

**Buffalo Urban Development Corporation**

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

**Tuesday, March 10, 2026 at 12:00 p.m.  
95 Perry Street, 4<sup>th</sup> Floor**

**Agenda**

- 1) Minutes of February 10, 2026 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Central – 683 Northland Avenue Security Software Renewal (*Approval*) (*Enclosure*)
- 3) Northland Corridor—2026-2028 Landscaping Services Contract (*Recommendation*) (*Enclosure*)
- 4) 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
- 5) 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
- 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  
February 10, 2026  
12:00 p.m.**

**Call to Order:**

**Committee Members Present:**

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

**Committee Members Absent:**

Janique S. Curry  
Thomas Kucharski

**Officers Present:**

Brandye Merriweather, President  
Rebecca Gandour, Executive Vice President  
Mollie M. Profic, Treasurer  
Kevin J. Zanner, Secretary (*via Zoom*)

**Others Present:** James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Elizabeth Colvin, Wendel Companies; Patrick Derisley, LeChase Construction Services; Darby Fiskin, BUDC Board Member; Alexis M. Florczak, Hurwitz Fine P.C. (*via Zoom*); Brian Krygier, Director of IT, ECIDA; David Nasca, BUDC Board Member (*via Zoom*); Stephanie Pennington, LeChase Construction Services; Angelo Rhodes II, Northland Project Manager; and Paul Tronolone, Empire State Development.

**Roll Call** – The meeting was called to order at 12:43 p.m. A quorum of the Real Estate Committee was present. Ms. Minkel reported that the Audit & Finance Committee, which was scheduled to meet prior to the Real Estate Committee meeting did not establish quorum for its portion of the joint meeting of the Committees that was initially called.

- 1.0 Real Estate Committee Minutes of December 9, 2025 Meeting** – The minutes of the December 9, 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. Holden and unanimously carried (5-0-0).
- 2.0 Northland Beltline Corridor – Selection of Contractor for General Construction of 631 Northland Avenue** – Mr. Rhodes presented his February 10, 2026 memorandum regarding the selection of a contractor for the general construction of 631 Northland Avenue. Following the presentation, Mr. Penman made a motion to recommend that the BUDC Board of Directors: (i) approve BUDC entering into an agreement with LeChase Construction Services, LLC for the

general construction of Phase 4 of Northland Corridor Redevelopment, for an amount not to exceed \$16,333,741.00, contingent upon the recommendation of the BUDC Audit and Finance Committee to advance the proposed financing package for Phase 4 construction to the BUDC Board of Directors; and (ii) authorize the President or Executive Vice President to execute the agreement with LeChase Construction Services, LLC 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).

### **3.0 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 some concrete work at 541 E. Delavan Avenue building has taken place. Exterior and interior work at the 612 “B” Northland building is moving forward, along with installation of the overhead door and some plumbing work. Ms. Pennington then presented an update regarding M/WBE utilization. Onsite workforce participation for Phase 3 is 20% minority and 8% women as of January 31, 2026. Mr. Derisley then presented a schedule update for each component of the Phase 3 redevelopment project. In response to a question from Ms. Minkel, Mr. Derisley reported that while the cold weather stretch has compressed the construction schedule, no project delays are anticipated.

**(b) Northland Corridor – Phase 4 Redevelopment Update** – Mr. Rhodes and Ms. Colvin reported that the window mock-up for 631 Northland Avenue received positive feedback from SHPO. Ms. Colvin added that LiRo, Wendel’s brownfield cleanup program subconsultant for the project, is awaiting soil testing results and is taking groundwater samples on-site today.

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

Mr. DiFrancesco presented an update regarding Northland Corridor tenant matters. A lease amendment with Professional Culinary Academy is being finalized. Mr. Cannon then presented an update regarding property management at Northland. Three contractors have been identified for the work on the lavatory in the restaurant space at 683 Northland Avenue. Comvest has released a request for proposals for landscaping services for the Northland Corridor, with responses due February 20<sup>th</sup>. Ms. Gandour added that a recommendation will be presented to the Real Estate Committee and Board of Directors for review and approval. Mr. Carretto then presented updated cash flow figures for the Northland properties as of December 31, 2025.

**(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** – Ms. Gandour reported that BUDC received an offer yesterday regarding the 193 Ship Canal Parkway parcel, which is under review by BUDC staff and CBRE.

**(b) Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that year-end billing had been sent to property owners. BUDC has paid its invoice, with invoices from Uniland and Zephyr remaining unpaid to date. It is anticipated that a request for proposals for landscaping and snow removal services will be released, as contracts for these services expire this year.

### **5.0 Executive Session** – None.

**6.0** **Adjournment** – There being no further business to come before the Committee, the February 10, 2026 meeting of the Real Estate Committee was adjourned at 1:14 p.m.

Respectfully submitted,

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Kevin J. Zanner

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**Item 2**

**MEMORANDUM**

**TO: BUDC Real Estate Committee**  
**FROM: Angelo Rhodes II, Northland Project Manager**  
**SUBJECT: Northland Central – 683 Northland Avenue Security Software Renewal**  
**DATE: March 10, 2026**

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Since the completion of construction at 683 Northland Avenue, BUDC’s property management team has been utilizing a proprietary software subscription service, SiVeillance by Siemens Industry, Inc. (Siemens) for building security. Northland Beltline Corridor property manager, Comvest Real Estate Management, has received a proposal from Siemens to renew this software subscription for a three-year term commencing retroactive to October 1, 2025, and ending on September 30, 2028.

The total contract value is \$24,265.73. An annual cost breakdown for the term of the agreement is set forth below:

- Year 1: \$7,659.63
- Year 2: \$8,080.92
- Year 3: \$8,525.18

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 March meeting of the BUDC Board of Directors.

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 specialized software that BUDC has invested significant costs into. Switching to a different security system vendor would require extensive start-up expenses estimated by Comvest to be over \$300,000 as the system, equipment and potentially the wiring would need to be replaced.

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**ACTION:**

I am requesting that the BUDC Real Estate Committee: (i) approve 683 Northland LLC entering into a three-year agreement with Siemens Industry, Inc. for the SiVeillance security subscription at a total cost of \$24,265.73; 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 3**

**MEMORANDUM**

**TO: BUDC Real Estate Committee**  
**FROM: Angelo Rhodes II, Northland Project Manager**  
**SUBJECT: Northland Corridor—2026-2028 Landscaping Services Contract**  
**DATE: March 10, 2026**

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On January 29, 2026, Comvest Real Estate Management issued a request for proposals (RFP) on behalf of Buffalo Urban Development Corporation (BUDC) for mowing and landscaping services for the Northland Corridor. The contract award is for a three-year term beginning April 1, 2026, with services to be provided through October 31<sup>st</sup> of each contract year through 2028.

The RFP was posted on the BUDC website and advertised in the New York Contract Reporter. On February 25, 2026, Comvest and BUDC received seven (7) proposals from contractors. The proposals were reviewed and evaluated by Comvest Real Estate Management in coordination with BUDC staff.

After reviewing the proposals, it is recommended that a contract be awarded to Landscape Associates. Of the contractors that submitted proposals, Landscape Associates was the lowest qualified bidder, demonstrated the necessary capacity for the project, and possesses the relevant experience to complete the scope of services. The contract between Comvest Real Estate Management and Landscape Associates for mowing and landscaping services is for a not to exceed amount of \$140,273.00 for the three (3) year contract term.

**ACTION:**

I am requesting that the BUDC Real Estate Committee 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.

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