

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

**Via Video Conference Call & Live Stream Audio**

**August 23, 2022  
12:00 p.m.**

**Committee Members Present:**

Janique S. Curry  
Elizabeth A. Holden  
Thomas A. Kucharski  
Brendan R. Mehaffy  
Kimberley A. Minkel, Chair  
Dennis M. Penman

**Committee Members Absent:**

Maria R. Whyte

**Officers Present:**

Brandye Merriweather, President  
Rebecca Gandour, Executive Vice President  
Mollie Profic, Treasurer  
Kevin J. Zanner, Secretary  
Atiqa Abidi, Assistant Treasurer

**Guests Present:** Zaque Evans, Senior Economic Development Specialist, Erie County Executive's Office; Alexis M. Florczak, Hurwitz Fine P.C.; Ellen Grant, Deputy Mayor, City of Buffalo; Soma Hawramee, ECIDA Compliance Officer; Laurie Hendrix, ECIDA Administrative Coordinator; Thomas Mancuso, Mancuso Business Development Group; Antonio Parker, BUDC Project Manager; Alexa Sass, BUDC Intern; and Paul Tronolone, Empire State Development.

**Roll Call:** The meeting was called to order at 12:03 p.m. A quorum was not present. Agenda items 3(a) through (e) were presented first for informational purposes only. Ms. Curry and Ms. Holden joined the meeting during the presentation of item 3(e). At 12:10 p.m., the Secretary called the roll and a quorum of the Committee was determined to be present. Mr. Mehaffy joined the meeting during executive session.

The meeting was held via Zoom in accordance with the provisions of Article 7 of the Public Officers Law, as amended effective January 14, 2022, which authorizes public bodies to conduct meetings and take such action authorized by law without permitting in public in-person access to meetings and to authorize such meetings to be held remotely by conference call or similar service, provided that the public has the ability to view or listen to such proceeding and that such meetings are recorded and later transcribed.

**1.0 Approval of Minutes – Meeting of July 21, 2022** – The minutes of the July 21, 2022 Real Estate Committee meeting were presented. Mr. Penman made a motion to approve the meeting minutes. The motion was seconded by Ms. Curry and unanimously carried (5-0-0).

## **2.0 Northland Corridor – Property Management Agreement Renewal Approval** –

Ms. Gandour presented her August 23, 2022 memorandum regarding a proposed one-year renewal of the property management and leasing services agreement with Mancuso Business Development Group. Following this presentation, Mr. Penman made a motion to recommend that the BUDC Board of Directors: (i) approve a one (1) year renewal of the agreement with Mancuso Business Development Group for property management and leasing services for Northland Beltline Corridor for the period of January 1, 2023 through December 31, 2023, consistent with the provisions outlined in Ms. Gandour's memorandum; and (ii) authorize the BUDC President or Executive Vice President to execute such documents as may be necessary or appropriate to renew the agreement on behalf of BUDC and 683 Northland Master Tenant, LLC. The motion was seconded by Ms. Minkel and unanimously carried (5-0-0).

## **3.0 Northland Beltline Corridor**

(a) **Northland Corridor – NWTC/ESD/BUDC MOU** – Ms. Gandour reported that the memorandum of understanding is fully executed.

(b) **Northland Central – Phase I Construction Additional HVAC Work Claim Update** – Mr. Zanner reported that the discovery process has commenced and counsel has exchanged documents with attorneys for the insurance carriers.

(c) **Northland Corridor – Tenant & Property Management Updates** – Mr. Mancuso presented the Northland Corridor tenant and property management update. The next tenant meeting relating to the common area security program will take place on Thursday, August 25<sup>th</sup>. Sparkcharge has decided not to exercise its three-year option for its current space at 683 Northland and is looking at other properties to relocate its operations, including 612 Northland. The Albright Knox Art Gallery (AKAG) lease at 612 Northland is set to expire at the end of August 2022. AKAG anticipates remaining in the space until the end of November 2022. The pending vacant space at 612 Northland is generating market interest. The parking lots at Northland have been sealed and striped.

(d) **Northland Corridor – Community Solar & Microgrid Project** – Ms. Gandour reported that BUDC is waiting on engineering information from National Grid and anticipates having this information back soon.

(e) **Northland Corridor – Build Back Better Update** – Ms. Gandour informed the Committee that BUDC received a visit from EDA representative Ed Hummel and provided Mr. Hummel with a tour of the Northland Corridor and the Northland Workforce Training Center. BUDC is hoping to hear back from EDA regarding grant funding soon. Mr. Kucharski added that the EDA's grant funding announcement could be made within the next few weeks.

## **4.0 Buffalo Lakeside Commerce Park**

(a) **Zephyr Investors Update** – Ms. Gandour indicated that closing documents have been prepared for the land sale to Zephyr and Zephyr has provided authorization to close. It is anticipated that closing will occur in the next few days.

(b) **193 Ship Canal Parkway – Prospect Update** – Ms. Gandour reported that the exclusivity agreement with The Krog Group, LLC has been signed. The next steps include learning more about Krog's use of the parcel and negotiating the terms of a Land Sale Agreement.

(c) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour indicated that she anticipates a meeting of the Property Owners Association will be held after the Zephyr transaction has closed.

**(d) 80, 134, 158 and 200 Ship Canal Parkway** – Mr. Kucharski made a motion for the Committee to enter into executive session to discuss: (i) the proposed sale of real property at of the parcels at 80, 134, 158 and 200 Ship Canal Parkway and the proposed lease of 612 Northland on the basis that public discussion of the proposed transactions would substantially affect the value of the properties. The motion was seconded by Ms. Holden and unanimously carried (5-0-0). At the conclusion of the executive session, Mr. Penman made a motion to exit executive session, which was seconded by Mr. Mehaffy and unanimously carried (6-0-0). Mr. Kucharski then made a motion to recommend that the BUDC Board of Directors approve BUDC entering into an exclusivity agreement with Savarino Companies regarding 80, 134, 158 and 200 Ship Canal Parkway. The motion was seconded by Mr. Mehaffy and unanimously carried (6-0-0).

**5.0 Executive Session** – Yes, see item 4(d).

**6.0 Adjournment** – There being no further business to come before the Committee, the August 23, 2022 meeting of the Real Estate Committee was adjourned at 1:21 p.m.

Respectfully submitted,

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Kevin J. Zanner  
Secretary