

**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 BLCP.

**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,



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Alexis M. Florczak  
Secretary of the Meeting