

Buffalo Urban Development Corporation

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

**Tuesday, August 11, 2026 at 12:00 p.m.
95 Perry Street, 4th Floor**

Agenda

- 1) Minutes of July 14, 2026 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Corridor – Letter of Intent with FreshFix to Purchase Portion of 714 Northland Avenue (*Recommendation*) (*Enclosure*)
- 3) Northland Beltline Corridor - (*All Are Information Items*)
 - a) Northland Corridor – Phase 3 Substation Construction Update
 - b) Northland Corridor – Phase 3 General Construction Update
 - c) Northland Corridor – Phase 4 Construction Update
 - d) Northland Corridor – 741 Northland and 777 Northland Demolition Services Update
 - e) Northland Corridor – Tenant & Property Management Updates
- 4) 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
- 5) Executive Session
- 6) Adjournment

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

**95 Perry Street
Buffalo, New York
July 14, 2026
12:00 p.m.**

Call to Order:

Committee Members Present:

Thomas Baines
Scott Bylewski
Christopher Dirr
Elizabeth Holden
Kimberly Minkel (Committee Chair)
Thomas Kucharski

Committee Members Absent:

Dennis M. Penman (via Zoom)

Officers Present:

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

Others Present: 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; Brian Krygier, Director of IT, ECIDA; Anthony Sciandra, Frey Electric; and Ben Siegel, Wendel Companies.

Roll Call – The meeting was called to order by the Chair at 12:04 p.m. A quorum of the Real Estate Committee was present. Mr. Bylewski joined the meeting during the presentation of agenda item 3(a).

Ms. Merriweather welcomed Christopher Dirr to the BUDC Real Estate Committee. Ms. Merriweather also welcomed Tricia Ilogu, who recently joined BUDC as senior project and cost manager for the Northland Corridor.

- 1.0 Real Estate Committee Minutes of June 9, 2026 Meeting** – The minutes of the June 9, 2026 meeting of the Real Estate Committee were presented. Mr. Kucharski made a motion to approve the meeting minutes. The motion was seconded by Mr. Baines and unanimously carried (6-0-0).
- 2.0 Northland Central – 683 Northland Avenue Lavatory Construction** – Ms. Gandour presented her July 14, 2026 memorandum regarding the lavatory construction at 683 Northland Avenue. Ms. Holden made a motion to recommend that the BUDC Board of Directors: (i) authorize a contract between BUDC and LeChase Construction Services, LLC for lavatory construction at 683 Northland Avenue for a not to exceed amount of \$166,421; (ii) authorize a 5% owner

contingency for the project in the amount of \$8,321.05; and (iii) authorize the President or Executive Vice President to execute the contract with LeChase and take such other actions as may be necessary or appropriate to implement this authorization. The motion was seconded by Mr. Dirr and unanimously carried (6-0-0).

3.0 Northland Beltline Corridor

(a) Northland Corridor – Phase 3 General Construction and Substation Construction Update

– Mr. Derisley presented an update regarding Phase 3 construction and shared with the Committee a series of photos showing progress on the project. During the month of June, roof installation work, cold form metal framing, sheathing and kalwall installation were completed at 541 E. Delavan Avenue. At 612 Northland, paving of the parking lot, installation of the dumpster pad, and drywall installation in the building basement were completed in June. Work at the 714 parking lot remained on hold until additional environmental testing is completed. The South parking lot at 683 Northland was striped and planting preparations were completed. Mr. Derisley then provided an overview of the work to be completed for each component of the Phase 3 general construction project in July, which includes exterior cold form metal framing, electrical, duct work and interior framing at 541 E. Delavan, bathroom buildout and installation of sidewalk décor walls at 612 Northland, review of soil sample results for the 714 Northland parking lot, and finalizing the chain link fence and installing light poles at the 683 Northland south parking lot. Onsite M/WBE participation and utilization remained stable in relation to the prior month.

Mr. Derisley reported that on July 2nd, a pallet of roofing materials caught on fire onsite, which required evaluation by the Buffalo Fire Department. The pallets of remaining materials were moved to a more secure location out of the heat. LeChase has expressed concern with the manufacturer of the roofing materials, and information has been shared with the NYSDEC, as the event is considered a “spill.” No exposure to fumes occurred. Ms. Gandour added that information has been shared with the Northland Avenue Block Club relating to the event and thanked LeChase for keeping all interested parties informed.

Mr. Sciandra then shared an update regarding the construction of the substation. A kickoff meeting was held yesterday with Miller Construction regarding removal of the blacktop, with site preparation to take place next week.

(b) 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 June, LeChase completed asbestos pipe wrapping removal, and progress regarding the tear off of roof membranes. LeChase also continued demolition of exterior windows, masonry repaint work and door removal. He then provided a summary of work to be completed in July, which includes establishing utilities and exterior site work (pending receipt of permits), continuation of pipe wrap removal, and saw cutting exterior floor excavation. Mr. Derisley then provided an overview of existing conditions uncovered during construction to date, which included metal plates exposed from removal of flooring, and the discovery of interior pits and storage spaces beneath flooring and a sandblaster. Ms. Gandour added that the tax credits financing transaction continues to move towards closing.

(c) Northland Corridor – 741 Northland and 777 Northland Demolition Services Update – Ms. Gandour reported that LiRo Engineers circulated to BUDC preliminary RFP documents for the demolition. These documents are under review, and a draft construction contract will be prepared by legal counsel to accompany the RFP.

(d) Northland Corridor – Tenant & Property Management Updates – Mr. Cannon presented an update regarding property management at Northland. The lavatory project at 683 Northland is anticipated to take 6-8 weeks to complete. Ms. Gandour reported that during the renovation of

the clean energy campus at the Northland Workforce Training Center, a project subcontractor damaged underground electrical lines that serve a backup generator to 683 Northland. BUDC received notice of this from NWTC and are evaluating next steps with counsel. Mr. Carretto then shared and reviewed updated financial information for the Northland Corridor portfolio. Mr. DiFrancesco then presented an update regarding Northland Corridor tenant matters. The draft lease for Area 3 has been shared with NWTC and is under review. Lighthouse has requested an extension of six months to close the land sale agreement in order to secure funding. An appraisal was received for 714 Northland Avenue, which is being used to inform a response to an offer to purchase that was received for the property. A second interested party has reached out to CBRE and a second offer to purchase may be forthcoming.

6.0 Buffalo Lakeside Commerce Park

- (a) 193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update** – Mr. DiFrancesco reported that due diligence is in progress with Wavepoint for the purchase of 193 Ship Canal Parkway, with closing anticipated by the end of the year. Wavepoint has also expressed interest in the 80-200 Ship Canal Parkway parcels but has not submitted a formal offer to date.
- (b) Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that the POA Board of Directors met last month and discussed control measures to be implemented to prevent cars from driving on the lawn area. Representatives from Uniland and Zephyr are working on a design plan to place boulders on the lawn area. BUDC continues to coordinate with the Buffalo Police Department regarding cars driving on the lawn and complaints regarding excess garbage.

7.0 Executive Session – None.

- 8.0 Adjournment** – There being no further business to come before the Committee, on motion made by Ms. Minkel, seconded by Mr. Kucharski and unanimously carried (7-0-0), the July 14, 2026 meeting of the Real Estate Committee was adjourned at 12:38 p.m.

Respectfully submitted,

Kevin J. Zanner
Secretary

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MEMORANDUM

TO: BUDC Real Estate Committee

FROM: Rebecca Gandour, Executive Vice President

SUBJECT: Northland Corridor – Letter of Intent with FreshFix to Purchase Portion of 714 Northland Avenue

DATE: August 11, 2026

714 Northland Avenue consists of approximately 1.8 +/- acres including a 17,415 s.f. building. The building is currently leased to Golden Bird LLC which recently notified BUDC that it would not be renewing its lease and will be vacating the space on or before September 30, 2026. Since then, BUDC has been actively marketing the building and a portion of the property for lease or sale through its broker, CBRE.

CBRE recently received an inquiry from FreshFix, LLC (“FreshFix”), a farm-to-business and farm-to-consumer business presently located in the Niagara Frontier Food Terminal at 1500 Clinton Street in the City of Buffalo. FreshFix desires to purchase a portion of 714 Northland Avenue, which includes the building, improved rear lot accessed off of Dutton Street and fenced green lot off of Chelsea Place (the “Site”).

The remaining portion of 714 Northland Avenue would be retained by 714 Northland LLC, an affiliate of BUDC, to provide parking for Northland Corridor tenants. 714 Northland LLC would also enter into an easement agreement with FreshFix to provide access to the existing loading dock of the building. A map of the proposed purchase area and easement area is included in this memorandum. The portion to be retained by 714 Northland LLC, including the easement area, is included in the Northland Corridor Phase 3 construction project and remains subject to a mortgage held by the U.S. Economic Development Administration (EDA). The EDA mortgage places restrictions on the sale of this portion of the property during its twenty-year useful life.

BUDC is proposing to enter into a Letter of Intent (LOI) with FreshFix and negotiate the terms of a purchase and sale agreement (“PSA”) for the Site. The material terms to be included in the PSA are as follows:

Hon. Sean M. Ryan, Chairman • Dennis Penman, Vice Chairman • Brandye Merriweather, President • Rebecca Gandour, Executive Vice President
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- Purchaser: FreshFix, LLC, or an affiliated entity.
- Seller: 714 Northland LLC
- Purchase Price: \$700,000. In accordance with BUDC's Property Disposition Guidelines, BUDC obtained an appraisal from GAR Appraisal LLC which valued the Site at \$700,000.
- Due Diligence: FreshFix is requesting a three-month due diligence period. During this time, FreshFix will work to finalize their loan with M&T Bank, obtain City of Buffalo approvals, complete environmental and hazardous materials due diligence, and review the condition of the building's roof.
- Exclusivity: Once the LOI is executed, BUDC will not accept other LOIs for purchase of the Site.
- Deposit: \$20,000, to paid upon execution of the PSA and held in escrow by Hurwitz Fine P.C.

ACTION:

I am requesting that the BUDC Real Estate Committee recommend that the Board of Directors: (i) authorize 714 Northland LLC to enter into a Purchase and Sale Agreement with FreshFix, LLC, or an affiliated entity, regarding a portion of 714 Northland Avenue, consistent with the terms set forth in this memorandum; and (ii) authorize the President or Executive Vice President to negotiate and execute the Purchase and Sale Agreement and take such other actions as may be necessary or appropriate to implement this authorization.

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95 Perry Street

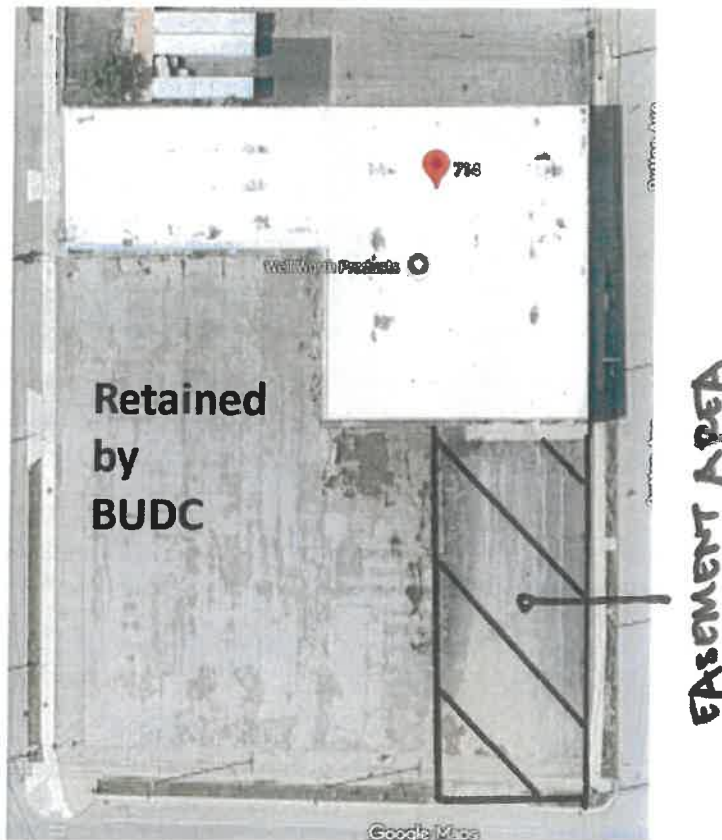
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