA), authorizing the start of construction for Phase 3 redevelopment of the Northland Corridor.

As a critical step in the construction process and in accordance with the International Building Code (IBC), special inspections are required to ensure critical structural and safety components are constructed in compliance with the approved design documents, building code, and project specifications.

To move forward with construction, and on behalf of BUDC, BUDC's Phase 3 consultant, LaBella Associates solicited three (3) proposals for special inspection services. The following quotes for these services were received:

- Atlantic Testing Laboratories: \$137,700
- Encorus Group: \$46,870
- Whitestone: \$20,000

After reviewing the proposals and scope of work to date, LaBella is recommending that BUDC enter into a contract with Whitestone. In the view of LaBella, Whitestone's proposal is the most suitable for the Phase 3 project and the most cost-effective option. The cost of the contract of \$20,000 will be funded through BUDC's RECAP grant with Empire State Development, which was previously approved by the BUDC Board of Directors at its October 31, 2023 meeting.

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ACTION:

I am requesting that the BUDC Real Estate Committee: (i) authorize BUDC to enter into an agreement with Whitestone for Special Building Inspection services for an amount of \$20,000; and (ii) authorize the President or Executive Vice President to execute the contract with Whitestone and take such other actions as may be necessary or appropriate to implement this authorization.

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