

Buffalo Urban Development Corporation

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

**Tuesday, April 14, 2026 at 12:00 p.m.
95 Perry Street, 4th Floor**

Agenda

- 1) Minutes of March 10, 2026 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Corridor - LeChase Construction Services, LLC Second Contract Amendment (*Recommendation*)(*Enclosure*)
- 3) Northland Corridor – Phase 4 Wendel Contract Amendment (*Recommendation*)(*Handout To Be Distributed*)
- 4) Northland Corridor – Phase 4 Special Inspection Services (*Recommendation*)(*Enclosure*)
- 5) Northland Corridor – Phase 4 Air Monitoring Services (*Recommendation*)(*Enclosure*)
- 6) Northland Central - 683 Northland Building Automation & Fire Service Systems (*Recommendation*)(*Enclosure*)
- 7) Buffalo Lakeside Commerce Park – Option Agreement with Wavepoint 3PL, Inc. for 193 Ship Canal Parkway (*Recommendation*)(*Enclosure*)
- 8) Northland Corridor— Community Solar Presentation (*Information*)
- 9) 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

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10) 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

11) Executive Session

12) Adjournment

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

**95 Perry Street
Buffalo, New York
March 10, 2026
12:00 p.m.**

Call to Order:

Committee Members Present:

Thomas Baines
Scott Bylewski
Janique S. Curry
Elizabeth Holden
Kimberly Minkel (Committee Chair)
Thomas Kucharski

Committee Members Absent:

Dennis M. Penman (*joined via Zoom*)

Officers Present:

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

Others Present: James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Patrick Derisley, LeChase Construction Services; 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 by the Chair at 12:05 p.m. A quorum of the Real Estate Committee was not present. Agenda item 4(a) was presented first for informational purposes only. Mr. Bylewski joined the meeting during the presentation of item 4(a), at which time a quorum was present. Mr. Baines joined the meeting during the presentation of agenda item 3. Ms. Curry joined the meeting during the presentation of agenda item 5.

Meeting Dedication- Paul Tronolone – Once a quorum was present, Ms. Minkel began the meeting by offering a motion to dedicate the meeting to Paul Tronolone, who is retiring from Empire State Development. The motion was seconded by Mr. Kucharski and unanimously carried (4-0-0). Ms. Minkel thanked Mr. Tronolone for his guidance and steadfast support of BUDC and its mission over the years and wished him well in his retirement.

- 1.0 Real Estate Committee Minutes of February 10, 2026 Meeting** – The minutes of the February 10, 2026 meeting of the Real Estate Committee were presented. Ms. Holden made a motion to approve the meeting minutes. The motion was seconded by Mr. Bylewski and unanimously carried (4-0-0).

2.0 Northland Central – 683 Northland Avenue Security Software Rental – Mr. Rhodes presented his March 10, 2026 memorandum regarding the security software renewal for 683 Northland Avenue. He noted that this is a single source procurement pursuant to the BUDC procurement policy and explained the basis for procuring the software pursuant the single source exception. Mr. Kucharski made a motion to: (i) approve 683 Northland LLC entering into a three-year agreement with Siemens Industry, Inc. for the SiVeillance security and fire safety subscription at a total cost of \$24,265.73; and (ii) authorize the President or Executive Vice President of BUDC to execute the agreement with Siemens Industry, Inc. and take such actions as may be necessary to implement this action. The motion was seconded by Ms. Holden and unanimously carried (4-0-0).

3.0 Northland Beltline Corridor – 2026-2028 Landscaping Services Contract – Mr. Rhodes presented his March 10, 2026 memorandum regarding the 2026-2028 landscaping services contract for the Northland Beltline Corridor. Mr. Rhodes noted that Landscape Associates was determined to be the lowest qualified bidder for the work. Following his presentation, the Committee discussed the agreement term and termination rights under the contract. Mr. Bylewski then made a motion to recommend that the Board of Directors: (i) authorize a contract between Comvest Real Estate Management and Landscape Associates for mowing and landscaping services in the Northland Corridor for a not to exceed amount of \$140,273.00 over a three (3) year contract term. The motion was seconded by Mr. Baines and unanimously carried (5-0-0).

4.0 Northland Beltline Corridor

(a) Northland Corridor – Phase 3 Redevelopment Update – Mr. Derisley presented an update regarding Phase 3 construction and shared with the Committee a series of photos showing progress on the project. Structural framing work at 541 E. Delavan Avenue remained ongoing in February, with wall and roof preparation taking place in the lower bays of the building. Structural steel, exterior framing and MEP coordination will take place at 541 E. Delavan Avenue in March. A buildout schedule was reviewed for the 612 “B” Northland building, with other site work, soil removal and work on the bio-retention pond also slated to take place. It is anticipated that work at 714 Northland Avenue will be discussed at the April meeting. Onsite M/WBE participation and utilization remained stable in relation to the prior month. Mr. Derisley then presented a schedule update for each component of the Phase 3 redevelopment project.

(b) Northland Corridor – Phase 4 Redevelopment Update – Mr. Rhodes reported that BUDC, Wendel, and LeChase Construction Services held a pre-construction kickoff meeting on March 5th to review scope and scheduling. Ms. Gandour reported that BUDC has signed term sheets for historic tax credits and bridge loan financing for Phase 4 construction. A preliminary closing call took place to discuss the due diligence checklist. Closing on these transactions is anticipated to take place in 60-90 days. The general construction contract with LeChase is being negotiated by the parties and is anticipated to be executed soon. Wendel and Barbara Campagna continue to work on advancing the Part 2 for SHPO for the 631 Northland Avenue building. A Northland Stakeholders Advisory Group meeting will take place on March 23rd to keep stakeholders informed of the development and construction work taking place on campus. Ms. Merriweather added that

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

Mr. DiFrancesco presented an update regarding Northland Corridor tenant matters. A lease amendment with Professional Culinary Academy and sublease between Professional Culinary Academy and Brothers Restaurant have been fully executed. Brothers Restaurant is working with the City of Buffalo to secure necessary permits. CBRE is reviewing a letter of intent received for 541 E. Delavan Avenue which is anticipated to be presented to the Committee at the April meeting. Mr. Cannon then presented an update regarding property management at Northland. Comvest is working with an architect to compile drawings for the lavatory in the

restaurant space at 683 Northland Avenue. Drawings are anticipated to be complete by the end of the month, at which point Comvest will seek bids from contractors for the work. Ms. Gandour thanked Mr. Cannon and the Comvest team for their work on the landscaping services request for proposals. Mr. Carretto then reported that Flat 12 Mushrooms, W&W and Professional Culinary Academy are behind on payments owed for their respective leased space, and that certified letters were sent to each of the tenants regarding the amounts owed.

- (d) **Northland Corridor – 741 Northland and 777 Northland Demolition Services Update** – Mr. Rhodes reported that there is no update at this time.

4.0 Buffalo Lakeside Commerce Park

- (a) **193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update** – Mr. DiFrancesco reported that a letter of intent is being negotiated for 193 Ship Canal Parkway. Interest has been expressed in 80-200 Ship Canal Parkway but no proposal for those parcels has been received to date.

- (b) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour and Ms. Profic reported that all property owners paid their invoices for the remaining 2025 property assessments. The first 2026 assessment invoices will be sent to property owners in April. Ms. Gandour noted that BUDC staff is working with Talia Johnson-Huff to prepare a request for proposals for landscaping and snow removal services at BLCP. Staff is also reviewing proposals for the Periodic Review Report, which will likely be approved by BUDC staff based on approval thresholds in BUDC's procurement policy.

5.0 Executive Session – None.

- 6.0 Adjournment** – There being no further business to come before the Committee, on motion made by Mr. Baines, seconded by Ms. Curry and unanimously carried (6-0-0), the March 10, 2026 meeting of the Real Estate Committee was adjourned at 12:32 p.m.

Respectfully submitted,

Kevin J. Zanner

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Item 2

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Rebecca Gandour, Executive Vice President
**SUBJECT: Northland Corridor – LeChase Construction Services, LLC
Second Contract Amendment**
DATE: April 14, 2026

On February 25, 2025, the BUDC Board of Directors approved a contract with LeChase Construction Services LLC (“LeChase”) for the general construction of Phase 3 of the Northland Corridor Redevelopment for an amount not to exceed \$25,444,400. On September 30, 2025, the BUDC Board of Directors approved a contract amendment for a not to exceed amount of \$708,000. As construction has continued throughout the winter, LeChase has identified several field conditions that require redesign and has submitted change orders or rough orders of magnitude by property as follows:

A. 541 E. Delavan Avenue:

- LeChase has identified another underground structure at 541 E. Delavan Avenue during excavation which has been tested and requires disposal at a licensed disposal facility.
- During framing, several existing conditions have been identified on multiple walls that need to be addressed to vertically align and brace the walls before terra cotta can be ordered.
- A sanitary line that was believed to exist could not be located in the field. This has resulted in the need for the sanitary line to be redesigned and to purchase additional materials.

The additional cost for these items plus delay impacts as described in the proposed change orders or rough orders of magnitude that were submitted by LeChase total a not to exceed amount of \$1,000,000.

B. 612 Northland Avenue:

- While excavating for utilities at 612 Northland Avenue, existing concrete foundations were discovered underneath the pavement which need to be removed.

- LeChase has also identified several locations of water infiltration from the existing roof decking at 612 Northland “B” Building that need to be repaired.
- At the request of BUDC, LeChase identified an anti-graffiti product that can be used to treat the redi-rock retaining wall.

The additional cost for these items as described in proposed change orders or rough orders of magnitude that were submitted by LeChase total a not to exceed amount of \$165,000.

C. 683 Northland Avenue South Parking Lot:

- While excavating the South Parking Lot at 683 Northland, LeChase has identified a headwall conflict and will need to request a dewatering permit from Buffalo Sewer Authority (BSA).

The additional cost for this item as described in the rough order of magnitude submitted by LeChase totals a not to exceed amount of \$90,000.

In total, the proposed change orders and rough orders of magnitude described above total a not to exceed amount of \$1,255,000.

Recognizing the magnitude of the Phase 3 project and potential for additional modifications to the project, BUDC staff is also requesting that the Committee and Board of Directors approve the establishment of an Owner’s Reserve of \$245,000 in case other field conditions arise that need to be handled timely to meet the schedule for the project.

LeChase has also formally requested a time extension of 190 days to complete the Phase 3 project. This extension would revise the Substantial Completion date for the project from September 2, 2026 to March 10, 2027. Under BUDC’s grant agreement with the U.S. Economic Development Administration, BUDC is required to complete construction on or before May 28, 2027.

BUDC staff has reached out to Empire State Development (ESD) to reallocate funding in BUDC’s RECAP grant to the EDA Build Back Better Regional Challenge subproject for these change orders and the establishment of an Owner’s Reserve. Pending ESD approval, the change orders and Owner’s Reserve will be funded by BUDC’s RECAP grant with Empire State Development, which was previously approved by the BUDC Board of Directors. BUDC is also 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.

ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the BUDC Board of Directors: (i) amend the existing agreement with LeChase Construction Services, LLC for the general construction

of Phase 3 of Northland Corridor Redevelopment, for an amount not to exceed \$1,225,000 pending ESD approval of the reallocation of RECAP funds to pay for the Phase 3 change orders; (ii) authorize the President or Executive Vice President to execute an amendment to its existing agreement with LeChase Construction Services, LLC and take such other actions as may be necessary or appropriate to implement this authorization; (iii) establish an Owner's Reserve for the Phase 3 project in the amount of \$245,000, pending ESD approval of the reallocation of RECAP funds to pay for the Owner's Reserve; and (iv) authorize the BUDC President or Executive Vice President to utilize the Owner's Reserve in consultation with the Real Estate Committee, and to 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: Angelo Rhodes II, Northland Project Manager
SUBJECT: Northland Corridor – Phase 4 Special Inspection Services
DATE: April 14, 2026

On March 20, 2026, BUDC’s Phase 4 consultant, Wendel Companies solicited proposals for special inspection services on behalf of BUDC. 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.

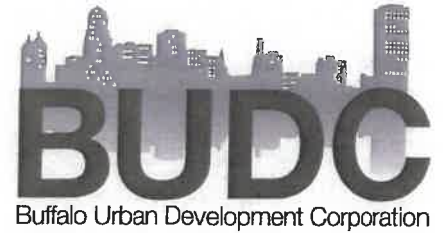
On March 30, 2026, BUDC received one proposal for these services from Whitestone Associates. Wendel is recommending that BUDC enter into a contract with Whitestone. In its proposal, Whitestone submitted an initial, not-to-exceed budget of \$25,000 for the services, which would include up to 35 site visits and an allowance for reimbursable expenses. The proposal also contemplated that the actual total cost of inspections will depend on the testing scheduled, retesting, and consultation required. Due to the size, complexity, and schedule of the Phase 4 project, Wendel is recommending that BUDC establish a not-to-exceed amount of \$50,000 for the contract, which would provide for up to 70 site visits and an allowance for reimbursable expenses during Phase 4 construction. Whitestone’s services will be billed on a time and material basis as set forth in its proposal. The cost of the contract will be funded through BUDC’s RECAP grant with Empire State Development, which was previously approved by the BUDC Board of Directors.

ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the BUDC Board of Directors: (i) authorize BUDC and/or its affiliate 631 Northland LLC to enter into an agreement with Whitestone Associates for Special Building Inspection services at an amount not-to-exceed \$50,000; and (ii) authorize the President or Executive Vice President to execute the contract with Whitestone Associates and take such other actions as may be necessary or appropriate to implement this authorization.

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Item 5

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Angelo Rhodes II, Project Manager
SUBJECT: Northland Corridor – Phase 4 Project Monitoring (Air and Lead)
DATE: April 14, 2026

On March 20, 2026, BUDC’s Phase 4 consultant, Wendel Companies, solicited proposals for project monitoring (air and lead) services associated with the 631 Northland Phase 4 Redevelopment project on behalf of BUDC. On March 30, 2026, BUDC received proposals from Ravi Engineering and Encorus Group.

Following a review of the proposals and scope of work, Wendel recommends that BUDC enter into an agreement with Ravi Engineering for project monitoring services. Ravi Engineering is an MBE and a subcontractor of Wendel for the Phase 4 project and brings continued project knowledge and consistency from design to construction.

The services will be billed on a time and materials basis for an amount not to exceed \$70,000, which will include 16 weeks of onsite monitoring in accordance with the proposed construction schedule for the project. The cost of the contract will be funded through BUDC’s RECAP grant with Empire State Development, which was previously approved by the BUDC Board of Directors.

ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the Board of Directors: (i) authorize BUDC and/or its affiliate 631 Northland LLC to enter into an agreement with Ravi Engineering for Project Monitoring services at an amount not-to-exceed \$70,000; and (ii) authorize the President or Executive Vice President to execute the contract with Ravi Engineering and take such other actions as may be necessary or appropriate to implement this authorization.

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Item 6

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Angelo Rhodes II, Northland Project Manager
SUBJECT: Northland Central – 683 Northland Building Automation & Fire Service Systems Renewal
DATE: April 14, 2026

Since the completion of construction at 683 Northland Avenue, BUDC’s property management team has utilized Siemens technical support services for building automation & fire protection systems. Northland Beltline Corridor property manager, Comvest Real Estate Management, has received a proposal from Siemens to renew these services for a three-year term commencing retroactive to April 1, 2026, and ending on March 31, 2029.

The total contract value is \$131,200.00. An annual cost breakdown for the term of the agreement is set forth below:

- Year 1: \$41,600
- Year 2: \$43,700
- Year 3: \$45,900

This item is being presented for approval as a “single source” procurement in accordance with the BUDC 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.” Siemens possesses institutional knowledge and technical expertise related to the building automation and fire protection systems in which BUDC has made significant investments into.

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ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the Board of Directors: (i) approve 683 Northland LLC entering into a three-year agreement with Siemens Industry, Inc. for the Building Automation & Fire services at a total cost of \$131,200; and (ii) and authorize the President or Executive Vice President of BUDC to execute the agreement with Siemens Industry, Inc. and take such actions as may be necessary to implement this action.

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Item 7

MEMORANDUM

TO: BUDC Real Estate Committee

FROM: Rebecca Gandour, Executive Vice President

SUBJECT: Buffalo Lakeside Commerce Park – Option Agreement with Wavepoint 3PL, Inc. for 193 Ship Canal Parkway

DATE: April 14, 2026

On February 2, 2026, CBRE on behalf of BUDC received a request from Wavepoint 3PL, Inc. (Wavepoint) to enter into an Option Agreement for 193 Ship Canal Parkway. Wavepoint provides distribution, warehousing, logistics and transportation services.

Terms of the Option Agreement include:

- \$12,000 payment to BUDC for an exclusive option to purchase the property for 12 months.
- \$6,000 payment to BUDC to extend the option for an additional 6 months.
- Purchase price of \$30,000 per acre.
- Option payments will not be credited to purchase price.
- Wavepoint will conduct due diligence during the option period.
- Wavepoint will indemnify and hold BUDC harmless from all liabilities arising out of any due diligence activities conducted on the property.
- BUDC will provide a tax and title search and updated survey.
- The terms of the Purchase Agreement will be negotiated by the parties during the option period.
- Contingencies of the Purchase Agreement will include Wavepoint’s submission and site plan approval by the City of Buffalo, Wavepoint’s application to Erie County Industrial Development Agency, Wavepoint’s assignment/assumption of BUDC’s obligations under the NYS Brownfield Cleanup Program and membership in the BLCP Property Owners Association.

ACTION:

I am requesting that the BUDC Real Estate Committee recommend the Board of Directors: (i) approve BUDC entering into an option agreement with Wavepoint 3PL, Inc. regarding 193 Ship Canal Parkway, consistent with the terms set forth in this memorandum; and (ii) authorize the President or Executive Vice President to execute the option agreement and take such other actions as may be necessary or appropriate to implement this action.

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