

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

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

**September 22, 2020  
12:00 p.m.**

**Committee Members Present:**

Janique S. Curry  
Thomas A. Kucharski  
Kimberley A. Minkel  
Dennis M. Penman  
Craig A. Slater, Chair

**Committee Members Absent:**

Brendan R. Mehaffy  
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 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 12:03 p.m. A quorum of the Committee was present. Mr. Kucharski joined the meeting during executive session.

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 August 18, 2020** – The minutes of the August 18, 2020 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 (4-0-0).

**2.0 Northland Beltline Corridor**

**(a) Northland Corridor – Amended & Restated Leasing Policy** – Mr. Cammarata noted that copies of the recently approved Amended and Restated Leasing Policy for Northland Corridor Properties were included in the meeting agenda packet circulated to the Committee members in advance of the meeting.

- (b) **Northland Corridor – Lease Modification** – Mr. Penman made a motion for the Committee to enter into executive session to discuss the financial or credit history of Northland Central tenant Manna Culinary, in connection with its request for a lease modification. The motion was seconded by Ms. Minkel and unanimously carried (4-0-0). At the end of the discussion in executive session, Mr. Penman made a motion to exit executive session. The motion was seconded by Ms. Minkel and unanimously carried (5-0-0). Mr. Penman commented on the significant adverse impact of the COVID-19 pandemic on Manna Culinary’s original business plan, including its projected revenues. He then made a motion for the Committee to approve an amendment to the Manna Culinary rent schedule to reduce the total rent payments over the five-year term of the lease by \$23,890. The motion was seconded by Mr. Kucharski and unanimously carried (5-0-0).
- (c) **Northland Corridor – Snow Removal Proposals** – Mr. Cammarata reviewed with the Committee the August 18, 2020 memorandum of Mancuso Business Development Group regarding the solicitation for Northland Corridor snow removal services. Proposals from snow removal contractors were requested for a three-year period. BUDC received four responses, all which were either minority-owned or women-owned business enterprises. Landscape Associates of WNY submitted the lowest cost proposal in the amount of \$120,000 per year. Mr. Cammarata noted the dollar amounts of the other three proposals, which ranged from \$150,000 to \$248,400. Mr. Mancuso commented on BUDC’s favorable prior experience with Landscape Associates of WNY. He also noted that the company is a women-owned business and has all of the necessary equipment to perform the work. At the conclusion of the discussion, Ms. Minkel made a motion to recommend that the Board of Directors approve a three-year contract with Landscape Associates of WNY for snow removal services in the Northland Corridor in the amount of \$120,000 per year. The motion was seconded by Ms. Curry and unanimously carried (5-0-0).
- (d) **Northland Corridor – Beltline BOA, LISC Grant & Misc. Updates** – Mr. Hall presented the Northland Corridor update. He reported that the LISC grant has been completed and a final report has been submitted to LISC. Works continues on the BOA, with modifications being made to maps and demographic data. Mr. Hall informed the Committee that BUDC has completed its final reimbursement submission to ESD for the Restore NY IV grant and that wire instructions have been provided to ESD for the Restore NY V grant. He also commented on BUDC’s pursuit of an EDA grant for rehabilitation of 631 Northland and a letter of support for the Center for Creative Land Recycling (CCLR). Mr. Cammarata noted that the Business First Brick-by-Brick awards presentation will be held virtually on September 24<sup>th</sup> and that two BUDC projects, Northland Phase II and 612 Northland, have been nominated in the adaptive reuse category.
- (e) **Northland Corridor – Community Solar & Microgrid Update** – Ms. Gandour reported that the campus energy microgrid and community solar project for the Northland Corridor remains on pause, pending ESD Board review and approval of grant funding for the project.
- (f) **Northland Central – Retech Construction Update** – Mr. Cammarata reported that Retech has begun moving equipment into its leased space and continues to progress in its build-out of the space.
- (g) **Northland Central – Rodriguez Construction Update** – Mr. Cammarata reported that Rodriguez Construction has commenced its tenant build-out work, including drywall installation. The tenant remains on schedule to complete the work by the November 1, 2020 rent commencement date.
- (h) **Northland Central – Parking Update** – Mr. Mancuso updated the Committee on the current parking situation in the Northland Corridor. There are currently 440 available spaces in the corridor. A meeting was held this past June with Northland tenants to discuss a parking plan for

the corridor. The next meeting will be held October 1<sup>st</sup>. He noted that the acquisition of 714 Northland has helped address parking overflow.

- (i) **537 E. Delavan – Subdivision Update** – Mr. Bussiere presented a brief report on the subdivision process, noting that the approval for the subdivision has been obtained from the City of Buffalo Planning Board.
- (j) **541 E. Delavan – Construction Update** – Mr. Cammarata reported that Apollo Steel is working through punch-list items and is expected to complete its work by the first week of October. All other contractors remain on pause until Restore NY V funds are received.
- (k) **612 Northland – Re-opening & Exhibit Update** – Mr. Cammarata noted that Albright-Knox is planning to reopen next week with a new exhibit. Attendance will be reservation-based.
- (l) **Plesh Gate & Land Exchange Update** – Mr. Bussiere presented a brief report on the Plesh land exchange transaction. Plesh counsel has issued a title commitment for its parcels and updated title searches have been ordered in order for BUDC counsel to prepare its title commitment.
- (m) **NorDel II/COB Land Exchange Update** – Mr. Bussiere presented a brief report on the City of Buffalo/NorDel II, LLC land exchange transaction, noting that all required documents have been provided to City of Buffalo counsel for review.

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

- (a) **193 Ship Canal Parkway – Prospect Update** – Mr. Cammarata reported that a draft land sale agreement was prepared and circulated to a prospective purchaser on September 1<sup>st</sup>.
- (b) **193 Ship Canal Parkway – LaBella Supplemental Investigation Proposal** – Mr. Cammarata reported on the resubmission to NYSDEC of the LaBella Associates supplemental investigation for 193 Ship Canal Parkway.
- (c) **Parcel 3 –Arcadis FER/SMP Certification Project Update** – Mr. Cammarata reported that Arcadis submitted the final engineering report and soil management plan to NYSDEC on August 7<sup>th</sup>. NYS Department of Health is also reviewing the report and SMP.
- (d) **BLCP – Uniland Development Co. Land Sale Agreement Update** – Mr. Cammarata reported that BUDC and Uniland executed an amendment to the land sale agreement on August 31<sup>st</sup>, which extends the developer’s due diligence period through December 31, 2020.
- (e) **BLCP – Zephyr Investors, LLC Land Sale Agreement Update** – No update was presented for this item.
- (f) **Canal Wall Lighting Repairs** – Mr. Cammarata reported on weather-related damage to the canal lighting, which has occurred over the past several years. The current repair estimate is \$20,000 and BUDC is looking at alternatives to remedy the issue, including possible decommissioning of the lighting.
- (g) **BLCP – Landscaping and Plowing** – Mr. Cammarata reported that BUDC has issued a request for proposals for landscaping and snowplowing services at BLCP. A recommendation will be presented at the October meeting of the Committee.

- 4.0 308 Crowley Update** – Mr. Cammarata presented a map of the site and discussed the potential sale of the cinder block building to Enterprise Folding Box Company for an expansion of its business operations.
- 5.0 Adjournment** – There being no further business to come before the Committee, upon motion made by Mr. Kucharski, seconded by Ms. Curry and unanimously carried, the September 22, 2020 meeting of the Real Estate Committee was adjourned at 1:00 p.m.

Respectfully submitted,



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Kevin J. Zanner  
Secretary