

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

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

**December 15, 2020  
12:00 p.m.**

**Committee Members Present:**

Janique S. Curry  
Thomas A. Kucharski  
Brendan R. Mehaffy  
Dennis M. Penman  
Craig A. Slater, Chair

**Committee Members Absent:**

Kimberley A. Minkel  
Maria R. Whyte

**Officers Present:**

Peter M. Cammarata, President  
Brandye Merriweather, Vice President, Downtown Development  
Rebecca Gandour, Vice President, Finance & Development  
Mollie Profic, Treasurer  
Kevin J. Zanner, Secretary  
Atiqa Abidi, Assistant Treasurer

**Guests Present:** Evan Y. Bussiere, Hurwitz & Fine, P.C.; Arthur Hall, BUDC; Thomas Mancuso, Mancuso Business Development Group; and Paul Tronolone, Empire State Development.

**Roll Call:** The meeting was called to order at 12:20 p.m. A quorum of the Committee was present.

The meeting was held via video/telephone conference in accordance with the provisions of Executive Order 202.15, issued by Governor Andrew Cuomo on March 12, 2020, as amended. The meeting was also live-streamed to the general public and recorded. A transcript of the meeting will be made available at a later date.

**1.0 Approval of Minutes – Meeting of November 17, 2020** – The minutes of the November 17, 2020 Real Estate Committee meeting were presented. Mr. Kucharski made a motion to approve the meeting minutes. The motion was seconded by Mr. Penman and unanimously carried (5-0-0).

**2.0 Northland Beltline Corridor**

**(a) Northland Central – Garwood Medical Build-out Update** – Mr. Cammarata updated the Committee regarding the Garwood Medical tenant improvements that are under construction and presented renderings of the office space. Garwood Medical is on track to complete the tenant improvements by the end of January 2021. Rent payments commenced as of December 1<sup>st</sup>.

- (b) **Northland Central – Retech Systems Build-out Update** – Mr. Cammarata updated the Committee regarding the Retech Systems tenant improvements work. Gilbane continues to work on the buildout of the manufacturing space, including electrical work and installation of concrete pads for the delivery areas. While substantial progress has been made, Mr. Cammarata indicated that the work may not be complete by December 31, 2020.
- (c) **Northland Central – NYSERDA Grant Update** – Mr. Cammarata updated the Committee regarding the LEED designation for Northland Central. He noted that BUDC staff completed the commissioning certification application that is required to obtain the LEED designation for the building. While it was anticipated that the building would receive bronze LEED designation only, the building may achieve a silver LEED designation. Mr. Mancuso indicated that a kick-off meeting is scheduled for December 17<sup>th</sup> with NYSERDA to discuss performance evaluation, sub-metering and energy efficiency matters.
- (d) **Northland Central – Parking and Signage** – Mr. Mancuso updated the Committee regarding parking and signage matters. He noted that the updated monument sign shows all current tenants at 683 Northland. He reported on parking, noting that there are currently 390 spots on the campus with an additional 40 spaces of on-street parking. He commented on the difficulty of having designated spots for students, visitors and employees and noted that additional parking spaces will become available with the acquisition of the Plesh properties. He also stated that parking lots have been re-named and that Cooper Signs, a WBE company, assisted with the installation of new parking signage and modification of current signage.
- (e) **Northland Central – Prospect Update** – Mr. Cammarata commented on the recent *Buffalo Business First* article regarding Bank on Buffalo's announcement of a new branch location at 683 Northland. Mr. Cammarata confirmed that there are ongoing lease discussions with Bank on Buffalo for approximately 1300 square feet of space at 683 Northland.
- (f) **Northland Corridor – BOA, EDA Grant Application (631) & Misc. Updates** – Mr. Hall presented the Northland Corridor update. He noted that BUDC staff continues to make changes to the draft BOA and is working with the Buffalo Sewer Authority on mapping issues. He reported on a LISC grant that will be utilized to solicit feedback on placemaking in the corridor. Mr. Hall indicated that the UB Urban Planning and Real Estate Studio presented its final plan for the corridor, and that the final plan document is available for review. He also reported that banners have been hung along Northland and Schauf Avenues.
- (g) **Northland Corridor – Community Solar & Microgrid Project Update** – Ms. Gandour reported that ESD is expected to consider at its December 17<sup>th</sup> Board meeting a \$200,000 grant to BUDC for the campus energy microgrid and community solar project for the Northland corridor. She noted that BUDC will be working with Frey Electric once the funding is secured.
- (h) **Plesh/BUDC Land Exchange Update** – Mr. Bussiere presented a brief report on the Plesh land exchange transaction. Title commitments have been circulated and draft closing documents are being prepared and reviewed.
- (i) **COB/BUDC Land Exchange Update** – Mr. Bussiere presented a brief report regarding the City of Buffalo/NorDel II, LLC land exchange transaction, noting that Hurwitz and Fine received the executed documents from the City and will be recording the deeds this week to complete the land exchange transaction.

### 3.0 **Buffalo Lakeside Commerce Park**

- (a) **Uniland Development Land Sale Agreement – Third Amendment** – Mr. Cammarata presented a proposed amendment to the Land Sale Agreement (LSA) with Uniland for the sale of 255 Ship Canal Parkway. He reported that Uniland has requested that BUDC extend the due diligence period through February 28, 2021 and amend the definition of the term “Project” in the LSA to include a solar project. Uniland also requested that BUDC consent to Uniland executing a NYS Brownfield Cleanup Program (BCP) application and related documentation and to conduct testing in furtherance of a BCP project at the site. Mr. Cammarata commented on the change of use request, noting that this would be the first solar power generation project located within the City of Buffalo. The Committee discussed the Uniland requests. Mr. Mehaffy noted that the limitations of the site are well known and that a solar project would align with the Mayor’s Smart City initiatives. He also noted that the non-permanent nature of the solar project would not necessarily prohibit future development of the site. Mr. Kucharski commented on the impact of soil conditions on the feasibility of constructing buildings on the site. Mr. Slater expressed reservations regarding the Uniland request for consent to execute a NYS Brownfield Cleanup Program application, indicating that Uniland should first purchase the property then submit its own BCP application. At the end of the discussion, Mr. Penman made a motion to recommend that the Board of Directors approve an amendment to the Land Sale Agreement to extend the due diligence period through February 28, 2021 and to amend the definition of the term “Project” in the agreement to include a solar project. The motion was seconded by Ms. Curry and unanimously carried (5-0-0).
- (b) **193 Ship Canal Parkway Prospect & LaBella SIWP Update** – Mr. Cammarata noted that the prospect is awaiting further information from NYSDEC regarding its investigation of the site, which is expected after January 1, 2021.
- (c) **BLCP – Zephyr Investors, LLC Land Sale Agreement Update** – No update was presented for this item.
- (d) **Parcel 3 – Arcadis FER/SMP Certification Project Update** – Mr. Cammarata reported that Arcadis submitted the final engineering report and soil management plan to NYSDEC. BUDC is waiting for a response, which is expected after January 1, 2021.
- (e) **NYS DOT Skyway Alternatives Study** – Mr. Tronolone discussed the two traffic alternatives under consideration with respect to the Skyway project and the proposed traffic patterns that could be established if the Skyway were removed. He noted that the second alternative plan has been designated for approval and has been circulated to all cooperating agencies subject to a fifteen day comment period. He noted that the second alternative route would not affect the BLCP wetlands area of the land under contract with Zephyr.
- (f) **Snow Removal Service & Maintenance** – Mr. Cammarata shared images of the debris at the end of the canal resulting from the recent windstorm and commented on the collaborative efforts of BUDC and the City of Buffalo Department of Public Works to remove the debris.
- 4.0 308 Crowley Update** – Mr. Cammarata updated the Committee regarding the Section 106 process and the select demolition negotiations with SHPO. A public meeting will be held soon with respect to the Section 106 process. Mr. Mehaffy noted that the Buffalo Municipal Housing Authority (BMHA) recently awarded redevelopment contract work for three BMHA properties, including Shaffer Village, which is located adjacent to the 308 Crowley site. Mr. Penman disclosed to the Committee that his firm, Penman Development Partners, was selected by BMHA to redevelop Shaffer Village and that given the proximity of Shaffer Village to the 308 Crowley site, he would abstain from discussion and voting on any matters pertaining to the 308 Crowley site.

**5.0 Adjournment** – There being no further business to come before the Committee, upon motion made by Ms. Curry, seconded by Mr. Mehaffy and unanimously carried, the December 15, 2020 meeting of the Real Estate Committee was adjourned at 1:10 p.m.

Respectfully submitted,



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Kevin J. Zanner  
Secretary