

# Buffalo Urban Development Corporation

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## Buffalo Urban Development Corporation

### Real Estate Committee Meeting

Tuesday, March 24, 2020

Immediately Following the BBRC Board Meeting Conference Call @ Noon

*Conference Call Specifics: Dial 716-856-6525, select option 2, enter ID # 774221*

### Agenda

- 1) Approval of Minutes – Meeting of 1/21/20 (*Action*) (*Enclosure*)
- 2) Northland Beltline Corridor
  - a) Northland Corridor – Community Solar & Microgrid RFP Proposal (*Recommendation*) (*Enclosure*) (*Additional Memo Will Be Sent Under Separate Cover*)
  - b) Northland Corridor – Facilities Updates (Covid-19) (*Information*)
  - c) Northland Corridor – Tenant Updates (Covid-19) (*Information*)
  - d) Northland Corridor – Construction Updates (*Information*)
  - e) Northland Corridor – BOA & UMA Gathering Update (*Information*)
  - f) Northland Central – Tenant Prospects Update (*Information*)
  - g) 631 Northland – Rehabilitation Project Financing RFP Update (*Information*)
  - h) Plesh / BUDC Land Exchange Update (*Information*)
  - i) COB / BUDC (NorDel II) Land Exchange Update (*Information*)
- 3) Buffalo Lakeside Commerce Park
  - a) BLCP – Uniland Development Co. Land Sale Agreement Update (*Information*)
  - b) BLCP – Thinking Robot Studios Inc. Land Sale Agreement Update (*Information*)
  - c) BLCP – Zephyr Investors, LLC Land Sale Agreement Update (*Information*)
  - d) BLCP – Parcel 4 Easement Update (*Information*)
- 4) 308 Crowley Project Update (*Information*)
- 5) Adjournment (*Action*)

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

95 Perry Street  
Buffalo, New York  
January 21, 2020  
12:00 p.m.

Committee Members Present:

Thomas A. Kucharski  
Kimberley A. Minkel  
Dennis M. Penman  
Maria R. Whyte

Committee Members Absent:

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

Officers Present:

Peter M. Cammarata, President  
David A. Stebbins, Executive Vice President  
Brandye Merriweather, Vice President  
Mollie Profic, Treasurer  
Kevin J. Zanner, Secretary  
Atiqa Abidi, Assistant Treasurer

Guests Present: Dawn Boudreau, ECIDA; Evan Y. Bussiere, Hurwitz & Fine, P.C.; and Garrett Gruendike, Gilbane Building Company.

Roll Call: The meeting was called to order at 12:08 p.m. with a quorum of the Committee present. Mr. Penman chaired the meeting.

**1.0 Approval of Minutes – Meeting of December 10, 2019** – The minutes of the December 10, 2019 Real Estate Committee meeting were presented. Mr. Kucharski made a motion to approve the meeting minutes. The motion was seconded by Ms. Whyte and unanimously carried.

**2.0 Northland Beltline Corridor Projects**

- (a) 683 Northland Phase 2.1 – NWTC Equipment Purchases** – Mr. Stebbins reviewed a handout regarding senior lab equipment purchases for the NWTC. He noted that pricing for the for the photovoltaic and wind lab equipment has not been finalized, though the estimated cost is expected to be approximately \$100,000. Mr. Stebbins also indicated that BUDC had received authorization from ESD to allocate the remaining funds from the six million dollar ESD equipment grant for additional core and shell construction work at 683 Northland. The balance of that grant is projected to be \$615,000. The Committee discussed the remaining lab purchases. At the conclusion of the discussion Ms. Whyte made a motion to recommend that the Board of Directors approve the purchase of the photovoltaic and wind lab equipment, provided that the final pricing for such equipment is in an amount that does not exceed \$100,000. The motion was seconded by Ms. Minkel and unanimously carried.

- (b) **683 Northland Phase 3 – Gilbane Change Order – Tenant Improvements** – Mr. Stebbins circulated copies of the January 15, 2020 letter from Gilbane regarding proposed work required to complete tenant improvements for the 1981 building. The work includes exterior improvements, floor slab replacement and electrical work relating to the crane. The amount of the change order is \$537,523.67, which would be funded from the six million dollar ESD equipment grant. Mr. Gruendike indicated that the floor slab replacement work was competitively bid, and that Gilbane is recommending State Group based on the de-scoping process and the company's ability to meet required M/WBE goals. Mr. Kucharski made a motion to recommend that the Board of Directors approve the change order in the amount not to exceed \$537,523.67. The motion was seconded by Ms. Minkel and unanimously carried.
- (c) **Northland Central – Tenant Prospects** – Mr. Cammarata reported that the Retech sublease has been executed, contingent upon Board approval. The sublease will be presented to the BUDC Board of Directors for approval next week. There are two remaining leasable spaces at 683 Northland--Area 7 (with 8,500 square feet) and the mezzanine (with 4,800 square feet). Mr. Cammarata noted that two companies have expressed interest in the Area & space, including Thinking Robot Studios. Mr. Cammarata noted tenants for these remaining spaces will be required to fund their own improvements.
- (d) **Northland Central – SparkCharge and Manna Update** – Mr. Cammarata provided an update regarding the Manna and SparkCharge tenancies. He noted that Manna has been receiving bookkeeping and related technical assistance from the Beverly Gray Business Exchange Center and that the company's restaurant and catering operations are going well. SparkCharge is expected to start lease payments on March 1. Installation of the HVAC system is the last remaining item necessary to complete the space.
- (e) **612 Northland – AKAG Lease Occupancy Update** – Mr. Cammarata reported that over three hundred Albright-Knox members attended a members-only event last week at AKAG's new space at 612 Northland. The members-only event and the well-attended public event held two days later generated a very positive response. Mr. Cammarata noted that AKAG started its rent payments as of January 1<sup>st</sup>.
- (f) **612 Northland – Construction/Buffalo Sewer Authority Update** – Mr. Cammarata circulated a handout regarding construction costs to date and a list of contractors for the work at 612 Northland. Approximately \$2.06 million dollars have been expended on the 612 Northland rehabilitation project to date, with 58% of the work performed by certified MBE firms or those seeking certification. Mr. Cammarata noted that AKAG reimbursed for AKAG's share of the floor improvements at 612 Northland, and that BUDC was also reimbursed \$86,097 from the Regionally Significant Project Fund. It is anticipated that Buffalo Sewer Authority will contribute approximately \$22,000 toward project costs as well.
- (g) **612 Northland – Tenant Update** – Mr. Cammarata reported on the termination of a tenancy at 612 Northland. The tenant, Harvey Washington, is in arrears on rent payments and Mancuso Property Management has taken steps to terminate the tenancy by the end of this month. Another building tenant, WW Paint and Glass, may be interested in the space once Mr. Washington has vacated the space. Mr. Mancuso will handle the search for a new tenant.
- (h) **631 Northland – Rehabilitation Project Financing RFP** – Mr. Stebbins circulated the Request For Proposals (RFP) for tax credit services related to 631 Northland. RFP responses are due back on February 14. He reiterated that 631 Northland is eligible for several tax credit programs, including federal and state historic tax credits, new markets tax credits and brownfield tax credits. An informational meeting will be held tomorrow for potential

respondents. A recommendation is expected to be presented at the March meeting of the Committee.

- (i) **541 East Delavan – Phase 1 Project & Subdivision Update** – Mr. Cammarata circulated a draft subdivision map for the master parcel located at 537 E. Delavan. Mr. Bussiere noted that surveys of the five parcels to be subdivided have been ordered. Mr. Cammarata then provided a brief report regarding progress on the Phase 1 “C” portion of the project that 34 Group is managing on behalf of BUDC.
- (j) **714 Northland – Lease Agreement First Amendment** – Mr. Bussiere reported that BUDC and the tenant recently executed an amendment to the lease to exclude the parking area fronting Northland Avenue from the lease. The amendment also corrected the square footage of the interior leased area which was incorrectly stated in the lease that BUDC assumed when it acquired the property.
- (k) **Northland Corridor – Community Solar & Microgrid RFP** – Mr. Stebbins informed the Committee that BUDC has received several strong proposals in response to the RFP for the design and implementation of a campus energy microgrid and community solar project for the Northland corridor. Responses may be submitted through January 28<sup>th</sup>. A recommendation is expected to be presented to the Committee at the March meeting.
- (l) **Northland Corridor – Brownfield Opportunity Area and UMA Gathering Update** – Mr. Hall circulated a handout setting forth a recap of the stakeholders meetings held on October 3<sup>rd</sup> and December 3<sup>rd</sup> in connection with the proposed Brownfield Opportunity Area (BOA). Another meeting will be held on February 20<sup>th</sup> to present findings of the meetings to seek additional public feedback. Mr. Hall then circulated a handout regarding the Urban Manufacturing Alliance (UMA) conference scheduled to take place May 27-29 at Northland Central. He noted that BUDC is still seeking sponsorships to cover the estimated \$50,000 cost for hosting the conference.
- (m) **Northland Miscellaneous Updates** – Mr. Cammarata presented a brief report on the sculpture unveiling at 577 Northland, which will take place sometime this spring.
- (n) **Plesh Gate & Land Exchange** – Mr. Bussiere informed the Committee that drafts of the land exchange agreement, easement, access agreement and an agreement regarding the preservation of the historic gate have all been drafted and are being reviewed by Plesh’s counsel.
- (o) **NorDel II/COB Land Exchange Update** – Mr. Zanner provided an update regarding the land exchange transaction. He stated that he has been in contact with City of Buffalo counsel and that a land exchange agreement, surveys and title searches have been circulated to City of Buffalo counsel for review.

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

- (a) **BLCP – Uniland Development Co. Land Sale Agreement Update** – Mr. Stebbins reported on a recent meeting with Uniland. The developer remains interested in the property and is continuing its due diligence. Geotechnical investigations have been conducted and the results indicate that deep foundations and reinforced floor slabs may be required. There is also a question regarding Brownfield Cleanup Program eligibility due to a prior Superfund cleanup of a portion of the site. Mr. Stebbins noted that it is not clear whether the developer will proceed with the ITGO project at the site and may pursue other end-users for the site. It was noted that

Uniland would likely need additional time to locate a new end-user, and Mr. Cammarata suggested that an extension of the due diligence period may be appropriate. Ms. Whyte left the meeting at the conclusion of the discussion of this item.

- (b) **BLCP – Thinking Robot Studios Inc. Land Sale Agreement Update** – Mr. Cammarata reported that Thinking Robot Studios has expressed renewed interest in leasing the Area 7 space at Northland Central.
- (c) **BLCP – Zephyr Investors, LLC Land Sale Agreement Update** – Mr. Cammarata reported on the extension of the due diligence period and the monthly release to BUDC from escrow of the non-refundable exclusivity fee. He also noted that the New York State legislature is back in session and that recreational marijuana legislation will be debated again.
- (d) **BLCP – Parcel 4 Easement Update** – Mr. Bussiere reported that the environmental easement package was submitted to NYSDEC and is under review by NYSDEC counsel.
- 4.0 **308 Crowley Update** – Mr. Bussiere updated the Committee regarding the sale of the 71 Isabelle Street property to Enterprise Box Company. He circulated a summary of the current status of the transaction and noted that draft closing documents have been provided to counsel for the purchaser. Closing is expected during the first quarter of 2020.
- 5.0 **WNY Industrial Real Estate Development Strategy Update** – There was no update on this item.
- 6.0 **NYS Preservation Conference** – Mr. Cammarata noted that Mr. Stebbins will be presenting on the 683 Northland project at the March 26-28 NYS Preservation Conference in Syracuse.
- 7.0 **Other City of Buffalo Brownfield Opportunities** – There was no update on this item.
- 8.0 **Adjournment** – The January 21, 2020 meeting of the Real Estate Committee was adjourned at 1:35 p.m.

Respectfully submitted,



Kevin J. Zanner  
Secretary

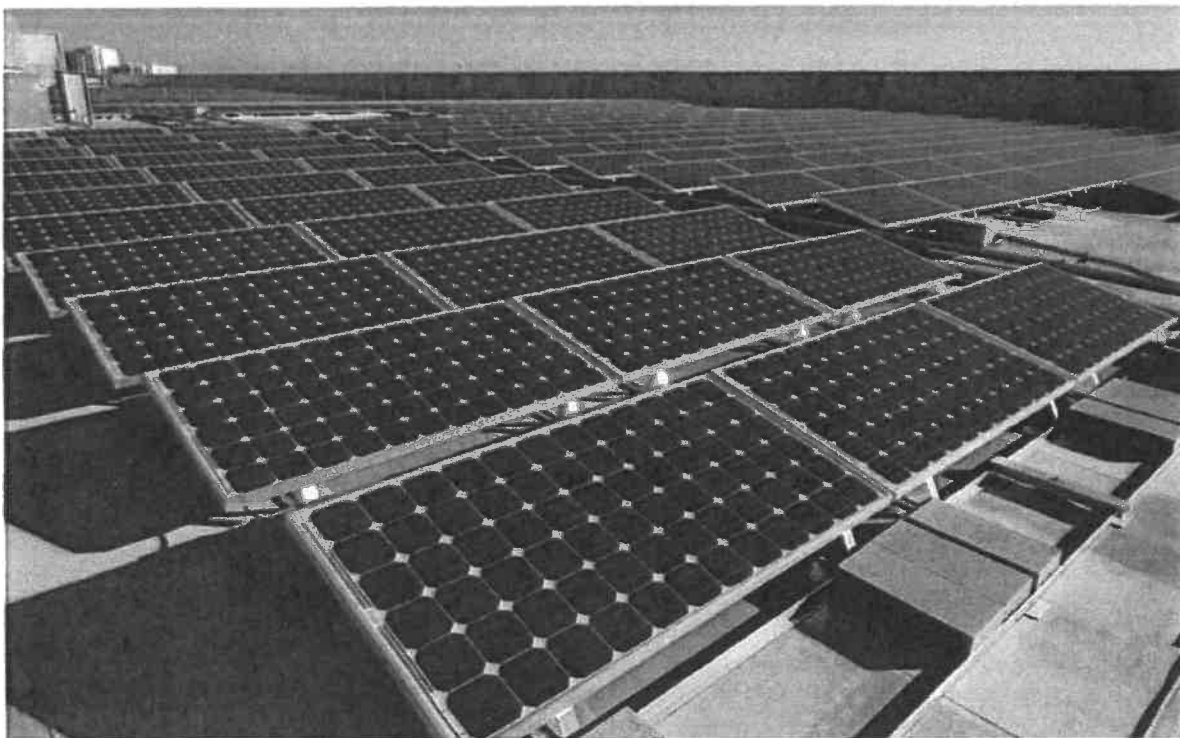
# REQUEST FOR PROPOSAL

Northland Community & Workforce Training Renewable  
Energy and Infrastructure Improvement Project

683 Northland Avenue  
Northland Beltline Corridor

**Buffalo Urban Development Corporation**

**December 2, 2019**



**The Buffalo Urban Development Corporation (BUDC) is seeking proposals to design and implement a campus energy microgrid and distributed energy resource to demonstrate energy innovation and implement Governor Cuomo's Reforming the Energy Vision (REV), attract investments and jobs to the campus and create a community solar project for the benefit of the surrounding neighborhood and its residents.**

## REQUEST FOR PROPOSALS

### Northland Community & Workforce Training Renewable Energy and Infrastructure Improvement Project Northland Central, 683 Northland Avenue Northland Beltline Corridor

*Buffalo Urban Development Corporation (BUDC) is soliciting proposals from solar and electrical installation companies and affiliated organizations to design and implement the following infrastructure upgrades at 683 Northland Avenue. The services required are composed of six (6) core activities: 1. Pre-Development Planning and Financial analysis 2. Design and installation of a PV Solar array on the roof of 683 Northland Avenue (and potentially other locations), assisting with arranging and structuring grants and financing for the PV Solar project, establishment of the legal and regulatory structure to implement a community solar project, 3. Upgrade the facilities substation to allow for the facilities current and future growth 4. install a microgrid system and Building Energy Storage System (BESS) to control the solar, BESS, and future generation assets to be installed on the system in the future. 5. development of a training curriculum for implementation by the Northland Workforce Training Center to meet the employment needs of the evolving renewable energy sector, incorporating all three (3) core elements of the project; and 6. Preparation of an operations and management plan for the community solar and microgrid.*

The project is being funded through BUDC or one of its legal affiliates associated with redevelopment of the Northland Beltline Corridor; with grants from Empire State Development and other funding sources.

BUDC is committed to promote equality of economic opportunity for minority group members and women, and the facilitation of minority and women-owned business enterprise ("MWBE") participation. Firms are encouraged to include Minority and Women Owned Business Enterprises (M/WBE) as subcontractors in their teams, or as joint venture teams, with a goal of 25% MBE and 5% WBE. Firms interested in pursuing such an arrangement may contact the Empire State Development Division of Minority and Women's Business Development (<http://esd.ny.gov/ContactUs.asp>) for further information and guidance.

**THE BUFFALO URBAN DEVELOPMENT CORPORATION (BUDC)  
RESERVES THE RIGHT TO REJECT ANY OR ALL SUBMISSIONS AND  
TO WAIVE ANY INFORMALITIES THEREIN.**

#### **1. BACKGROUND AND GENERAL DESCRIPTION OF THE PROJECT:**

The mission of Buffalo Urban Development Corporation (BUDC) is to support the urban economic development efforts of the region through acquisition, remediation and management of distressed properties, and to engage in related real estate development activities for the purpose of attracting and/or retaining new and existing businesses to the City of Buffalo as part of the

## NORTHLAND BELTLINE

A NEIGHBORHOOD OF OPPORTUNITIES

region. Although BUDC is a Section 501 (c) 3 Not-For-Profit, it has demonstrated the ability to structure for-profit legal entities to take advantage of state and federal tax credits.

In September 2014, Governor Andrew M. Cuomo and Mayor Byron W. Brown announced plans for the acquisition and redevelopment of over 35 acres of vacant and underutilized industrial land and buildings along the City's Northland Beltline Corridor. The anchor of the Northland Beltline Corridor Redevelopment is 683 Northland, a historic 235,000 square foot manufacturing plant and the former home of Niagara Machine & Tool Works. The building is home to an innovative Workforce Training Center, as well as flexible space for small to mid-sized light industrial start-up enterprises. The goal of the Workforce Training Center is to ensure a robust and diversified workforce of highly trained, skilled workers ready to meet the challenges of the 21st-century energy and advanced manufacturing industries. These workforce goals will form synergies with Mayor Brown's goal of revitalizing the Delevan/Grider neighborhood and the greater East Side community, which have experienced high levels of poverty and unemployment.

The Northland Corridor Redevelopment (the "Project") involves the stabilization, remediation, and redevelopment of multiple vacant buildings/ properties in an approximately-35-acre historic manufacturing district located in one of the City of Buffalo's most economically challenged neighborhoods on its historic East Side. The mission is to create a state-of-the-art hub campus for workforce training and advanced manufacturing to support the revitalization of this critical neighborhood. The Project envisions a fully redeveloped Northland Corridor, ultimately with a total of approximately 750,000 square feet of light industrial and commercial/general office space. (Exhibit B & C).

The Project is initially anchored by a historic restoration and adaptive reuse of 683 Northland Avenue, the former Niagara Machine and Tools Works complex, now known as the Northland Central building. It houses two key uses: the Northland Workforce Training Center (NWTC), a new institution established by the State of New York to provide college-level training in manufacturing and energy skillsets, and Buffalo Manufacturing Works (BMW), a not-for-profit consulting entity that provides local manufacturers services in developing and implementing cutting-edge manufacturing technologies, productivity, and innovation strategies. Additional space in the building will house private companies, which like other tenants in the Northland Corridor are anticipated to strategically locate there to be near workforce and consulting services available.

The Project is a signature component of Governor Andrew Cuomo's Buffalo Billion Economic Development Initiative and the WNY Regional Economic Development Council's Strategic Plan to promote smart growth, workforce development, and innovation, all in advancing Western New York's most tradable economic sectors. Empire State Development (ESD) is partnering with the Buffalo Urban Development Corporation (BUDC), which is serving as the developer and ultimate Owner/Manager of the Project. BUDC is a local development agency of the City of Buffalo and focuses on redeveloping brownfields and other challenged properties in the City. The Project has been initially funded with almost \$70 million in ESD and New York Power Authority funds, along with \$6 million in City public works and Community Development Block Grant funds. BUDC leveraged these public funds to secure over \$50 million in Federal/State Historic, Brownfields, and New Market Tax Credits, along with various foundation and public utility grants. In total, roughly \$130 million has been invested in the Project thus far.



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**The complex of buildings that includes 683 Northland Avenue and 631 Northland Avenue are listed on the National Register of Historic Places.** The complex is historically significant for its contribution to the manufactured tools and machines for working sheet metal, specializing in presses, punches and rotary sheets. The former Niagara Machine & Tool Works (NMTW) Complex is further significant for its association with the industrial development of the East Side of Buffalo and along manufacturing nodes of the Belt Line in the early 20<sup>th</sup> century. The original NMTW factory is architecturally significant as an industrial design by Green & Wicks, one of the most significant architectural firms ever to practice in Buffalo.

The rehabilitation of the complex at 683 Northland Avenue currently utilizes Rehabilitation Tax Credits, Brownfield Cleanup Program Tax Credits and New Market Tax Credits. The Tax Credit investor for this project is Citibank, through Historic and New Market allocations from the National Trust Community Investment Corporation (NTCIC) and Building America Community Development Entity, an affiliate of the AFL-CIO Housing Investment Trust. Therefore, appropriate legal structures may already be in place to take advantage of solar and renewable tax credits. In addition, since this is a National Register and Historic Tax Credit project, implementation of the roof-top solar will need to be consistent with the Department of the Interiors Standards for Rehabilitation and not jeopardize the National Register or Tax Credit status of the building.

Buffalo-based firm Watts Architecture & Engineering is the architect of record for the rehabilitation of 683 Northland Avenue. Their Historic Preservation architect/consultant is Barbara Campagna, Architecture + Planning. The Watts/Campagna Team has prepared all the Nomination and Part I documentation for the National Register Listing for the entire complex, as well as the Part 2 submission for 683 Northland Avenue. They are available to assist with the integration of the solar array into the buildings energy systems as well as the consistency with Standards of Rehabilitation.

As part of preliminary Sustainability Planning for the Corridor, BUDC and the Watts Team engaged Taitem Engineering to prepare a Financial Analysis and Rooftop installation plan for the 683 Northland building, which is included as Exhibits F & G to this RFP.

Governor Andrew Cuomo and Empire State Development has awarded a \$2 million grant to the BUDC for the development of a community solar array at Northland, an upgraded BUDC owned substation, as well as the development and operation of a micro grid for the Northland Beltline Campus. However, the goal is to use this grant to leverage other potential funding sources in order to expand the maximum impact of this funding and to act as a replicable model for similar neighborhoods capturing the intent of the States Clean Energy Standards, Reforming the Energy Vision (REV) and the Value of Distributed Energy Resources (VDER), in order to achieve State Energy Goals while ensuring that growing neighborhoods have the electric capacity for growth.

We envision the Northland Corridor as a **catalyst in aligning clean energy initiatives to enhance economic development activity serving as a model for like communities. Our intent is to advance the Northland Corridor while forming a platform template in the manner in which public-private partnerships can help shape energy policy that is market driven and forms cohesive alignment with a myriad of State initiatives.**

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The Northland Corridor Strategic Energy Planning Concept can be broken down into three sub-components:

- Buffalo Energy Experience Center
- Northland Emerging Technologies Lab
- Northland Campus Micro Grid & Community Solar

The Buffalo Energy Experience Center is based on Eaton's Pittsburgh Experience Center that is designed to provide value through training, testing and demonstrating current and future energy related technologies. The Buffalo Experience Center will be a mix of Lab Space and Real World applications of energy technologies aligned with New York's Clean Energy objectives. It will include interactive displays that will be aimed at the public at large, contractors, utilities and many others seeking clearer understanding of the holistic and strategic nature of an evolving clean energy sector. The Buffalo Experience Center can be a natural market awareness link to the innovation, incubator, entrepreneurial and University Research community.

The Northland Emerging Technologies Lab (ETL) is envisioned to be a joint effort between Eaton and other energy sector partners that will transform a 4,000 SF space within the WTC into an innovative, "live" learning and demonstration experience. Current energy related and building efficiency related equipment will enrich the experience of the lay energy person as well as our more experienced energy section roles. It will be an opportunity to allow students at the WTC to advance their education to more sophisticated energy careers, allow professional engineers to maintain continuing education credits and present opportunity for demonstration of innovation for industry and entrepreneurs.

The Northland Campus Micro Grid is envisioned to be integrated with the Governor's initiative to install Community Solar within the Northland Corridor and linking solar solutions to the WTC. With ownership of the substation on the Northland Corridor in the hands of the BUDC, exploring a Micro Grid will enhance the capacity of the service that BUDC would be in control of. The advancement of the Micro Grid must first start with increasing the size and capacity of the substation as it currently is at or near its rated service limits. Increasing the capacity of the substation will allow BUDC to serve additional customers to the corridor while providing seamless plug and play of energy storage, alternative energy supply sources and other Distributed Energy Resources (DER). The addition of DER, such as renewable energy, including solar, wind and CHP; and energy storage is a foundational element of New York's Reforming the Energy Vision (REV) objectives that will be incorporated in a manner that solves electrical infrastructure and capacity challenges while contributing to NY's energy objectives. The Micro Grid will then be a live example to students and continuing education participants at the WTC providing real world experience and enhancing value to all that will interact with this concept.

**PROJECT GOALS AND OBJECTIVES** This project has multiple parts:

- 1.1. Pre-development planning and financial analysis;
- 1.2. Design and installation of solar energy options on the roof and parking areas of the facility, second upgrade and replace the existing substation to meet current and future expansion needs and third , is a microgrid (combination of substation, renewable energy supply and energy storage) to demonstrate how to advance Governor Cuomo's Clean Energy plan, Jobs and Climate Agenda
- 1.3. Provide low-cost electricity to reduce the energy burden of low-income households in the adjacent neighborhoods and ensure their participation in the clean energy economy.
- 1.4. Incorporate industry leading technology to demonstrate and expose it to the students, community and industry leaders.
- 1.5. Increase the electrical infrastructure to meet future capacity needs.
- 1.6. It is intended that all aspects of the projects defined in Section 2 should also address the development of a training curriculum for implementation by the Northland Workforce Training Center to meet the employment needs of the evolving renewable energy sector.

## **2. PROJECT DESCRIPTION**

### **2.1.Part 1 Pre-Development Planning and Implementation**

- 2.1.1. Assist the owner in developing an optimal plan for financing and implementing the goals of the project, including exploration of alternative financing, ownership and implementation options, as well as recommended phasing of overall project.

### **2.2. Part 2 Community Solar**

- 2.2.1. Northland Central Building at 683 Northland Avenue, City of Buffalo, NY 14211
- 2.2.2. System Type: Roof Top/option for car port
- 2.2.3. Special Circumstances:
  - 2.2.3.1. Contractor is responsible for evaluating structural integrity of existing facility to support the proposed system.
  - 2.2.3.2. Contractor to follow all requirements defined under NY's Standard Interconnection (SIR) application and process for an interconnection agreement with utility.
  - 2.2.3.3. Since the building is on the National Register of Historic Places, the Project must maintain the Secretary of the Interior's Standards for Historic Rehabilitation.
- 2.2.4. Zoning status if applicable: N/A
- 2.2.5. Site Ownership: 683 Northland LLC (Buffalo Urban Development Corporation)
- 2.2.6. Roof top: approximately 101,030 square feet of flat roof and 88,230 square feet of "other" roofs, including sawtooth, gable and monitor.
- 2.2.7. Propose an option for a car port system utilizing the existing parking lots to increase the solar available to the site (see Exhibit D); maximize NYSEDA (and other) clean energy programs to provide renewable energy as a function of a Community Solar Project.

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**2.3. Part 3 Substation upgrade (including microgrid controls)**

2.3.1. The BUDC owns the existing substation on the Northland Beltline site; BUDC intends to utilize the ownership of the substation, which is fed by National Grid's 23kV feeder, to supply distribution service to facilities under renovation and in various stage of construction in addition to its current service to the Workforce Training Center.

2.3.1.1. Northland Central Building at 683 Northland Avenue, City of Buffalo, NY 14211

2.3.1.2. System Type: Modular Integrated Transportable substation (MITS) per Eaton part Number 19-0047M (or equivalent) - See Exhibit I.

2.3.1.3. Special Circumstances:

2.3.1.3.1. Substation will have a 5MVA capacity expandable to 10MVA low profile (per drawings attached). Existing Oil Circuit breaker and E -House will remain and be refed from new substation.

**2.4. Part 4 Micro Grid**

2.4.1. BUDC seeks creative solutions to form a micro grid that combines the newly upgraded substation, defined in Part 3 of this RFP, additional renewable energy sources (in addition to the Community Solar defined in Part 1, such as wind and Combined Heat & Power systems) and a battery storage system.

**2.5. Part 5 Energy Management, Billing and Pricing**

2.5.1. Successful bidder will also be responsible for an overall operation and maintenance program encompassing Parts 2, 3 and 4, as well as, a pricing, billing and energy tracking mechanism that would support BUDC's service delivery to tenants connected to the BUDC owned substation (and micro grid).

**3. SCOPE OF WORK (SUGGESTED)**

The following is a description of the Suggested Scope of Services to be performed and completed by the successful Firm(s):

**3.1. Part 1 Pre-Development Planning and Analysis**

3.1.1. Clarification of Goals and Objectives for the Project;

3.1.2. Preparation, evaluation and selection (by owner) of alternative options and plans to implement the goals and objectives of the project, including ownership structures, PV solar deployment and community solar options, substation enhancement options and phasing, and options and phasing for micro-grid implementation;

3.1.3. Preparation of financing plans to implement the project;

3.1.4. Initiate applications for grants, tax credits and other incentives consistent with the agreed upon financing plan.

**3.2. Part 2 Community Solar**

**3.2.1. Design and Installation**

Design and installation of a PV Solar array on the roof-top of 683 Northland, including all necessary interconnection requirements specified under the Standard Interconnection Requirement (SIR) process. See Exhibit E. Rooftop Plan and Exhibit F. Conceptual PV Solar Rooftop Installation Plan. Responder to this RFP will also include the design and installation of a carport style PV system in the parking area as shown on Attachment G. Future phases can consider rooftop installations on additional properties owned by BUDC (or subsidiaries) in the corridor, including 631 Northland, 612 Northland and 541 E. Delavan Avenue. Ground-mounted solar arrays, while not preferred, will also be considered.

**3.2.1.1. The installation will address:**

3.2.1.1.1. To ensure compliance with NY's Community Solar Program criteria, the output of solar system shall be connected to the utilities distribution system as per results of National Grid assessment under the SIR. Contractor will assume all responsibilities for all equipment and installation required to meet National Grids connection requirements.

3.2.1.1.2. Contractor will recommend options pertaining to the ownership and administration,

3.2.1.1.3. Contractor will recommend options for the distribution of all credits associated with the output of the Community Solar Project based on criteria stipulated by NYSERDA.

**3.2.2. Financing**

3.2.2.1. Identify eligible funding and financing opportunities for the project, including but not limited to NYSERDA grants, Federal and State Tax Credits, Foundation and other philanthropic sources;

3.2.2.2. Assist in the preparation of grant applications and tax credit filings to secure other funding and financing;

3.2.2.3. Assist in the solicitation of any bridge financing that may be necessary to implement the project.

**3.2.3. Renewable Energy Training Curriculum**

3.2.3.1. In consultation with the Northland Workforce Training Center, develop a workforce training curriculum that uses the on-site renewable energy facilities, including the installation of the facilities for this project, to meet the needs of the evolving renewable energy sector; including both design, installation and maintenance.

**3.2.4. Community Solar Outreach**

3.2.4.1. Prepare a community solar implementation strategy that includes:

3.2.4.2. Community outreach and participation;

3.2.4.3. Framework, criteria and geography for resident participation;

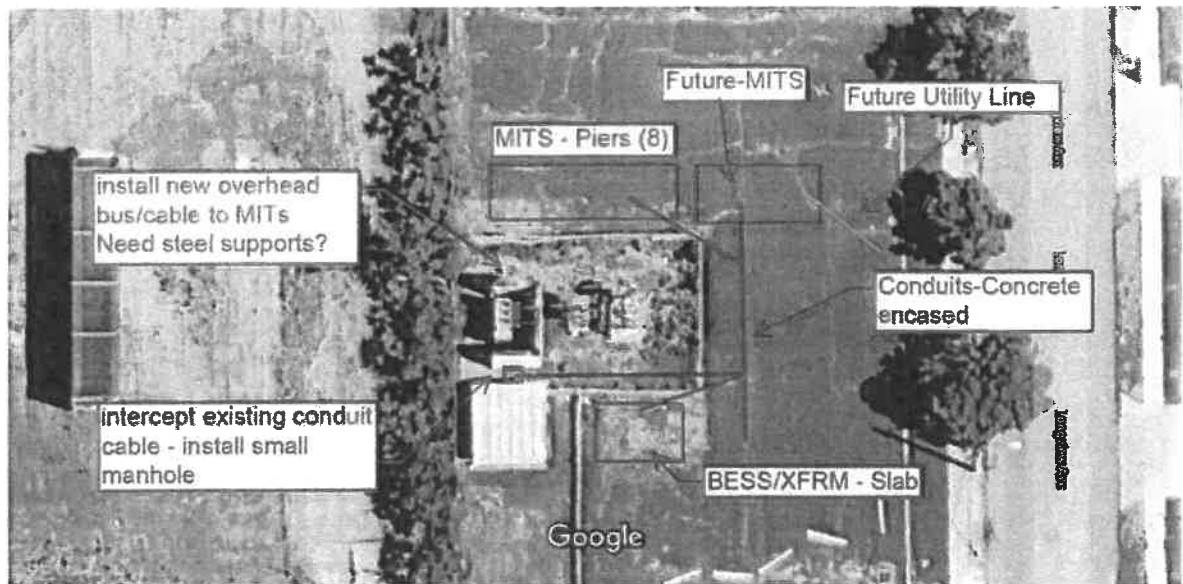
3.2.4.4. Legal and regulatory permits and requirements;

3.2.4.5. System integration requirements, including participation with National Grid, as appropriate.

### **3.3. Part 3 Substation upgrade**

#### **3.3.1. Design and Installation**

- 3.3.1.1. Complete design and installation of the 5mVa MITS substation (see Exhibit I) next to the existing substation the per the proposed layout below. Contractor will be responsible for coordination with utility and location of underground services for this installation.



#### **3.3.2. Financing**

- 3.3.2.1. Identify eligible funding and financing opportunities for the project, including but not limited to NYSERDA grants, Federal and State Tax Credits, Foundation and other philanthropic sources;
- 3.3.2.2. Assist in the preparation of grant applications and tax credit filings to secure other funding and financing;
- 3.3.2.3. Assist in the solicitation of any bridge financing that may be necessary to implement the project.

#### **3.3.3. Substation Training Curriculum**

- 3.3.3.1. In consultation with the Northland Workforce Training Center, develop a workforce training curriculum that uses the customer owned substation, including the installation of the facilities for this project, to meet the needs of the local economic development activity, including design, installation and maintenance.

### **3.4. Part 4 Micro Grid**

#### **3.4.1. Design and Installation**

- 3.4.1.1. Complete design and installation of a micro grid control system, connected renewable energy source and battery system that will work in concert with the Eaton MITS substation (or equivalent).
- 3.4.1.2. **Microgrid installation**
  - 3.4.1.2.1. Microgrid control system as outline in Attachment I (or equivalent).
  - 3.4.1.2.2. The Microgrid control system will control PV, Battery and utility for power flow, peak shaving, greenhouse gas reduction and renewable firming
  - 3.4.1.2.3. Special Circumstances:
    - 3.4.1.2.3.1. This system can be expandable to include future generation assets as Northland expands
  - 3.4.1.2.4. Contractor will include in this scope the addition of a 500KW Lithium Ion Battery System, Green Machine rps50 (or equivalent) and inverter (BESS)
  - 3.4.1.2.5. BESS will be Connected to a feeder breaker of the new MITS system. Contractor will need to supply all materials connect properly to the MITS system .
  - 3.4.1.2.6. Contractor will be responsible for controlling between battery , MITS breaks and existing main and substation breakers
  - 3.4.1.2.7. Contractors will assist in startup and commissioning of the MITS and microgrid system.
    - 3.4.1.2.7.1. Design and installation of a renewable energy source, defined by the Contractor, inclusive of an option for carport style PV system in the parking area as Attachment D shows, including all necessary interconnection requirements specified under the Standard Interconnection Requirement (SIR) process
    - 3.4.1.2.7.2. Design and installation of a Battery Storage System, Green Machine rps50 (or equivalent) of at least 500kWh, including all necessary interconnection requirements specified under the Standard Interconnection Requirement (SIR) process
  - 3.4.1.2.8. The installation will also address:
    - 3.4.1.2.8.1. Integration of the renewable energy source and battery storage system to the MITS (or equivalent) substation. To ensure compliance with NY's Distributed Energy Resource (DER) criteria, the renewable energy source and battery storage system shall be connected to substation per results of National Grid assessment under the SIR. Contractor will assume all responsibilities for all equipment and installation required to meet National Grids connection requirements, as well as, technical requirement of the substation.

#### **3.4.2. Financing**

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- 3.4.2.1. Identify eligible funding and financing opportunities for the project, including but not limited to NYSERDA grants, Federal and State Tax Credits, Foundation and other philanthropic sources;
- 3.4.2.2. Assist in the preparation of grant applications and tax credit filings to secure other funding and financing;
- 3.4.2.3. Assist in the solicitation of any bridge financing that may be necessary to implement the project.

**3.4.3. Micro Grid Training Curriculum**

- 3.4.3.1. In consultation with the Northland Workforce Training Center, develop a workforce training curriculum that uses the on-site renewable energy facilities and storage systems, including the installation of the facilities for this project, to meet the needs of the evolving renewable energy sector; including design, installation and maintenance.

**3.5. Part 5 Energy Management, Billing and Pricing for BUDC Owned Substation (and Micro Grid)**

- 3.5.1. Develop a comprehensive Operations and Maintenance Program that would cover the Community Solar, Substation and Micro Grid Parts of this RFP
  - 3.5.1.1. Program should specify components covered, frequency of maintenance and any additional cost to provide such service
  - 3.5.1.2. Develop, provide and manage sub-metering, pricing and billing conventions that optimize utility market power, energy storage and any renewable energy that would be connected to the BUDC owned substation (and Micro Grid)
  - 3.5.1.3. Successful bidder will include provisions and equipment to sub-meter existing and future tenants that will take service from the BUDC owned substation (and Micro Grid)
  - 3.5.1.4. Service should specify methodology of pricing convention, recommendations on cost allocation and cost inclusion of Operations and maintenance with the pricing conventions, as well as, and inclusive of any additional cost of the successful bidder to maintain these pricing conventions, records, tracking systems and billing to each existing and future tenants connected to the BUDC owned substation (and Micro Grid).



## 2. GENERAL PROPOSAL REQUIREMENTS:

### a. Experience of Firm/Project Team

Firms, or their principals responding to this RFP should include an organizational chart, identifying the project manager and team members, with their titles. All proposed sub-consultants must also be identified, along with their project managers and key personnel.

### b. Experience, Depth and Breadth of Personnel

The team should have a full-range of experience in solar design, installation, community solar and workforce training. Key personnel must be identified by name and office location, with resumes included, and should demonstrate experience in the past 10 years. This should also include identifying the firm's or person's role within any project and the year(s) in which the work took place.

### c. Approach and Methodology

Respondents to this RFP should include a brief narrative explaining their approach. The narrative should outline the products and tasks to be provided in response to the recommended Scope of Work outlined above. The KW design expected output of the system (s) should also be included.

### d. Cost and Budget

Proposals must include a breakdown by cost and total work hours for the categories outlined. Cost proposals and budgets should be broken down by the major components of the proposal:

1. Pre-Development Planning & Analysis Fee
2. Developer/Consultants Fee Structure for the PV Solar/Community Solar Component of the project (exclusive of the cost of panels and installation). Assume installation of a 750kW roof-mounted PV Solar Array on the roof of Northland Central, 683 Northland, as well as a parking lot canopy.
3. Developer/Consultants Fee Structure for implementation of the Substation Upgrade (exclusive of the cost of the MITS and installation). Assume installation of a 5MW Substation Upgrade.
4. Developer Consultants Fee Structure for implementation of the Microgrid (exclusive of the cost of required equipment and installation)
5. Fee for Preparation of Workforce Training Curriculum for all core components of the project.
6. Fee for preparation of a management, operations and maintenance plan

### e. Hourly Personnel Rates

As a supplement, a schedule of billable rates for all key personnel must be included in the proposal. Proposals must also include the ranges of fully burden billable rates for

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technical staff and support personnel also suggested overhead and profit margin for materials and change orders.

**f. Procurement Forms**

Respondents must complete and submit all the forms included in Exhibit A.

**g. Schedule**

The anticipated schedule for the project is:

RFP Issue Date	December 2, 2019
Pre-Submission Information Meeting	December 16, 2019
Last day for Questions to be submitted	January 3, 2020
RFP Due Date	January 15, 2020
Interviews (if necessary)	Week of January 20-24, 2020
Contract Award	February 25, 2020
Notice to Proceed/Work Start	March 1, 2020

**3. SUBMISSION OF PROPOSALS:**

There is no restriction on the length of a proposal; however, respondents are encouraged to be as concise as possible. **Five (5) written copies** of the proposal and an electronic copy (on thumb-drive) must be submitted, **no later than 4:00 PM, January 15, 2020 to:**

**David A. Stebbins  
Buffalo Urban Development Corporation  
95 Perry Street, Suite 404  
Buffalo, New York 14203  
DStebbins@BuffaloUrbanDevelopment.com**

**4. PRE-SUBMISSION INFORMATION MEETING**

A Pre-Submission Information meeting will be held on:

**Monday, December 16, 2019  
10:00 am  
683 Northland Avenue  
Buffalo Manufacturing Works Conference Room  
Buffalo, NY 14211**

**5. SCORING, RANKING AND SELECTION PROCESS:**

Proposals will be review and evaluated by a team of BUDC staff and other stakeholders. The weighted Evaluation criteria will include:

1. Experience of team, company(s) and individuals assigned to the project. (35%)
2. Overall approach and methodology and demonstrated understanding of the Owner's objectives for the project. (25%)
3. Minority and Women-Owned Business Participation. (15%)
4. Fees and cost. (25%)

BUDC may short list from the proposals and interviews may be required. Award of a contract is expected to be made on or about February 25, 2020

The BUDC does not assume the responsibility or liability for costs incurred by firms responding to this RFP or to any subsequent requests for interviews, additional information, submissions, etc. prior to issuance of a contract.

Requests for RFP interpretations should be made electronically to David A. Stebbins, DStebbins@BuffaloUrbanDevelopment.com or in writing to the Buffalo Urban Development Corporation (BUDC), 95 Perry Street, Suite 404, Buffalo, NY 14203. David Stebbins shall serve as the designated staff contact under the Permissible Contacts provision. No requests for oral interpretations via telephone will be accepted.