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Buffalo Urban Development Corporation

Buffalo Urban Development Corporation
Meeting of the Real Estate Committee

Tuesday, November 10, 2026 at 12:00 p.m.
95 Perry Street, 4th Floor

Agenda

1) Minutes of October 13, 2026 Meeting *(Approval) (Enclosure)*

2) Northland Corridor – Phase 3 Special Inspections Second Contract Amendment *(Approval) (Enclosure)*

3) Northland Corridor – 741 Northland Avenue and 777 Northland Avenue Demolition Contractor Selection *(Recommendation) (Enclosure)*

4) Northland Beltline Corridor - *(All Are Information Items)*
   a) Northland Corridor – Phase 3 Substation Construction Update
   b) Northland Corridor – Phase 3 Construction Update
   c) Northland Corridor – Phase 4 Construction Update
   d) Northland Corridor – Tenant & Property Management Updates

5) Buffalo Lakeside Commerce Park - *(All Are Information Items)*
   a) 80, 134, 158 and 200 Ship Canal Parkway Broker Update
   b) Buffalo Lakeside Commerce Park Property Owners Association

6) Executive Session

7) Adjournment *(Approval)*

Hon. Sean M. Ryan, Chairman • Dennis Penman, Vice Chairman • Brandye Merriweather, President • Rebecca Gandour, Executive Vice President
Mollie Profic, Treasurer • Atiqa Abidi, Assistant Treasurer • Kevin J. Zanner, Secretary

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

95 Perry Street
Buffalo, New York
October 13, 2026
12:00 p.m.
[immediately following the meeting of the BBRC Board of Directors]

Call to Order:

Committee Members Present:

Thomas Baines
Elizabeth Holden
Kimberley Minkel (Committee Chair)
Dennis M. Penman

Committee Members Absent:

Scott Bylewski
Christopher Dirr
Thomas Kucharski

Officers Present:

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

Others Present: Michael Alexander, The Community Preservation Corporation; Andrew Benkleman, LaBella Associates; James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Patrick Derisley, LeChase Construction Services; Matthew DiFrancesco, CBRE; Alexis M. Florczak, Hurwitz Fine P.C.; Tricia Ilogu, Northland Senior Project and Cost Manager; and Brian Krygier, Director of IT, ECIDA.

Roll Call – The meeting was called to order by Ms. Minkel at 12:06 p.m. A quorum of the Real Estate Committee was present.

1.0 **Real Estate Committee Minutes of September 8, 2026 Meeting** – The minutes of the September 8, 2026 meeting of the Real Estate Committee were presented. Mr. Baines made a motion to approve the meeting minutes. The motion was seconded by Ms. Holden and unanimously carried (4-0-0).

2.0 **Northland Corridor – LaBella Associates Third Contract Amendment**– Ms. Ilogu presented her October 13, 2026 memorandum regarding a proposed third contract amendment with LaBella Associates for Phase 3 redevelopment. Members of the Committee discussed the status of site work and air monitoring services, and need to prepare a construction completion report in order for the DEC to prepare a site management plan. Following discussion, Mr. Penman made a motion to: (i) amend the existing agreement with LaBella Associates for Northland Corridor Redevelopment Phase 3 to provide additional air monitoring services and CCR report at an amount not-to-exceed $26,326.00; 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. The motion was seconded by Ms. Minkel and unanimously carried (4-0-0).

3.0 Buffalo Lakeside Commerce Park – Landscaping & Snow Plowing Services Contract – Ms. Merriweather reported that BUDC and ECIDA staff are awaiting the receipt of additional information from bidders and a recommendation for these services was not yet available. It is anticipated that this item will be presented to the BUDC Board of Directors at its October meeting.

4.0 Northland Beltline Corridor

(a) Northland Corridor – Phase 3 Substation Construction Update – Ms. Gandour presented an update regarding construction of the substation. Concrete pads for the switchgears have been paved. Coordination continues with National Grid, and Ms. Gandour thanked Ms. Kavanaugh and the team at National Grid for their continued efforts. Equipment for the substation arrived on site and passed visual inspection. The switchgears for the substation are being stored off-site in temperature-controlled rooms. Upcoming work includes continuing installation of the grounding system, completion of underground conduit work, installation of switchgear assemblies and 1/3 of the new transformers.

(b) Northland Corridor – Phase 3 General Construction Update – Mr. Derisley presented an update regarding Phase 3 construction and shared with the Committee a series of photos showing progress on each project component. Mr. Derisley the provided an overview of the work to be completed of the Phase 3 general construction project in October, which includes light fixture installation, drywall, exterior metal panel installation and door installation at 541 E. Delavan Avenue, completion of the restroom buildout, interior electrical rough-in and continuation of concrete flooring at 612B Northland, and mobilization and site work at 714 Northland. Onsite M/WBE participation and utilization remained stable in relation to the prior month.

(c) Northland Corridor – Phase 4 Construction Update – Mr. Derisley provided an update regarding Phase 4 construction at 631 Northland Avenue. He reported that during the month of September, roof membrane work and interior high bay demolition was completed along with progress to bring utilities into the 631 Northland building, and the completion of abatement work. Looking ahead to October, Mr. Derisley noted that installation of electrical utilities, pressure washing of interior concrete slabs, completion of the roof system and window removal would take place.

(d) Northland Corridor – 741 Northland and 777 Northland Demolition Services Update – Ms. Ilogu reported that BUDC received six proposals in response to its request for proposals for demolition services. The selection committee for the RFP will meet tomorrow to review proposals and select teams to be interviewed. It is anticipated that a recommendation will be presented to the Real Estate Committee at its November meeting.

(e) Northland Corridor – Tenant & Property Management Updates – Mr. Cannon presented an update regarding Northland property management matters. The lavatory project at 683 Northland is anticipated to be completed this week. Mr. Cannon noted that the project has remained on schedule and within budget and is happy with the progress made. Mr. Carretto then shared and reviewed updated financial information for the Northland Corridor portfolio, noting that utility charges have been higher than projected, which is affecting the region as a whole. Ms. Gandour added that WellWorth/Golden Bird's last rental payment for 714 Northland was made for September, and anticipates changes to the cash flow picture moving forward.

Mr. DiFrancesco then presented an update regarding Northland Corridor tenant matters. A PSA is being negotiated with FreshFix for the purchase of 714 Northland Avenue. CBRE has

received inquiries for prospective tenants looking for smaller spaces than what is presently available in the Northland Corridor.

5.0 Buffalo Lakeside Commerce Park

(a) 193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update – Mr. DiFrancesco reported that inquiries continue to be received from battery storage companies, and noted that these typically require a long due diligence period (18 months) and only require approximately 1 acre of land, which is a portion of current properties available for purchase.

(b) Buffalo Lakeside Commerce Park Property Owners Association – Ms. Profic reported that the POA is awaiting final numbers for the boulder installation at the Park, and continues to coordinate so that the work can be completed prior to the first snowfall, as this typically attracts more unauthorized vehicles to drive onto and damage the cap.

6.0 Executive Session – None.

7.0 Adjournment – There being no further business to come before the Committee, on motion made by Mr. Penman, seconded by Ms. Holden and unanimously carried (4-0-0), the October 13, 2026 meeting of the Real Estate Committee was adjourned at 12:33 p.m.

Respectfully submitted,

_____
Alexis M. Florczak
Secretary of the Meeting

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Item #2

MEMORANDUM

TO: **BUDC Real Estate Committee**

FROM: **Tricia S. Ilogu, Northland Sr. Project and Cost Manager**

SUBJECT: **Northland Corridor – Phase 3 Special Inspections Second Contract Amendment**

DATE: **November 10, 2026**

On June 23, 2026, the BUDC Board of Directors approved a contract amendment with Whitestone for Special Building Inspection Services for Northland Corridor Redevelopment Phase 3 for an amount not to exceed $35,000.

As construction has progressed, additional special inspection services are required. This includes compaction testing and observations for underground sanitary line work, concrete wall infills and patching requiring compaction, rebar inspections, concrete testing, steel inspections and footer repairs. Inspections of these components were not identified in Whitestone's original proposal, or work completed as part of the first contract amendment. As a result of these additional inspections, a contract amendment in an amount not to exceed $25,000 is needed. This amendment is anticipated to cover remaining special inspection services for Phase 3 construction.

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.

Project costs would be eligible for reimbursement from grant funds through BUDC's RECAP grant with Empire State Development, which was previously approved by BUDC Board of Directors on October 31, 2023.

ACTION:
I am requesting that the BUDC Real Estate Committee: (i) authorize BUDC to enter into a second contract amendment with Whitestone for additional Special Building Inspection Services in an amount not to exceed $25,000; and (ii) authorize the President or Executive Vice President to execute the second ontract amendment with Whitestone and take such other actions as may be necessary or appropriate to implement this authorization.

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Item #3

MEMORANDUM

TO: **BUDC Real Estate Committee**

FROM: **Tricia S. Ilogu, Northland Sr. Project and Cost Manager**

SUBJECT: **Northland Corridor – 741 Northland Avenue and 777 Northland Avenue Demolition Contractor Selection**

DATE: **November 10, 2026**

On August 24, 2026, Buffalo Urban Development Corporation (BUDC) issued a Request for Proposals (RFP) from contractors for the demolition of 741 Northland Avenue and 777 Northland Avenue. The demolition component consists of permitting, asbestos and hazardous waste removal, demolition of structures and foundations, waste disposal, recycling, backfill of basements, historic preservation and site restoration. An overall goal of thirty percent (30%) M/WBE participation was included in the solicitation.

BUDC advertised the RFP in the New York Contract Reporter and posted the RFP on its website. Questions regarding the RFP were accepted until September 9, 2026. BUDC also held a pre-proposal walk through Monday, August 31, 2026, with additional walk throughs taking place September 17 and 18, 2026.

On September 25, 2026, BUDC received six (6) proposals from demolition firms. The proposals were reviewed and evaluated by a selection committee consisting of BUDC staff, representatives from the City of Buffalo Department of Permit and Inspection Services, and Empire State Development (the "Selection Committee").

The proposals were evaluated based upon the following criteria:

- Responsiveness to the provision and requirements of the RFP and Project Manual.
- Ability to meet required specifications or intent as proposed in recommended alternative.
- Ability to meet the project's established M/WBE participation goals.
- The availability of adequate personnel to provide the requested services safely and efficiently.

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- The thoroughness of the proposal and clarity of the services to be provided.
- Quality of performance on previous contracts or services as demonstrated through references and/or previous clients.
- Price.

The Selection Committee held interviews with four (4) of the teams as listed below:

1. ACP Buffalo
2. Integrated Construction Services & Solutions
3. Miller Construction Services
4. Total Wrecking & Environmental

After much discussion, the Selection Committee is recommending that BUDC enter into an agreement with Total Wrecking & Environmental. Although each team was capable and qualified, the Selection Committee believes that Total Wrecking & Environmental is best suited to complete the project scope and was the lowest responsible bidder. Through its subcontractors, Total Wrecking is projecting to achieve 34.09% MWBE participation for the project.

The expected duration of the scope of services is approximately six (6) months, with project demolition to be completed by Summer 2027. Total Wrecking's contract would be a total, not to exceed amount of $4,084,980.08 which consists of a base bid of approximately $3,729,484.00 and an alternate bid of approximately $355,496.08 for the removal of basements of foundations. BUDC staff is also requesting that an owner's contingency in the amount of $400,000.00 be established to support any unanticipated costs that may arise.

The project will be funded by the following sources:

- 741 Northland: approximately $1,667,490.04 from the Empire State Development (ESD) RECAP grant and approximately $375,000.00 from the National Grid Economic Development grant.
- 777 Northland: approximately $117,490.04 from the ESD RECAP grant, $1,475,000.00 from the ESD RESTORE grant, $75,000.00 from the Buffalo Brownfield Redevelopment Fund (BBRF), and $375,000.00 from the National Grid Economic Development grant.

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ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the BUDC Board of Directors: (i) authorize BUDC to enter into an agreement with Total Wrecking & Environmental LLC for the demolition of 741 Northland Avenue and 777 Northland Avenue in an amount not to exceed $4,084,980.08; (ii) authorize an owner's contingency for the project in the amount of $400,000.00; and (iii) authorize the President or Executive Vice President to execute the agreement with Total Wrecking & Environmental, LLC and take such other actions as may be necessary or appropriate to implement this authorization.

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