

Buffalo Urban Development Corporation

95 Perry Street
Suite 404
Buffalo, New York 14203
phone: 716-856-6525
fax: 716-856-6754
web: buffalourbandevelopment.com



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

Buffalo Urban Development Corporation Meeting of Real Estate Committee Tuesday, July 8, 2025 at 12:00 p.m. 95 Perry Street, 4th Floor

Agenda

- 1) Minutes of June 10, 2025 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Corridor – Amendment to Proposed Lease to Flat 12 Mushrooms, LLC for 606 (612) Northland Avenue (*Action*) (*Handout*)
- 3) Northland Corridor – 741 and 777 Northland Avenue Demolition Design Services (*Action*) (*Enclosure*)
- 4) Northland Central – Amendment to Short-Term Lease to Professional Culinary Academy, LLC at 683 Northland Avenue (*Action*) (*Enclosure*)
- 5) Northland Beltline Corridor - (*All Are Information Items*)
 - a) Northland Corridor – Phase 3 Construction Update
 - b) Northland Corridor – Phase 4 Redevelopment Update
 - c) Northland Corridor – Tenant & Property Management Updates
 - d) Northland Corridor – Brownfield Opportunity Area
- 6) 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
- 7) Executive Session
- 8) Adjournment (*Approval*)

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

**95 Perry Street
Buffalo, New York
June 10, 2025
12:00 p.m.**

Call to Order:

Committee Members Present:

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

Committee Members Absent:

Janique Curry
Elizabeth Holden

Officers Present:

Rebecca Gandour, Executive Vice President
Mollie M. Profic, Treasurer
Atiqa Abidi, Assistant Treasurer

Others Present: Joseph Akel, LeChase Construction Services; Michael Alexander, The Community Preservation Corporation; James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Alexis M. Florczak, Hurwitz Fine P.C.; Chris Kulik, LeChase Construction Services; Brian Krygier, Director of IT, ECIDA; Angelo Rhodes II, Northland Project Manager; and Paul Tronolone, Empire State Development.

Roll Call – The meeting was called to order at 12:04 p.m. A quorum of the Committee was not present. Agenda items 2 and 3 were presented first for informational purposes only. Mr. Bylewski, Ms. Marrero, and Mr. Kucharski each joined the meeting during the presentation of agenda item 2 at which time a quorum was present.

- 1.0 Minutes of the May 13, 2025 Meeting** – The minutes of the May 13, 2025 Real Estate Committee meeting were presented. Mr. Kucharski made a motion to approve the meeting minutes. The motion was seconded by Mr. Penman and unanimously carried (5-0-0).

- 2.0 Presentation on Northland Phase 3 Construction** – Ms. Gandour introduced Mr. Kulik and Mr. Akel from LeChase Construction Services for a presentation regarding the Phase 3 Construction project. Mr. Akel began the presentation with an overview of LeChase and its project team. Project renderings were shared for the 612 Northland Avenue “B” Building and 541 E. Delavan Avenue. The LeChase team has prepared a site logistics plan to manage the four project properties and identify points of ingress and egress to the project sites. Mr. Akel also reported that informational signage will be set up on the project sites. The signage will include QR codes that will allow the public to access updates regarding the project. An overview of the construction timeline was presented to the Committee. Ms. Gandour added that this presentation was also shared with the Northland stakeholder group at its meeting last week.

3.0 Northland Beltline Corridor

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

Mr. Cannon presented an update regarding property management at Northland. Retech has commenced upgrades to its water chiller, which remains in progress. Rodriguez Construction has started construction work relating to improvements to the Area 6 mezzanine space. Mr. Cannon informed the Committee that a contractor for weed services will be hired for the 2025 season. ProClean was selected for lawn and landscaping services for the remainder of the 2025 season as the prior landscaping company for the Northland Corridor elected to terminate its agreement. Over Memorial Day Weekend, the campus Kubota vehicle was stolen from a secure garage. Police reports and insurance claims have been filed, and Comvest is obtaining quotes to purchase a new Kubota. This past Saturday, a scheduled eight (8) hour power shutoff occurred on campus in connection with National Grid work. Ms. Gandour added that Rodriguez Construction is reviewing the amendment and extension to its lease that was approved by the BUDC Board of Directors at its May 2025 meeting.

(b) Northland Corridor – Phase 4 Redevelopment Update – Mr. Rhodes noted that there is no update for the Phase 4 redevelopment project at this time.

(c) Northland Corridor– Brownfield Opportunity Area – Mr. Rhodes reported that Colliers has incorporated BUDC and City of Buffalo feedback into the draft nomination plan document. A meeting is scheduled for this Friday to discuss the resolution to be submitted to Buffalo Common Council regarding the draft nomination plan.

4.0 Buffalo Lakeside Commerce Park

(a) 193, 80, 134, 158 and 200 Ship Canal Parkway Update – Ms. Gandour reported there are no additional updates regarding these properties.

(b) Buffalo Lakeside Commerce Park Property Owners Association – Ms. Gandour reported that BUDC is working with the City of Buffalo to add additional garbage receptacles in the Park in response to complaints received regarding garbage accumulation. BUDC staff is reviewing a request proposing the addition of disc golf to the Park.

5.0 Executive Session – Mr. Bylewski made a motion for the Committee to enter into executive session to discuss matters relating to the proposed sale of real property. The motion was seconded by Ms. Marrero and unanimously carried (5-0-0). At the conclusion of the executive session, Mr. Penman made a motion for the Committee to exit executive session. The motion was seconded by Ms. Marrero and unanimously carried (5-0-0). No votes were recorded during the executive session.

6.0 Adjournment – There being no further business to come before the Committee, on motion made by Mr. Bylewski, seconded by Mr. Kucharski and unanimously carried (5-0-0), the June 10, 2025 meeting of the Real Estate Committee was adjourned at 12:29 p.m.

Respectfully submitted,

Alexis M. Florczak
Secretary of the Meeting

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Item 3

MEMORANDUM

TO: BUDC Real Estate Committee

FROM: Angelo Rhodes II, Northland Project Manager

SUBJECT: Northland Corridor – 741 and 777 Northland Avenue Demolition Design Services Contract

DATE: July 8, 2025

On May 2, 2024, Buffalo Urban Development Corporation (BUDC) contracted with LiRo Engineers Inc. (“LiRo”) to provide consulting services and prepare updated building and structural condition assessments for 741 and 777 Northland Avenue at a cost not to exceed \$9,000.00. This updated evaluation was based on initial surveys for the 741 and 777 Northland Avenue buildings conducted by LiRo in 2016.

In July 2024, LiRo issued its draft update to the building condition report for 741 and 777 Northland Avenue. The draft report noted that the condition of both buildings had deteriorated as a result of the December 2022 blizzard. On February 10, 2025, BUDC submitted a letter to the State Historic Preservation Office (“SHPO”) detailing the ongoing deterioration of both buildings and recommending the demolition of both structures. In its March 12, 2025 response, SHPO recommended mitigation measures for the 741 and 777 Northland Avenue buildings.

To advance these mitigation efforts, LiRo submitted a proposal to BUDC for an expanded scope of services to support the development of a comprehensive mitigation plan for the two buildings, which was approved by the BUDC Real Estate Committee at its April 8, 2025 meeting. As part of this expanded scope of services, LiRo provided an evaluation of measures, graphics and renderings, and costs associated with the mitigation plan submitted to SHPO.

LiRo also submitted a proposal to BUDC for demolition design services. As part of these services, LiRo’s scope of services under this proposal include the following:

- Completing pre-design services to support design;
- Conducting a limited site inspection;

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- Conducting concept and design development, and the development of preliminary cost estimates and schedules for construction work;
- Preparing construction documents for bid and obtaining the necessary permits and regulatory approvals on behalf of BUDC; and
- Assisting BUDC during the request for proposals process in connection with the construction work to be completed

The cost of LiRo's services will not exceed \$89,271.00 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.

This item is being presented for recommendation as a "single source" procurement according to BUDC's procurement policy. The single source exception to seeking competitive proposals applies to "a situation where, even though two or more vendors are available to supply the required goods or services, BUDC determines that: (i) one particular vendor has unique knowledge or expertise concerning the required goods, services or project, rendering the use of the competitive procedures impractical; and (ii) considering the benefits, the cost to BUDC is reasonable." LiRo possesses unique knowledge and expertise regarding 741 and 777 Northland Avenue due to its involvement in preparing the initial building conditions surveys for the 741 and 777 Northland Avenue buildings in 2016, the preparation of the updated building conditions report in July 2024, and LiRo's development of a mitigation plan for these buildings. LiRo's familiarity with the 741 and 777 Northland buildings will benefit BUDC by completing the proposed scope of work without significant onboarding or start-up costs.

ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the BUDC Board of Directors: (i) authorize BUDC to enter into a contract with LiRo for demolition design services support for 777 and 741 Northland Avenue for an amount not to exceed \$89,271.00 and (ii) authorize the President or Executive Vice President to execute an agreement with LiRo and take such other actions as may be necessary or appropriate to implement this authorization.

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Item 4

MEMORANDUM

TO: BUDC Real Estate Committee

FROM: Rebecca Gandour, Executive Vice President

SUBJECT: Northland Central – Amendment to Short-Term Lease to Professional Culinary Academy, LLC at 683 Northland Avenue

DATE: July 8, 2025

The Buffalo Urban Development Corporation (BUDC) previously issued a Request for Proposals (RFP) to identify a food operator/restaurant to occupy the space at 683 Northland Avenue, formerly leased by Manna Culinary Group. Following interviews, the selection committee determined that neither proposal fully met the goals and expectations for the space. As a result, BUDC has elected not to move forward with either respondent and will continue its search for a food operator/restaurant.

In the meantime, BUDC is proposing to extend the short-term lease with Professional Culinary Academy, LLC (PCA) for an additional term of five months. The proposed lease extension and amendment would allow PCA to occupy the former Manna space from August 1, 2025 through December 31, 2025, under the same terms and conditions as the existing lease, the principal terms of which are as follows:

- A. Landlord: 683 Northland Master Tenant, LLC (an affiliate of BUDC).
- B. Tenant: Professional Culinary Academy, LLC.
- C. Leased Premises: A 3,715+/- square foot portion of the building located at 683 Northland Avenue.
- D. Use: Tenant will use the space to teach New York State Education Department (“NYSED”) licensed culinary arts to its students.
- E. Term: Five (5) months, commencing August 1, 2025 and ending December 31, 2025.

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- F. Rent: Base rent of \$2,550.00 per month.
- G. Additional Rent: The lease will be structured as a triple net (NNN) lease. Tenant will pay its pro-rata and/or metered share of all costs associated with the 683 Northland property, including all real estate taxes and assessments, general liability and property insurance, maintenance, pest control, utilities, carrying costs and other obligations and liabilities of ownership during the Lease term.
- H. Leasehold Improvements: The Premises are being leased in "as is" condition.
- I. Request for Proposals: The Tenant understands that the Landlord may issue another RFP for the space during the Tenant's Term.
- J. Broker Fee: Landlord's broker shall receive a commission from Landlord per the terms of a separate agreement.

ACTION:

We are requesting that the BUDC Real Estate Committee recommend the 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 this memorandum; and (ii) authorize the President or Executive Vice President of BUDC to execute the lease amendment on behalf of 683 Northland Master Tenant, LLC and take such other actions as are necessary and appropriate to implement this authorization.

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