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

**Tuesday, January 13, 2026 at 12:00 p.m.**  
**95 Perry Street, 4<sup>th</sup> Floor**

**Agenda**

- 1) Minutes of December 19, 2025 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Beltline Corridor – Community Outreach - Marketing Services Agreement (*Approval*) (*Enclosure*)
- 3) 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
- 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

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

**95 Perry Street  
Buffalo, New York  
December 9, 2025  
12:00 p.m.**

**Call to Order:**

**Committee Members Present:**

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

**Committee Members Absent:**

Dennis M. Penman

**Officers Present:**

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; Stephanie Pennington, LeChase Construction Services; Angelo Rhodes II, Northland Project Manager; Mike Rogalski, LaBella Associates; and Paul Tronolone, Empire State Development.

**Roll Call** – The meeting was called to order at 12:07 p.m. A quorum of the Real Estate Committee was present. Mr. Kucharski 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 Real Estate Committee Minutes of October 14, 2025 Meeting** – The minutes of the October 14, 2025 meeting of the Real Estate Committee were presented. Ms. Holden 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 – Land Sale Agreement with 716 Lighthouse Properties, Inc. for 1669-1681 Fillmore Avenue, 572-574 Northland Avenue and 162-168 Winchester Avenue** – Ms. Gandour presented her December 9, 2025 memorandum regarding a proposed land sale agreement with 716 Lighthouse Properties, Inc. for 1669-1681 Fillmore Avenue, 572-574 Northland Avenue, and 162-168 Winchester Avenue. Ms. Gandour reviewed the terms of sale, noting that the sale price reflects the appraised value of the property. Ms. Minkel thanked BUDC staff for their work on this project and commented that the construction of a childcare center is what the Committee had envisioned for these parcels. Ms. Minkel then made a motion to 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. The motion was seconded by Mr. Kucharski and unanimously carried (5-0-0).

**3.0 Northland Corridor – LaBella Associates Second Contract Amendment** – Mr. Rhodes presented his December 9, 2025 memorandum regarding a second amendment to the LaBella Associates contract. In response to questions from the Committee, Mr. Rogalski explained that air monitoring is required by NYSDEC for the duration of site work services for Phase 3 construction in order to ensure employee safety. LaBella had initially estimated site work would be completed this fall, but is anticipated to be completed in Spring 2026 at the latest. Following the discussion, Mr. Kucharski made a motion to 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 the agreement with LaBella Associates, and take such other actions as may be necessary or appropriate to implement this authorization. The motion was seconded by Mr. Bylewski 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. Steel work and placement of storm lines around the 541 E. Delavan Avenue building has taken place. Window installation is completed at the 612 “B” Northland building. Ms. Pennington then presented an update regarding the M/WBE utilization. Onsite workforce participation for Phase 3 currently has 21% minority labor and 9% women labor as of November 30, 2025. Mr. Derisley then presented a schedule update for each component of the Phase 3 redevelopment project. Mr. Rogalski also shared proposed plans for the substation. Phased installation of the substation improvements is anticipated to begin in Spring 2026 and will take approximately eight months to complete. Permits are currently under review by the City. In response to a question from Ms. Minkel, Ms. Gandour noted that the loss of parking spaces resulting from the updates to the substation will not present challenges on campus, as parking is being added as part of the Phase 3 redevelopment.

**(b) Northland Corridor – Phase 4 Redevelopment Update** – Mr. Rhodes reported that interviews with bidders will take place on December 11<sup>th</sup>. A recommendation for selection of a general contractor will likely be presented to the Committee in January. Minor site plans for Phase 4 were submitted last week. Ms. Gandour added that BUDC staff is working with its tax credits team on modeling to present to investors for bridge financing.

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

Ms. Gandour presented an update regarding tenants. Professional Culinary Academy is working with Brothers Restaurant on a potential collaboration opportunity in the restaurant space at 683 Northland. Further information is anticipated to be presented to the Committee in January. Mr. Carreto then presented updated financials as of October 2025. He noted that CAM payments for Flat 12’s lease of the 612 Northland “A” Building have commenced and are recognized under 612 Northland. Ms. Gandour and Mr. Zanner added that the unwind has been completed for 683 Northland Avenue and property tax exemption applications were submitted for 665 and 683 Northland Avenue. Preliminary feedback from the City of Buffalo has indicated that these exemptions will be approved.

Mr. Cannon presented an update regarding property management at Northland. Comvest is working with Professional Culinary Academy regarding an issue with drainage near the rear doors of the restaurant space, which will be completed in warmer weather.

(d) **Northland Corridor – 741 Northland and 777 Northland Demolition Services Update** – Mr. Rhodes reported that LiRo Engineers has been onsite for preliminary work relating to demolition design services.

**5.0 Buffalo Lakeside Commerce Park**

(a) **193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update** – Ms. Gandour reported that the revised alternatives analysis, remedial work plan and variance request prepared by Labella Associates for 193 Ship Canal Parkway is under review by NYSDEC.

(b) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that Uniland submitted a letter regarding alternative assessment calculations for its solar facility at 255 Ship Canal Parkway. Uniland's proposal did not include calculations and impacts to each owners' assessment payments. BUDC requested that Uniland provide calculations in order for impacts to be assessed, and that Zephyr also be provided with copies of Uniland's proposal to review.

**5.0 2025 Authorities Budget Office Property Report** – Ms. Gandour presented the 2025 Property Report to be submitted to the Authorities Budget Office in March as part of BUDC's annual report.

**6.0 Executive Session – None.**

**7.0 Adjournment** – There being no further business to come before the Committee, the December 9, 2025 meeting of the Real Estate Committee was adjourned at 12:41 p.m.

Respectfully submitted,

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Kevin J. Zanner

**Item 2**

**MEMORANDUM**

**TO:** BUDC Real Estate Committee  
**FROM:** Brandye Merriweather, President  
**RE:** Northland Beltline – Community Outreach - Marketing Services Agreement  
**DATE:** January 13, 2026

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Since March 1, 2015, Mustard Seed World Consulting Group (“Mustard Seed Consulting”) has been working with BUDC to provide community outreach and marketing services for the Northland Beltline project. Mustard Seed Consulting has become an integral part of our efforts in the Northland Corridor. Mustard Seed Consulting has provided outreach services under consecutive contracts.

BUDC is looking to enter into an additional contract with Mustard Seed World Consulting for community outreach services, promotion of campus opportunities, coordination of community events and other marketing and public relations services, all in a continued effort to attract additional investment to the Northland Corridor. The consulting fee rate is \$100 per hour with total payments not to exceed \$25,000.

The BUDC procurement policy authorizes the Real Estate Committee to approve contracts that do not exceed the amount of \$25,000, provided that the amount is within budgetary limits as confirmed by the BUDC Treasurer. Should the Committee approve this request, BUDC staff will report on the approval at the January meeting of the BUDC Board of Directors.

**ACTION:**

I am requesting that the BUDC Real Estate Committee approve BUDC entering into a consulting agreement with Mustard Seed Consulting at an hourly rate of \$100 per hour, with total payments not to exceed \$25,000 and authorize the President or Executive Vice President to execute the consulting agreement and take such actions as may be necessary to implement this action.