

# Buffalo Urban Development Corporation

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## Buffalo Urban Development Corporation Real Estate Committee Meeting Tuesday, December 15, 2020, Noon Via Video Conference Call & Live Stream Audio

### Agenda

- 1) Approval of Minutes – Meeting of November 17, 2020 (*Action*) (*Enclosure*)
- 2) Northland Beltline Corridor (*All Information Items*)
  - a) Northland Central – Garwood Medical Build-out Update (*Enclosure*)
  - b) Northland Central – Retech Systems Build-out Update
  - c) Northland Central – NYSERDA Grant & Performance Evaluation Update (*Enclosure*)
  - d) Northland Central – Parking & Signage (*Enclosure*)
  - e) Northland Central – Prospect Update
  - f) Northland Corridor – BOA, EDA Grant Application (631) & Misc. Updates
  - g) Northland Corridor – Community Solar & Microgrid Project Update
  - h) Plesh / BUDC Land Exchange Update
  - i) COB / BUDC (NorDel II) Land Exchange Update
- 3) Buffalo Lakeside Commerce Park
  - a) Uniland Development Land Sale Agreement – Third Amendment (*Recommendation*)  
(*Additional Information to be provided under separate cover prior to the meeting.*)
  - b) 193 Ship Canal Parkway Prospect & LaBella SIWP Update (*Information*)
  - c) Zephyr Investors, LLC Land Sale Agreement Update (*Information*)
  - d) Parcel 3 – Arcadis FER/SMP Certification Project Update (*Information*)
  - e) NYSDOT Skyway Alternatives Study (*Information*)
  - f) Snow Removal Service & Maintenance (*Information*) (*Enclosure*)
- 4) 308 Crowley Project Update (*Information*)
- 5) Adjournment (*Action*)

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

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

November 17, 2020  
12:00 p.m.

**Committee Members Present:**

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

**Committee Members Absent:**

Kimberley A. Minkel  
Dennis M. Penman  
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 October 20, 2020** – The minutes of the October 20, 2020 Real Estate Committee meeting were presented. Ms. Curry made a motion to approve the meeting minutes. The motion was seconded by Mr. Kucharski and unanimously carried (4-0-0).

**2.0 Northland Beltline Corridor**

**(a) Northland Corridor – “Red Shed” Lease Negotiation Update** – Mr. Cammarata provided an update to the Committee regarding the lease of the “red-shed” building to Garwood Medical Devices, LLC. It was noted that the Committee had previously approved a recommendation for the Board to approve a five year lease commencing as of December 1, 2020, with monthly base rent payments in the amount of \$3,300.00. The building will be leased to the tenant in “as-is” condition, with no further landlord improvements required. Mr. Cammarata

indicated that the Committee's recommendation would be presented at the November Board meeting.

- (b) **Northland Central – BCP SMP 2021 Soil Vapor Intrusion Sampling Work Plan** – Mr. Cammarata reviewed the November 5, 2020 letter from LiRo Engineers to perform additional groundwater sampling at 683 Northland. NYSDEC has requested that this work be performed as part of the Brownfield Cleanup Program project for the site. The cost of the work is \$4,704 and was authorized by the BUDC President in accordance with the monetary thresholds in the BUDC procurement policy.
- (c) **Northland Central – Rodriguez Construction Build-out Update/Lease Amendment** – Mr. Cammarata reported that Rodriguez Construction has commenced its tenant build-out work, including HVAC installation. The lease commencement date has been changed from November 1 to December 1 to provide the tenant more time to complete its work. Mr. Cammarata noted that there is a small leak along the west wall that needs to be repaired.
- (d) **Northland Central – Retech Systems Build-out Update** – Mr. Cammarata updated the Committee regarding the Retech Systems lease. Retech has finished its tenant improvements and moved into the office space on the fourth floor. Gilbane continues to work on the buildout of the manufacturing space. It is expected that the tenant buildout will be complete by December 31, 2020, with base rent payments commencing as of January 1, 2021.
- (e) **Northland Central – NYSERDA Grant Update** – Mr. Cammarata updated the Committee regarding the LEED designation for Northland Central. NYSERDA has requested two documents for the commissioning certification that are needed to obtain the LEED Bronze designation for the building. The LEED certification checklist will be completed by Watts Architecture & Engineering.
- (f) **Northland Central – NWTC Sale of Equipment** – Mr. Cammarata reviewed an email communication from NWTC regarding the proposed sale of three manual lathes owned by 683 Northland LLC for the amount of \$22,500. Mr. Cammarata noted that the initial purchase orders for certain equipment for the Northland Workforce Training Center resulted in the purchase of several items of equipment that are no longer needed. Mr. Cammarata stated that once taxes are paid on the \$22,500, the balance of the sale proceeds will be remitted to NWTC. Mr. Tronolone reminded the Committee that the ESD equipment grant funded the purchase of this equipment. In response to a question from Mr. Slater, Mr. Cammarata stated that the sale price is approximately 70% of the original purchase price.
- (g) **Northland Corridor – Property Management Agreement Renewal** – Ms. Curry made a motion for the Committee to enter into executive session to discuss a proposed contract to re-appoint Mancuso Management as property manager for the Northland Corridor. The motion was seconded by Mr. Mehaffy and unanimously carried (4-0-0). At the conclusion of the discussion, Mr. Mehaffy made a motion to exit executive session, which was seconded by Mr. Kucharski and unanimously carried (4-0-0). Ms. Curry then made a motion to recommend that the Board of Directors approve the renewal of the property management agreement with Mancuso Management. The motion was seconded by Mr. Mehaffy and unanimously carried (4-0-0).
- (h) **Northland Corridor – Business Networking Series and Misc. Updates** – Mr. Hall presented the Northland Corridor update. The next session of the business networking series will take place on November 19<sup>th</sup>. This session will focus on recovery, relaunching and rebuilding in a post-COVID-19 economy. Joel Bookman will serve as keynote speaker. BUDC staff continues to make changes to the draft BOA and is working with the Buffalo Sewer Authority on mapping

issues. Mr. Hall noted that the UB School of Architecture is coordinating with BUDC and local groups to develop a plan for the Northland Corridor and final plan will be presented by the end of the semester.

- (i) **Northland Corridor – Community Solar & Microgrid Project Update** – Ms. Gandour reported that ESD is expected to consider at its December Board meeting a \$200,000 grant to BUDC for the campus energy microgrid and community solar project for the Northland Corridor.
- (j) **537 E. Delavan – NYSDEC Superfund Update** – Mr. Cammarata updated the Committee regarding the ongoing Superfund investigation. As part of the investigation, an underground injection control well will be used on site as a “pilot” program for the treatment of volatile organic chemicals (VOCs) in groundwater.
- (k) **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.
- (l) **COB/BUDC Land Exchange Update** – Mr. Bussiere presented a brief report regarding the City of Buffalo/NorDel II, LLC land exchange transaction, noting that all NorDel-required documents have been executed and that BUDC is waiting on receipt of the documents from City of Buffalo counsel in order to close.

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

- (a) **NYS DOT Skyway Alternatives Study** – Mr. Cammarata discussed the 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 a portion of the northern wetlands at BLCP could be impacted by one of the alternatives. Mr. Tronolone noted that the goal is to decide on the re-rerouted traffic pattern within one year.
- (b) **193 Ship Canal Parkway Prospect & LaBella SIWP Update** – Mr. Cammarata noted that the prospect for this site is reviewing the draft land sale agreement and is awaiting further information from NYSDEC.
- (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 has not completed its review of the report and SMP.
- (d) **BLCP – Zephyr Investors, LLC Land Sale Agreement Update** – No update was presented for this item.

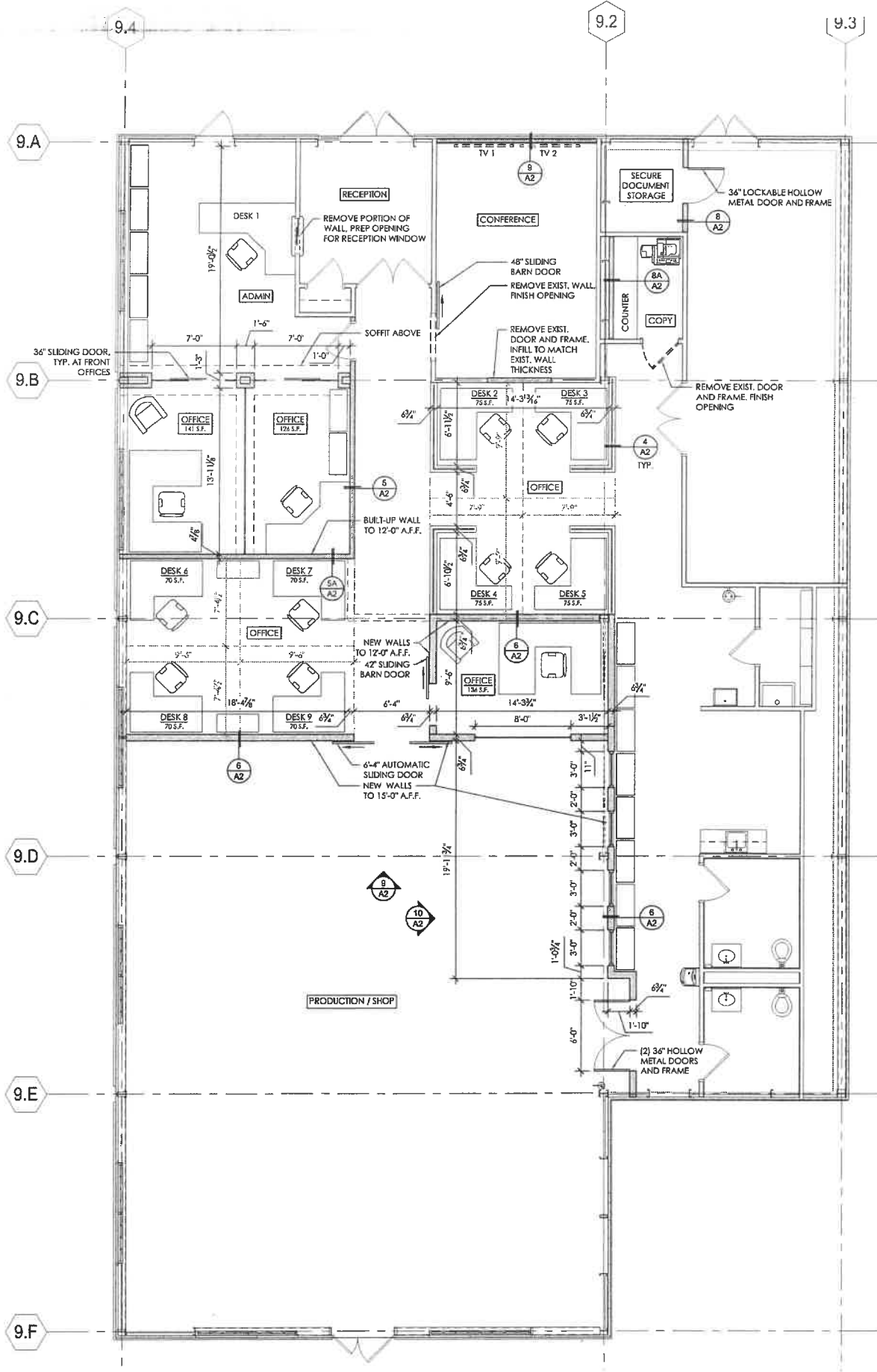
- 4.0 **308 Crowley Update** – Mr. Cammarata reported that the survey for the parcel and building to be sold to Enterprise Folding Box Company has been completed. Mr. Cammarata also presented brief updates regarding the Section 106 process and the negotiations with SHPO regarding the select demolition.

- 5.0 Adjournment** – There being no further business to come before the Committee, upon motion made by Mr. Mehaffy, seconded by Mr. Kucharski and unanimously carried, the November 17, 2020 meeting of the Real Estate Committee was adjourned at 1:10 p.m.

Respectfully submitted,

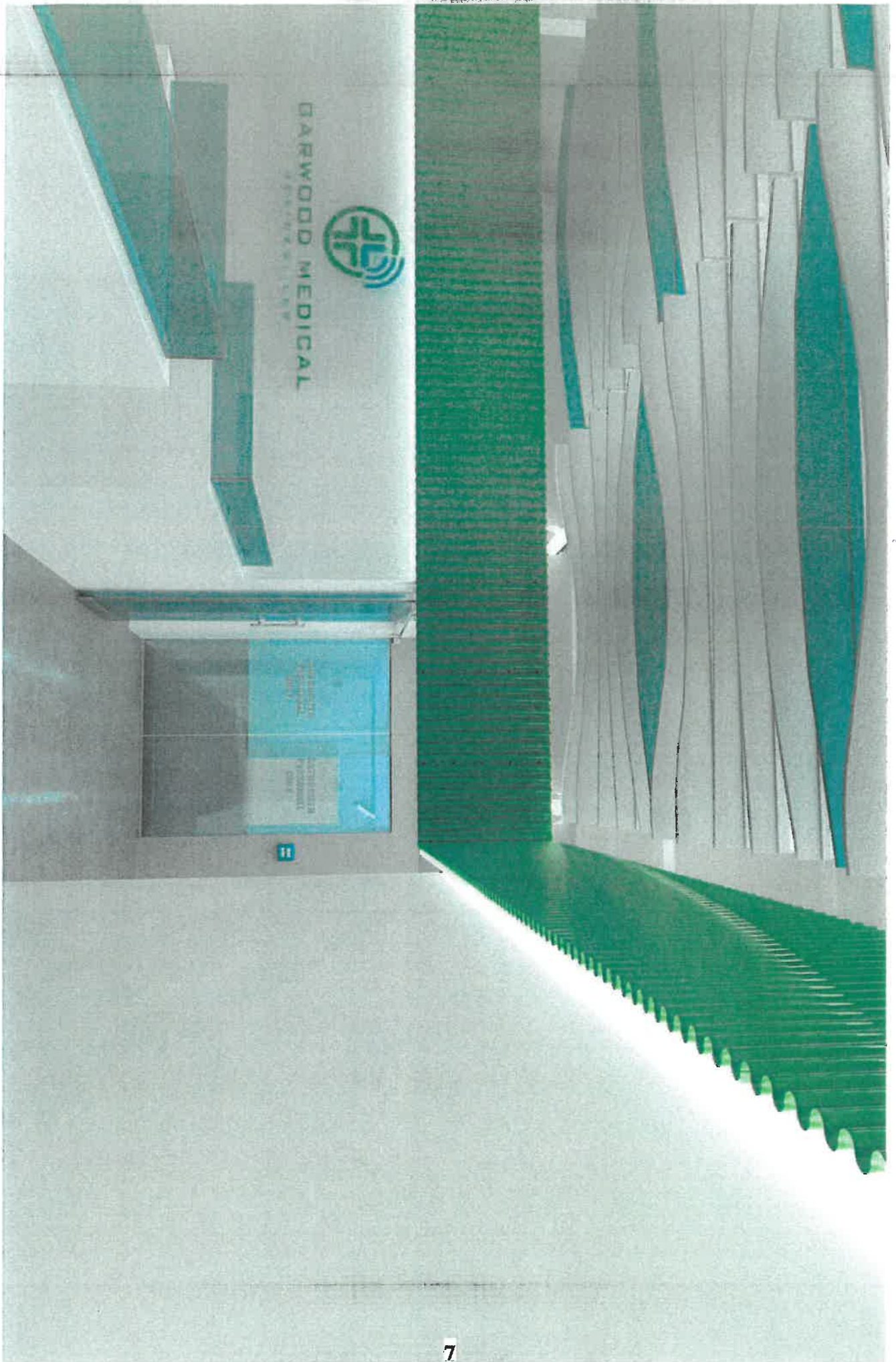


Kevin J. Zanner  
Secretary



PROPOSED PLAN  
SCALE

1  
3/16" = 1'-0"  
AI







**Peter Cammarata**

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**From:** Burger, Scott W (NYSERDA) <Scott.Burger@nyserda.ny.gov>  
**Sent:** Sunday, November 15, 2020 11:51 AM  
**To:** pcammarata@buffalourbandevelopment.com  
**Cc:** erda.sm.NewConstructionProgram; Graham, Kristin M (NYSERDA)  
**Subject:** SF106868 - Buffalo Urban Development Corporation - NYSEKDA Performance Validation

Dear Peter,

I am reaching out to you on behalf of NYSEKDA and our ongoing commitment to validating building performance and showcasing exemplary energy savings outcomes in building construction. We are in the process of evaluating projects to undergo performance validation in an attempt for NYSEKDA to collect measured building performance data. The building performance data will be collected and used for a variety of cost analyses, case studies, and general promotion of high performing buildings. We would like to begin the performance validation process for the commercial project Buffalo Urban Development Corporation – 683 Northland Ave (SF106868). We will likely need to collect some, or all, of the information shown below:

- 12 months of utility bills (including electric and gas),
- Metered/submetered data for the following equipment (if applicable):
  - Pumps
  - AHUs/Boilers
  - Lighting, etc.
- Building Management System (BMS) data at the building and equipment level,
- Real-Time Energy Management (RTEM) data at the building and equipment level, and
- Data from other portfolio manager

If possible, I would like to set up a brief introductory call to provide additional background, discuss availability of the information/data listed in the bulleted list above, and answer any questions that you may have regarding our request. Please let me know your availability this week for a half hour call.

We look forward to hearing back from you and working with you to highlight your project as part of this ongoing effort!

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**Scott Burger**

Contractor – New Construction

**NYSEKDA**

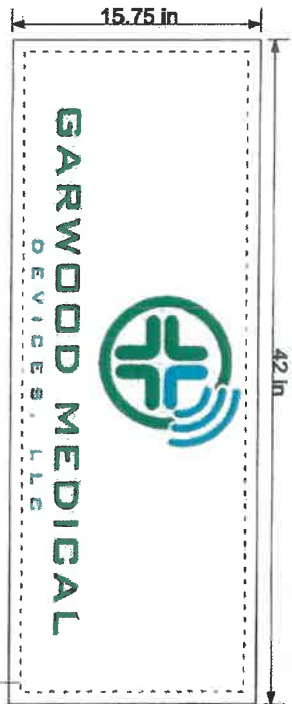
17 Columbia Circle | Albany, NY 12203-6399

P: 518-250-7261 | F: 518-862-1091 | E: [scott.burger@nyserda.ny.gov](mailto:scott.burger@nyserda.ny.gov)

[nyserda.ny.gov](http://nyserda.ny.gov)

follow : friend : connect with NYSEKDA

15.75" X 42" X 1/8" DIBOND PANEL  
 DIGITAL PRINT W/ GRAFFITI LAMINATE  
 QUANTITY: 1



<b>NORTHLAND CENTRAL</b> 683 NORTHLAND AVENUE			
 RETECH A SECONAWICK COMPANY	 NORTHLAND WORKFORCE TRAINING CENTER	 BUFFALO MANUFACTURING WORKS	 RODRIGUEZ CONSTRUCTION GROUP
 Mironi NORTHLAND	 ALFRED STATE COLLEGE STATE UNIVERSITY OF NEW YORK	 Insyte consulting	 GARWOOD MEDICAL DEVICES, LLC
 SUNY ERIE State University of New York	 NEW YORK STATE POWER AUTHORITY	 SparkCharge	

NEW PANEL

Customer: NORTHLAND CENTRAL	This drawing remains the property of COOPER SIGN GO., INC. 7350 Porter Road, Niagara Falls, NY 14304. The user of this drawing agrees not to allow any other company or person to use its contents or reproduce the conceptual design. If so there will be a minimum artwork fee of \$250.00.  Note: This sketch and/or photo is a representation of your sign and how it may appear as a finished product. The colors and/or size as printed or as they appear on a computer screen are not exactly as they will be on the finished product.  ** Any changes in art or order may delay production. Your set up fee covers the cost of one proof and one revision; any additional proofs will incur an additional fee.
Company: MANCUSO	
Job #: 7161	
Date of Drawing: 12/21/2020	
Salesperson: JENNIFER COOPER	
I have reviewed the artwork and agree that all content, layout, colors, and spelling is correct.	
Signature:	
Date: 12/8/2020	



