

Buffalo Urban Development Corporation

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

**Tuesday, June 9, 2026 at 12:00 p.m.
95 Perry Street, 4th Floor**

Agenda

- 1) Minutes of May 12, 2026 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Central – Area 3 Lease Renewal to Northland Workforce Training Center (*Recommendation*) (*Enclosure*)
- 3) Northland Corridor – Phase 3 Special Inspections Contract Amendment (*Recommendation*) (*Enclosure*)
- 4) Northland Beltline Corridor - (*All Are Information Items*)
 - a) Northland Corridor – Phase 3 General Construction and Substation Construction Update
 - b) Northland Corridor – Phase 4 Construction Update
 - c) Northland Corridor – 741 Northland and 777 Northland Demolition Services 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

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

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

Call to Order:

Committee Members Present:

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

Committee Members Absent:

Scott Bylewski
Janique S. Curry

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; Matthew DiFrancesco, CBRE; Alexis M. Florczak, Hurwitz Fine P.C.; and Brian Krygier, Director of IT, ECIDA.

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. Items 5(a)-(d) and 6(a)-(b) were presented first for informational purposes only. Mr. Baines and Mr. Kucharski joined the meeting during the presentation of agenda item 5(b), at which time a quorum was present.

- 1.0 Real Estate Committee Minutes of April 14, 2026 Meeting** – The minutes of the March 10, 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 (5-0-0).
- 2.0 Northland Corridor – 683 Northland Water Treatment Management Services Agreement** – Ms. Gandour presented her May 12, 2026 memorandum regarding the water treatment management services agreement for 683 Northland Avenue. Mr. Kucharski made a motion to: (i) approve 683 Northland LLC entering into a three-year agreement with Azure Planet Solutions for water treatment management services at a total cost of \$24,240, and (ii) authorize the President or Executive Vice President to execute the agreement with Azure Planet Solutions and take such actions as may be necessary to implement this authorization. The motion was seconded by Ms. Holden and unanimously carried (5-0-0).

- 3.0 Northland Beltline Corridor – 741 and 777 Northland Avenue Demolition Design Services Contract Amendment** – Ms. Gandour presented her May 12, 2026 memorandum regarding the 741 and 777 Northland Avenue demolition design services contract amendment. Ms. Gandour added that, in addition to Azar Design Company, LiRo reached out to other vendors regarding the proposed services, and found that Azar provided the best value. Mr. Penman made a motion to recommend that the BUDC Board of Directors: (i) authorize BUDC to enter into a contract amendment with LiRo Engineers Inc. in the amount of \$45,319.00 for demolition design services for 741 and 777 Northland Avenue; and (ii) authorize the President or Executive Vice President to execute the contract amendment with LiRo Engineers Inc. 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 (5-0-0).
- 4.0 Northland Beltline Corridor – 541 E. Delavan Avenue – Project Rainfall LOI** – Mr. Kucharski made a motion to enter into executive session to discuss the proposed lease of real property and financial history of the proposed tenant. The motion was seconded by Mr. Penman and unanimously carried. Following discussion, Mr. Baines made a motion to exit executive session. The motion was seconded by Mr. Kucharski and unanimously carried (5-0-0). Ms. Minkel reported in open session that no votes were taken during executive session.
- 5.0 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 has been worked through by the Project Team, with exterior framing starting to be installed. Roof drainage, sprinkler, and piping work is nearing completion. Work on the loading dock at 541 E. Delavan Avenue is 90% complete and site work moved forward in the month of April. At 612 Northland Avenue, the retaining wall for the parking lot was nearly completed in April, and curb installation and grading work was also advanced. Work on the parking lot at 714 Northland began in April. Mr. Derisley then provided an overview of the work to be completed for each component of the Phase 3 redevelopment project in May, which includes completing the sprinkler piping, roof drainage and interior concrete at 541 E. Delavan Avenue, and the buildout of the bathroom and exterior façade spray foam at 612 Northland. Onsite M/WBE participation and utilization remained stable in relation to the prior month.
- (b) Northland Corridor – Phase 4 Redevelopment Update** – Mr. Derisley provided an update regarding Phase 4 construction at 631 Northland Avenue. He reported that to date, site fencing has been established and LeChase has engaged an environmental consultant for abatement work on the project. Masonry work has begun onsite, and submittals are being prepared for the roof replacement work, which is anticipated to commence in June. M/WBE utilization is projected at 32% for this project. Ms. Gandour added that Wendel and its historic preservation consultant has been working with SHPO and NPS regarding the window replacement for the project. While a Part 2 conditional approval has been obtained, SHPO and NPS have requested additional information regarding the window glazing, which Wendel and its team are preparing a response to, which impacts the timing of the historic tax credit transaction for the project.
- (c) Northland Corridor – 741 Northland and 777 Northland Demolition Services Update** – Ms. Gandour reported that LiRo is moving forward with demolition design work, which is anticipated to be completed in 30-60 days. Following completion, the demolition work will be bid out.
- (d) Northland Corridor – Tenant & Property Management Updates** – Mr. Cannon presented an update regarding property management at Northland. Landscaping and lawn care work is underway with Landscape Associates of WNY. Comvest has received two responses to date from contractors with respect to the restaurant space restrooms at 683 Northland Avenue, and anticipates receiving at least one more response. Mr. Carretto then reported that Flat 12 paid

amounts due for 2025 but still owes base and additional rent payment for 2026. A notice of default was issued to Flat 12 by BUDC counsel. Flat 12 has until May 31st to pay outstanding rental amounts owed to BUDC. Mr. DiFrancesco then presented an update regarding Northland Corridor tenant matters. CBRE is coordinating with Golden Bird to obtain new marketing materials for 714 Northland Avenue, which are anticipated to go live shortly. CBRE is working with the Northland Workforce Training Enter on its renewal of the Alfred State space, which currently ends as of August 1st.

6.0 Buffalo Lakeside Commerce Park

- (a) 193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update** – Mr. DiFrancesco reported that the letter of intent has been fully executed with Wavepoint for the option to purchase 193 Ship Canal Parkway. CBRE is marketing the 80-200 Ship Canal Parkway parcels.

- (b) Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that LaBella has submitted the BLCR Periodic Review Report to the DEC. The DEC has provided its response on the PRR, and requested that rutting be fixed and a permanent barrier be installed to prevent cars from driving between the parking lot and CAB. BUDC is working with Talia Johnson-Huff at ECIDA to obtain pricing on these improvements, which will be POA expenses passed through to the property owners. The DEC also provided comments on the remedial alternative analysis work report and remedial action work plan for 193 Ship Canal Parkway, which is under review by LaBella. A response to DEC's comments will be prepared, which is due June 15th. Zephyr has not paid its first 2026 assessment payment to date.

Ms. Merriweather then reported that Angelo Rhodes is no longer with the organization. BUDC is seeking a new project manager for the Northland Corridor which has been shared to BUDC's website.

7.0 Executive Session – See item 4.0.

8.0 Adjournment – There being no further business to come before the Committee, the May 12, 2026 meeting of the Real Estate Committee was adjourned at 1:12 p.m.

Respectfully submitted,

Kevin J. Zanner
Secretary

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Item 2

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Brandye Merriweather, President
SUBJECT: Northland Central – Area 3 Lease Renewal to Northland Workforce Training Center
DATE: June 9, 2026

BUDC staff, in collaboration with CBRE, have entered into lease negotiations with The Economic Development Group, Inc., d/b/a Northland Workforce Training Center (“NWTC”) for approximately 9,505 SF of commercial space identified as Area 3 at Northland Central (683 Northland). NWTC plans to continue utilizing the space to provide electrical training at Northland Central.

The principal terms of the proposed lease with NWTC are as follows:

- A. Landlord: 683 Northland, LLC (an affiliate of BUDC).
- B. Tenant: The Economic Development Group, Inc., d/b/a Northland Workforce Training Center.
- C. Leased Premises: A 9,505+/- square foot portion of Area 3 in the building located at 683 Northland Avenue.
- D. Uses: NWTC will use the Premises to provide workforce training and any other appropriate and related services.
- E. Term: Seven (7) years from the current lease end date of July 31, 2026. The Renewal Term will expire on July 31, 2033.
- F. Base Rent: \$7.55/SF NNN Base Rent shall increase 2.5% per annum compounding and cumulative starting twelve (12) months following the Renewal Commencement Date.

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

- G. Security Deposit: \$0.00.
- H. Triple Net Lease: The Lease will be structured on a triple net basis. NWTC will pay its pro-rata and/or metered share of all costs associated with the 683 Northland property including all real estate taxes and assessments, general liability and property insurance, maintenance, pest control, utilities, carrying costs and other obligations and liabilities of ownership during the Lease term.
- I. Leasehold Improvements: The Leased Premises is being leased in “as is” condition.
- J. Broker Fee: Landlord’s Broker shall receive a commission from Landlord per the terms of a separate agreement.

ACTION

I am requesting that the BUDC Real Estate Committee recommend that the BUDC Board of Directors: (i) authorize 683 Northland, LLC to renew its lease with The Economic Development Group, Inc. upon the terms set forth in this memorandum; and (ii) authorize the President or Executive Vice President to execute a lease agreement with The Economic Development Group, Inc. and take such other actions as are necessary and appropriate to implement this authorization.

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Item 3

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Rebecca Gandour, Executive Vice President
SUBJECT: Northland Corridor – Phase 3 Special Inspections Contract Amendment
DATE: June 9, 2026

On August 12, 2025, The Buffalo Urban Development Corporation (BUDC) authorized an agreement with Whitestone for Special Building Inspection Services for an amount of \$20,000.

As the timeline for construction has elongated, a contract amendment in the amount not to exceed \$35,000 is needed.

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 recommend that the BUDC Board of Directors: (i) authorize BUDC to enter into a contract amendment with Whitestone for Special Building Inspection Services in an amount not to exceed \$35,000; and (ii) authorize the President or Executive Vice President to execute the contract amendment with Whitestone and take such other actions as may be necessary or appropriate to implement this authorization.