

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, June 10, 2025 at 12:00 p.m. 95 Perry Street, 4th Floor

Agenda

- 1) Minutes of May 13, 2025 Meeting (*Approval*) (*Enclosure*)
- 2) Presentation on Northland Phase 3 Construction (*Information*)
- 3) Northland Beltline Corridor - (*All Are Information Items*)
 - a) Northland Corridor – Tenant & Property Management Updates
 - b) Northland Corridor – Phase 4 Redevelopment Update
 - c) Northland Corridor – Brownfield Opportunity Area
- 4) 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
- 5) Executive Session
- 6) Adjournment (*Approval*)

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

**95 Perry Street
Buffalo, New York
May 13, 2025
12:00 p.m.**

Call to Order:

Committee Members Present:

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

Committee Members Absent:

Scott Bylewski

Officers Present:

Brandye Merriweather, President
Mollie M. Profic, Treasurer
Atiqa Abidi, Assistant Treasurer

Others Present: Dennis Cannon, Comvest; Keith Carretto, Comvest; Matthew DiFrancesco, CBRE; Alexis M. Florczak, Hurwitz Fine P.C.; 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 present. Ms. Holden joined the meeting during the presentation of agenda item 2. Ms. Curry joined the meeting during the presentation of agenda item 4(a).

- 1.0** **Minutes of April 8, 2025 Meeting** – The minutes of the April 8, 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 unanimously carried (4-0-0).

- 2.0** **Northland Corridor – Proposed Lease Amendment to Rodriguez Construction Group, Inc. for 683 Northland Avenue** – Mr. Rhodes presented his May 13, 2025 memorandum regarding the proposed lease amendment to the Rodriguez Construction Group, Inc. lease of 683 Northland Avenue. Mr. Rhodes noted that the proposed amendment would extend the lease term of the tenant's existing office space in Area 7 of 683 and add additional office space on the mezzanine level of Area 6. Following this presentation, the Committee discussed the termination option and termination fees in the proposed lease terms. Mr. Penman made a motion to recommend that the BUDC Board of Directors: (i) authorize 683 Northland Master Tenant, LLC to enter into an amendment to the existing lease agreement with Rodriguez Construction Group, Inc. upon the terms outlined in the Committee 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. The motion was seconded by Ms. Holden and unanimously carried (5-0-0).

3.0 Northland Beltline Corridor

- (a) **Northland Corridor – Tenant & Property Management Updates** – Mr. DiFrancesco presented an update regarding CBRE marketing efforts. BUDC is awaiting comments to the lease agreement for the “A” building of 612 Northland Avenue from Flat 12’s counsel. Two responses were received to the request for proposals for the restaurant space at 683 Northland Avenue. Buffalo Fashion Week successfully held their fashion show at 612 Northland Avenue. Lighthouse has made its first payment under its exclusivity agreement for the nine contiguous parcels located at Fillmore, Northland, and Winchester Avenues.

Mr. Cannon then presented an update regarding property management at Northland. Upgrades to the Siemens building management system have been approved. Comvest is awaiting quotes for the completion of lavatory work at 683 Northland Avenue. Mr. Carretto then distributed and reviewed a handout to the Committee regarding updated budgeting and cash flow figures for the Northland Corridor. Ms. Profic noted that changes to the budgeting and cash flow figures are anticipated due to the exit of the Historic Tax Credits structure this summer.

- (b) **Northland Corridor – Phase 3 Redevelopment Update** – Mr. Rhodes reported that EDA has approved the Phase 3 bid documents. A Northland stakeholder meeting will take place June 2nd to discuss Phase 3 construction, and a groundbreaking event will be scheduled shortly.
- (c) **Northland Corridor – Phase 4 Redevelopment Update** – Mr. Rhodes noted that there is no update for Phase 4 redevelopment at this time.
- (d) **Northland Corridor– Brownfield Opportunity Area** – Mr. Rhodes reported that Colliers has provided an updated draft nomination plan document to BUDC and the Mayor’s Office of Strategic Planning that incorporates feedback from the City of Buffalo. The updated nomination plan document is under review by BUDC and the City of Buffalo. It is anticipated that the draft nomination plan will be submitted to Buffalo Common Council at the end of May. Ms. Marrero added that following Common Council’s approval of the nomination plan, the plan will be submitted to the NYS Department of State for approval and certification.

4.0 Buffalo Lakeside Commerce Park

- (a) **193, 80, 134, 158 and 200 Ship Canal Parkway Update** – Mr. DiFrancesco reported that new inquiries have been received for these parcels, including a manufacturer that is also interested in the CertainTeed site. It is anticipated that this prospect, should they move forward with the purchase of the CertainTeed property, may purchase the available 9.5 acre parcel at 193 Ship Canal Parkway as an expansion site for its business.
- (b) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Profic reported that assessment bills for Q1 of 2025 were issued to property owners at the end of March. Zephyr and BUDC have paid these partial assessments, and the POA is awaiting payment from Uniland.

5.0 Executive Session – None.

6.0 Adjournment – There being no further business to come before the Committee, the May 13, 2025 meeting of the Real Estate Committee was adjourned at 12:25 p.m.

Respectfully submitted,

Alexis M. Florczak
Secretary of the Meeting