

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, December 9, 2025 at 12:00 p.m.
95 Perry Street, 4th Floor

Agenda

- 1) Minutes of October 14, 2025 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Corridor – Land Sale Agreement with 716 Lighthouse Properties, Inc. for 1669-1681 Fillmore Avenue, 572-574 Northland Avenue and 162-168 Winchester Avenue (*Recommendation*) (*Enclosure*)
- 3) Northland Corridor – LaBella Associates Second Contract Amendment (*Recommendation*) (*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 – Tenant & Property Management Updates
 - d) Northland Corridor – 741 Northland and 777 Northland Demolition Services Update
- 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) 2025 Authorities Budget Office Property Report (*Information*)
- 7) Adjournment

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

**95 Perry Street
Buffalo, New York
October 14, 2025
12:00 p.m.**

Call to Order:

Committee Members Present:

Elizabeth Holden
Thomas Kucharski
Nadine Marrero
Kimberly Minkel (Committee Chair)

Committee Members Absent:

Scott Bylewski
Janique S. Curry
Dennis M. Penman (via Zoom)

Officers Present:

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

Others Present: Joseph Akel, LeChase Construction Service; Michael Alexander, The Community Preservation Corporation; James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Matt DiFrancesco, CBRE; Alexis M. Florczak, Hurwitz Fine P.C.; Soma Hawramee, ECIDA Compliance Manager; Brian Krygier, Director of IT, ECIDA; Chris Kulik, LeChase Construction Service; Stephanie Pennington, LeChase Construction Service; Angelo Rhodes II, Northland Project Manager; Mike Rogalski, LaBella Associates (via Zoom); Ben Siegel, Wendel; and Paul Tronolone, Empire State Development.

Roll Call – The meeting was called to order at 12:01 p.m. Ms. Florczak served as Secretary of the meeting and certified that a quorum of the Real Estate Committee was present.

- 1.0 Real Estate Committee Minutes of September 9, 2025 Meeting** – The minutes of the September 9, 2025 Joint Meeting of the Real Estate and Audit & Finance Committees were presented to the Real Estate Committee. Mr. Kucharski 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 – LaBella Associates Contract Amendment** – Mr. Rhodes presented his October 14, 2025 memorandum regarding the LaBella Associates contract amendment. Following this presentation, Ms. Holden made a motion to recommend that the BUDC Board of Directors: (i) amend the existing agreement with LaBella Associates for Northland Corridor Redevelopment Phase 3 to provide the services outlined in Mr. Rhodes' October 14, 2025

memorandum, at a cost not to exceed \$40,550; and (ii) authorize the President or Executive Vice President to execute the amendment to the existing agreement with LaBella Associates, and take such other actions as may be necessary or appropriate to implement this authorization. The motion was seconded by Ms. Marrero and unanimously carried (4-0-0).

3.0 Northland Beltline Corridor

(a) **Northland Corridor – Phase 3 Redevelopment Update** – Mr. Akel presented an update from LeChase regarding Phase 3 construction, and shared with the Committee a series of photos showing progress on the project. Ms. Pennington then presented an update regarding the MWBE utilization efforts of LeChase. She provided an overview of LeChase's pre-construction process, noting it is designed to reduce barriers small businesses may face, whether they be MWBE or SDVOB firms. She then presented an overview of LeChase's construction phase of its MWBE participation process. Onsite workforce participation for Phase 3 currently has 19% minority labor and 9% female labor. Overall, LeChase is projecting a 33% (29.5% WBE and 3.5% MBW) MWBE utilization for the project. Mr. Akel then presented a schedule update for each component of the Phase 3 redevelopment project. Mr. Rogalski presented an overview regarding the timing of the substation equipment, noting it will take approximately eight months to complete once the equipment is on-site.

(b) **Northland Corridor – Phase 4 Redevelopment Update** – Mr. Rhodes reported that bid documents have been released for Phase 4 general construction and are available for review on BUDC's website and the New York Contract Reporter. A pre-bid walkthrough took place with prospective bidders this morning, and bids are due November 6th.

(c) **Northland Corridor– Brownfield Opportunity Area (BOA) Plan** – Ms. Gandour reported that the BOA Plan is still being reviewed by the New York State Department of State.

(d) **Northland Corridor – Tenant & Property Management Updates** – Mr. DiFrancesco presented an update regarding tenants and CBRE marketing efforts. CBRE recently received a proposal for the restaurant space at 683 Northland, which is currently under review. CBRE continues to work on a lease renewal for the East Shed at 683 Northland Avenue, which is leased by the Northland Workforce Training Center for the Alfred State electrical program.

Mr. Cannon presented an update regarding property management at Northland. Comvest is preparing a request for proposals for landscaping services, which is anticipated to be released this upcoming spring.

4.0 Buffalo Lakeside Commerce Park

(a) **193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update** – Ms. Gandour reported that LaBella submitted its revised alternatives analysis and remedial work plan and variance for 193 Ship Canal Parkway to the DEC on October 8th.

(b) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that a meeting of the POA Board of Directors will be held this afternoon.

5.0 Executive Session – None.

6.0 **Adjournment** – There being no further business to come before the Committee, upon motion made by Mr. Kucharski, seconded by Ms. Marrero and unanimously carried (4-0-0), the October 14, 2025 meeting of the Real Estate Committee was adjourned at 12:27 p.m.

Respectfully submitted,

Alexis M. Florczak
Secretary of the Meeting

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Item 2

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Rebecca Gandour, Executive Vice President
SUBJECT: Northland Corridor – Land Sale Agreement with 716 Lighthouse Properties, Inc. for 1669-1681 Fillmore Avenue, 572-574 Northland Avenue and 162-168 Winchester Avenue
DATE: December 9, 2025

On February 25, 2025, the BUDC Board of Directors approved an exclusivity agreement with Lighthouse Center Inc. for the properties located at 1669-1681 Fillmore Avenue, 572-574 Northland Avenue and 162-168 Winchester Avenue. These nine contiguous parcels located in the Northland Corridor are owned by NorDel II, LLC and represent a combined 1.7+/- acres (the “Parcels”). The exclusivity agreement was signed in April 2025 for a period of six months and was extended in October 2025 for an additional period of three months.

Lighthouse Center Inc. is owned and operated by Tiffany Malone and Rachelle Sat’chell Robinson. The partners currently operate a licensed childcare center at 1166 Jefferson Avenue and plan to develop a mixed-use project on the Parcels that includes a childcare center. Access to quality childcare has previously been raised by the Northland stakeholder advisory group and the Northland Workforce Training Center. A childcare center in the Northland Corridor would serve not only the Northland Workforce Training Center and businesses on campus, but also the surrounding neighborhood.

During the exclusivity period, Lighthouse Center Inc. has started architectural design with LaBella Associates and met with banks to discuss preliminary interest in the project. An affiliated corporation, 716 Lighthouse Properties, Inc., was also established for the purposes of this project and is a party to the exclusivity agreement.

In accordance with BUDC’s Property Disposition Guidelines, BUDC obtained an appraisal from KLR

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Appraisal Group, Inc., which valued the Parcels at \$169,700. 716 Lighthouse Properties, Inc. has agreed to purchase the Parcels at the appraised price of \$169,700.

BUDC is proposing to enter into a Land Sale Agreement (LSA) with 716 Lighthouse Properties, Inc. or an affiliated entity regarding the Parcels. The material terms of this agreement are as follows:

- Deposit of \$8,485.00 payable upon execution of the LSA.
- Due diligence period of 180 days commencing on the Effective Date of the LSA.
- Closing to take place on or about 225 days from the Effective Date of the LSA.
- 716 Lighthouse Properties, Inc. will indemnify and hold NorDel II, LLC and BUDC harmless from all liabilities arising out of any due diligence activities conducted on the Parcels.
- Prior to closing, 716 Lighthouse Properties, Inc. will be required to provide site plans and construction plans for the Improvements, a project timeline with milestones for the completion of construction, and will need to demonstrate that it has received all required approvals to construct the project from the City of Buffalo, including the Planning Board.
- Prior to closing, 716 Lighthouse Properties, Inc. will submit evidence of equity capital/financing for the project and satisfaction of any financing contingencies.
- 716 Lighthouse Properties, Inc. will make best efforts to commence construction within one year of closing and have two years to complete construction.
- 716 Lighthouse Properties, Inc. has agreed either directly or through the tenant to give preference to persons residing in the City of Buffalo when filling employment vacancies or hiring new employees.

ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the Board of Directors: (i) approve NorDel II, LLC entering into a Land Sale Agreement with 716 Lighthouse Properties, Inc. regarding 1669-1681 Fillmore Avenue, 572-574 Northland Avenue and 162-168 Winchester Avenue parcels, consistent with the terms set forth in this memorandum; and (ii) authorize the President or Executive Vice President to execute the Land Sale Agreement and take such other actions as may be necessary or appropriate to implement this action.

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Item 3

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Angelo Rhodes II, Project Manager
SUBJECT: Northland Corridor – LaBella Associates Second Contract Amendment
DATE: December 9, 2025

On October 28, 2025, the BUDC Board of Directors approved a contract amendment with LaBella Associates (LaBella) for architectural & engineering, project inspection services, and grant administration services for the Northland Corridor Redevelopment Phase 3 for an amount not to exceed \$40,550. Of this amount, \$36,750 was allocated for an additional 45 days of air monitoring services for the project, to be performed by Encorus Group as LaBella’s subcontractor.

As site work has continued this fall at 612 Northland Avenue and 541 E. Delavan Avenue, the project will require additional air monitoring services as soil intrusive activities continue on site and are now anticipated to be completed in the spring.

LaBella, through Encorus Group, proposes to complete additional air monitoring services at a not-to-exceed amount of \$90,000. This not-to-exceed amount for air monitoring services is in addition to the amount included in LaBella’s first contract amendment and will cover labor, equipment rental, and travel expenses for an additional 16 weeks of air monitoring services. LaBella and Encorus Group will also attempt to seek relief of the air monitoring requirement from NYSDEC, as air monitoring to date has shown little to no elevated readings for the past 90 days.

The proposed Change Order described above results in a total, not to exceed amount of \$90,000 and will be funded through BUDC’s RECAP grant with Empire State Development (ESD) which was previously approved by BUDC Board of Directors on October 31, 2023. BUDC is required to submit each change order to EDA for approval, even if EDA is not funding the cost of the change order. As BUDC is not asking EDA to fund the cost of these Change Orders, it is not anticipated that EDA will object to these Change Orders.

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ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the Board of Directors: (i) amend the existing agreement with LaBella Associates for Northland Corridor Redevelopment Phase 3 to provide additional air monitoring services at an amount not-to-exceed \$90,000; and (ii) authorize the President or Executive Vice President to execute an amendment to its existing agreement with LaBella Associates, and take such other actions as may be necessary or appropriate to implement this authorization.

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Financials as of October 2025	688 Northland and Parking Lots	612 Northland "A & B Building"	714 Northland	541 Northland	651 Northland	Substation	741 Northland	777 Northland	537 Northland "Administration Building and Parking Lot"	Fillmore Winchester Lots	Bio Rentention/Park
Revenue											
Base Rent	\$933,868	\$0	\$84,185	\$508,000	\$312,000						
Additional Rent	\$732,453	\$6,098		\$132,000	\$117,000						
Minus Occupancy		35%	100%	0%	0%						
Total Revenue	\$1,666,321	\$6,098	\$84,185	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Broker Value of Opinion (As Is)							\$258,500	\$237,600	\$120,000	\$150,000	\$0
Expense											
Property Management	\$127,788	\$2,820	\$6,216	\$6,398	\$2,220						
Repairs & Maintenance	\$211,244	\$4,047	\$2,911			\$6,455	\$285				
Utility	\$56,647	\$14,789	\$1,034	\$1,348							
Real Estate Tax	\$43,140		\$5,341								
User Fee Etc.	\$0		\$978								
Insurance	\$143,622	\$7,941	\$6,830	\$7,941	\$5,975	\$5,975	\$270	\$52,634	\$35	\$173	
Landscape/Snow	\$113,695	\$26,908	\$26,908						\$7,941	\$5,975	\$5,975
DEC Monitoring	\$11,499										
Equipment - New Kubota	\$0	\$4,357	\$1,089	\$4,357	\$4,357	\$2,179	\$1,089	\$1,089	\$1,089	\$1,089	\$1,089
Other	\$77,223	\$2,720	\$4,849		\$1,960						
Other	\$23,673		\$4,849		\$500						
BUDC Overhead	\$0	\$53,342	\$13,336	\$53,342	\$500						
Percentage Allocation	\$0	20.00%	5.00%	20.00%	\$53,342	\$26,671	\$13,336	\$13,336	\$13,336	\$13,336	\$13,336
Total Expense	\$808,532	\$116,924	\$69,491	\$73,386	\$20,000	\$10,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Net Income/Loss	\$857,789	-\$110,825	\$14,694	-\$73,386	-\$68,354	-\$41,280	-\$67,614	-\$20,685	-\$22,401	-\$20,573	-\$20,400
688 Northland (Separate LLC)	\$857,789										
BUDC Rentable Property Total	-\$96,131										
BUDC Non-Rentable Property Total	-\$334,692										
BUDC Total Loss	-\$430,823										

Buffalo Urban Development Corporation
Property Report
Year Ended: December 31, 2025

Table 1. This is a listing of all real property owned by BUDC or through its affiliates or subsidiaries, at December 31, 2025

BUDC Facility	Address or SBL of Property	Full Description of Property	Estimated FMV of Property	
<i>Buffalo Lakeside Commerce Park</i> 22.18 Buffalo, New York Most Being Marketed	80 Ship Canal Parkway	2.01 acres of vacant land	\$70,350	Note: The FMV is estimated using an average per acre value based on a sampling of non-current appraisals. Negotiated "final sale" value may vary.
	134 Ship Canal Parkway	2.15 acres of vacant land	\$75,250	
	158 Ship Canal Parkway	2.15 acres of vacant land	\$75,250	
	193 Ship Canal Parkway	9.59 acres of vacant land	\$335,650	
	200 Ship Canal Parkway	5.86 acres of vacant land	\$205,100	
	280 Ship Canal Parkway	0.42 acre of vacant land	\$14,700	
<i>Northland Corridor</i> 37.03 Acres Buffalo, New York Some Being Marketed	537 East Delavan Avenue	0.95 acres w/ a 12,300 s.f. vacant derelict building	\$100,000	Note: The FMV is based on the 2025 City of Buffalo assessment notices at 100% value. Negotiated "final sale" value may vary.
	547 East Delavan Avenue	3.41 acres w/ a 44,000 vacant building being renovated	\$50,000	
	221 Winchester Avenue	2.68 acres of vacant land	\$86,100	
	606 Northland Avenue	1.65 acres w/ a 28,639 s.f. vacant partially occupied building	\$64,500	
	640 Northland Avenue	1.83 acres of vacant land	\$69,000	
	577 Northland Avenue	29,000 s.f. of greenspace	\$37,000	
	631 Northland Avenue	2.63 acres of land w/ a 40,000 s.f. vacant building	\$1,260,000	
	644 Northland Avenue	11,000 s.f. of land w/ 4,000 s.f. building	\$58,700	
	665 Northland Avenue	1.28 acres of parking and greenspace	\$256,049	
	664 Northland Avenue	12,000 s.f. of parking	\$60,800	
	695 Northland Avenue	0.07 acre parking lot	\$16,900	
	697 Northland Avenue	0.06 acre parking lot	\$12,900	
	663 Northland Avenue	7.27 acres of land w/ 235,000 s.f. of occupied buildings	\$5,061,500	
	688 Northland Avenue	12,000 s.f. of parking	\$58,900	
	705 Northland Avenue	0.24 acres of vacant land (to be renovated as a parking lot)	\$31,100	
	714 Northland Avenue	1.81 acres of land w/ an 18,000 s.f. occupied building	\$585,000	
	741 Northland Avenue	4,895 acres of land w/ a 92,000 s.f. derelict building	\$793,000	
	767 Northland Avenue	7,998 s.f. of vacant land	\$23,500	
	777 Northland Avenue	4.14 acres of land w/ a 81,000 s.f. derelict building	\$545,000	
	124 Dutton Avenue	3,120 s.f. of vacant land	\$9,400	
	126 Dutton Avenue	7,800 s.f. of vacant land	\$11,700	
	162 Winchester Street	3,940 s.f. of vacant land	\$6,000	
	164 Winchester Street	3,940 s.f. of vacant land	\$6,000	
168 Winchester Street	3,940 s.f. of vacant land	\$6,000		
572 Northland Avenue	4,560 s.f. of vacant land	\$6,800		
574 Northland Avenue	7,260 s.f. of vacant land	\$10,900		
1669 Fillmore Avenue	6,144 s.f. of vacant land	\$18,500		
Other	1675 Fillmore Avenue	7,680 s.f. of vacant land	\$22,800	Note: The FMV is estimated using an average per acre value based on a sampling of non-current appraisals. Negotiated "final sale" value may vary.
	1679 Fillmore Avenue	9,457 s.f. of vacant land	\$22,900	
	1681 Fillmore Avenue	28,564 s.f. of vacant land	\$71,500	
	1322 South Park Avenue	2,860 s.f. of vacant land	\$9,000	