

Buffalo Urban Development Corporation

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Buffalo Urban Development Corporation Meeting of the Real Estate Committee

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

Agenda

- 1) Minutes of April 14, 2026 Meeting (*Approval*) (*Enclosure*)
- 2) Northland Central – 683 Northland Water Treatment Management Services Agreement (*Approval*)(*Enclosure*)
- 3) Northland Beltline Corridor – 741 and 777 Northland Avenue Demolition Design Services Contract Amendment (*Recommendation*)(*Enclosure*)
- 4) Northland Beltline Corridor – 541 E. Delavan Avenue – Project Rainfall LOI (*Recommendation*) (*Handout To Be Distributed*)
- 5) Northland Beltline Corridor - (*All Are Information Items*)
 - a) Northland Corridor – Phase 3 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
- 6) 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
- 7) Executive Session
- 8) Adjournment

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

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

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

Call to Order:

Committee Members Present:

Thomas Baines
Elizabeth Holden
Kimberly Minkel (Committee Chair)
Thomas Kucharski

Committee Members Absent:

Scott Bylewski
Janique S. Curry
Dennis M. Penman

Officers Present:

Rebecca Gandour, Executive Vice President
Mollie M. Profic, Treasurer
Atiqa Abidi, Assistant Treasurer

Others Present: Joseph Akel, LeChase Construction Services (via Zoom); James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Liz Colvin, Wendel (via Zoom); Kimberly Danna, Solar Simplified (via Zoom); Patrick Derisley, LeChase Construction Services; Alexis M. Florczak, Hurwitz Fine P.C.; Brian Krygier, Director of IT, ECIDA; Sasha Lukevenko, Solar Simplified (via Zoom); Angelo Rhodes II, Northland Project Manager; Mile Rogalski, LaBella Associates; William Siegner, Mayor's Office of Strategic Planning (via Zoom); and Deborah Zarbo, Frey Electric.

Roll Call – The meeting was called to order by the Chair at 12:07 p.m. A quorum of the Real Estate Committee was determined to be present.

1.0 Real Estate Committee Minutes of March 10, 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 (4-0-0).

2.0 Northland Corridor – LeChase Construction Services, LLC - Second Contract Amendment – Ms. Gandour presented her April 14, 2026 memorandum regarding a proposed second amendment to the LeChase Construction Services, LLC Phase 3 construction contract. In response to a question from the Committee, Mr. Derisley provided additional detail regarding the underground structure found at 541 E. Delavan, noting it was clean from an NYSDEC perspective. In response to a question from Ms. Minkel, Mr. Akel and Mr. Rogalski discussed the requested extension of the substantial completion date and whether work continuing in winter will further impact the project schedule. Mr. Akel stated that LeChase anticipates completing the framing of the 541 E. Delavan building over the summer, with installation of the terra cotta panels to occur during the late winter/early spring. Mr. Akel also provided an overview of the terra cotta panel

creation process and the subcontractor's need to have field-verified measurements prior to ordering the panels. Mr. Rogalski added that the LaBella team is working with Boston Valley Terra Cotta to advance the ordering process. Following the discussion, Mr. Kucharski made a motion to 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 the 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, and to take such other actions as may be necessary or appropriate to implement this authorization. The motion was seconded by Mr. Baines and unanimously carried (4-0-0).

3.0 Northland Corridor – Phase 4 Wendel Contract Amendment – Mr. Rhodes presented his April 14, 2026 memorandum regarding the third amendment to BUDC's agreement with Wendel. Ms. Holden made a motion to recommend that the Board of Directors: (i) authorize the third amendment to BUDC's agreement with Wendel in an amount not to exceed \$89,500 for the services described in this memorandum; and (ii) authorize the President or Executive Vice President to execute the second amendment 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 (4-0-0).

4.0 Northland Corridor – Phase 4 Special Inspection Services – Mr. Rhodes presented his April 14, 2026 memorandum regarding special inspection services required for the Phase 4 project. Mr. Kucharski made a motion to 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 in 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. The motion was seconded by Ms. Holden and unanimously carried (4-0-0).

5.0 Northland Corridor – Phase 4 Air Monitoring Services – Mr. Rhodes presented his April 14, 2026 memorandum regarding air monitoring services required for the Phase 4 project. In response to a question from Ms. Minkel, Ms. Colvin clarified that the air and lead monitoring services are to analyze potential worker exposure. Ms. Minkel made a motion to 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 monitoring services in 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. The motion was seconded by Mr. Baines and unanimously carried (4-0-0).

6.0 Northland Central – 683 Northland Avenue Building Automation & Fire Service Systems – Mr. Rhodes presented his April 14, 2026 memorandum regarding building automation and fire services 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. In response to a question from Mr. Kucharski regarding the single source procurement of these services, Ms. Gandour and Mr. Cannon explained that the Siemens system is part of the 683 Northland building and would cost an estimated \$300,000 to replace the system, equipment, and wiring for a different system. Mr. Kucharski made a motion to 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 and Fire services at a total cost of \$131,200 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).

7.0 Buffalo Lakeside Commerce Park – Option Agreement with Wavepoint 3PL, Inc. for 193 Ship Canal Parkway – At the start of this presentation, Ms. Gandour noted that this item would be presented for informational purposes only. Following the presentation, Ms. Gandour and Ms. Florczak discussed the appraisal received for the property and staff's recommendation to proceed with a less than fair market value sale, as the property has been on the market for over 20 years. Ms. Florczak also noted that the BUDC Board of Directors would be required to review information regarding the transaction and find that there is no reasonable alternative to selling the property for less than fair market value.

8.0 Northland Corridor – Community Solar Presentation – Ms. Gandour introduced Ms. Zarbo from Frey Electric and Ms. Danna and Mr. Lukovenko from Solar Simplified for a presentation on the community solar component of Phase 3 redevelopment at Northland. Ms. Zarbo began the presentation and shared slides to provide an overview of the project and community solar program. She then provided an update on the construction schedule, noting that design plans have been submitted to National Grid for approval. An interconnection study by National Grid will be completed by May 13, 2026. Construction of the community solar project is anticipated to begin in September 2026, with close-out to occur November 2026. Mr. Lukovenko then provided an overview of Solar Simplified's proposed marketing efforts to enroll nearby residents in the community solar program. Participating residents will receive a 10% discount on their electricity bills. Priority registration will begin with residents immediately near the Northland Corridor, and if needed, will expand to a larger target area around Northland if target enrollment figures are not achieved within the immediate area. Enrollment will begin this spring and is anticipated to wrap up in October 2026. It is estimated that 150 households will be needed to reach full enrollment in the community solar program.

9.0 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 March, with retaining wall work and grading also taking place. Exterior wall work and MEP coordination will take place at 541 E. Delavan Avenue in April. Work on exterior walls and excavation for retaining walls at 612 Northland took place in March, with this work and concrete work continuing in April. Mr. Derisley provided the Committee with an update regarding project challenges, which impact structural steel framing at 541 E. Delavan and sanitary line identification. 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. Derisley reported that LeChase is working through permit submittals and is gearing up to mobilize. He provided an overview of the construction schedule for 631 Northland Avenue, which includes interior and exterior demolition and abatement, roof replacement taking place this summer, and work relating to window replacement and site improvements. M/WBE utilization is projected at 32% for this project. In response to a question from Ms. Holden, Mr. DiFrancesco reported that CBRE has begun marketing the property and there is interest in the property.

(c) Northland Corridor – Tenant & Property Management Updates – Mr. Cannon presented an update regarding property management at Northland. Work on the clean lab at the Northland Workforce Training Center is in process. Architectural drawings for the restaurant space restrooms at 683 Northland have been completed and will be distributed to three contractors to obtain cost estimates. Mr. DiFrancesco then presented an update regarding Northland Corridor tenant matters. Golden Bird, the owner of Well Worth Products, has elected not to

renew its lease at 714 Northland Avenue. CBRE will begin to market the space, which will be available after September 30, 2026. Mr. Carretto then reviewed updated financials for the Northland Corridor properties. He noted that Flat 12 Mushrooms made a partial payment on base and additional rent owed, with additional sums still owing.

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

10.0 Buffalo Lakeside Commerce Park

(a) 193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update – Ms. Gandour noted that there are no updates regarding these properties at this time.

(b) Buffalo Lakeside Commerce Park Property Owners Association – Ms. Gandour and Ms. Profic reported that the first 2026 assessment invoices have recently been issued to all property owners. LaBella Associates is reviewing the preliminary Periodic Review Report for BLCF.

11.0 Executive Session – None.

12.0 Adjournment – There being no further business to come before the Committee, the April 14, 2026 meeting of the Real Estate Committee was adjourned at 1:15 p.m.

Respectfully submitted,

Alexis M. Florczak
Secretary of the Meeting

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Item 2

MEMORANDUM

TO: BUDC Real Estate Committee
FROM: Rebecca Gandour, Executive Vice President
SUBJECT: Northland Central – 683 Northland Water Treatment Management Services Agreement
DATE: May 12, 2026

Since the completion of construction at 683 Northland Avenue, BUDC’s property management team has coordinated the water treatment management program required by the New York State Department of Health for two onsite cooling towers. In March 2026, Northland Beltline Corridor property manager, Comvest Real Estate Management, solicited three (3) bids for the service and received two (2) proposals. After reviewing the proposals, Comvest Real Estate Management is recommending Azure Planet Solutions (Azure). As the only bidder with direct experience with the building’s specific system, Azure offers the best value. The proposed three-year agreement would run from October 1, 2026, to September 30, 2029, at an annual cost of \$8,080, totaling \$24,240.

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 May 2026 meeting of the BUDC Board of Directors.

ACTION:

I am requesting that the BUDC Real Estate Committee 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 authorize the President or Executive Vice President of BUDC to execute the agreement with Azure Planet Solutions 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: Rebecca Gandour, Executive Vice President
SUBJECT: Northland Corridor – 741 and 777 Northland Avenue Demolition Design Services Contract Amendment
DATE: May 12, 2026

In September 2026, the BUDC Board of Directors approved a contract in the amount of \$116,008 to LiRo Engineers, Inc. for demolition design services for 741 Northland Avenue and 777 Northland Avenue including construction administration services.

As the project advances, LiRo has proposed an amendment for additional services to meet State Historic Preservation Office (SHPO) requirements for a series of mitigation measures, including comprehensive historic building documentation and the development of interpretive displays that convey the historical and architectural significance of the properties and their role within the broader Northland industrial corridor. LiRo proposed to team with Azar Design Company (MBE) for implementation of a documentation program consistent with SHPO Historic Structure Documentation Standards and HABS/HAER best practices, tailored to the industrial complexity and significance of the site.

The additional scope will include:

- Preparation of Historic Building Documentation and the development of an Interpretive Display for 777 and 741 Northland Avenue;
- High-resolution photographic documentation of exterior and preparation of a historical narrative for 741 and 777 Northland utilizing content from previous reports, historic district nominations and available CRIS resources;
- A comprehensive historic narrative including: History of the Otis Elevator Company in the Northland Corridor starting in 1903; Architecture and Otis operations at 777 Northland from 1903 through the cold war; and Operations at 741 Northland from 1942 (Otis) through Curtis Wright/Bell Aircraft Co.

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Work will be completed to the Secretary of the Interior's Professional Qualification Standards and will conform to SHPO Historic Structure Documentation Standards. Mitigation measures will be completed in accordance with consultation requirements established by the New York State Office of Parks, Recreation and Historic Preservation (OPRHP), Division for Historic Preservation (SHPO).

The total cost for these additional services will not exceed \$45,319.00. 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 LiRo Engineers Inc. in the amount of \$45,319.00 for demolition design services for 777 and 741 Northland Avenue and (ii) authorize the President or Executive Vice President to execute an agreement with LiRo Engineers Inc. and take such other actions as may be necessary or appropriate to implement this authorization.