

Buffalo Urban Development Corporation

95 Perry Street

Suite 404

Buffalo, New York 14203

phone: 716-856-6525

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Buffalo Urban Development Corporation Real Estate Committee Meeting Tuesday, October 20, 2020, Noon Via Video Conference Call & Live Stream Audio

Agenda

- 1) Approval of Minutes – Meeting of September 22, 2020 (*Action*) (*Enclosure*)
- 2) Northland Beltline Corridor
 - a) Northland Central – BCP SMP Additional Groundwater Sampling (*Information*)(*Encl.*)
 - b) Northland Central – Reteck Systems Build-out Update (*Information*) (*Enclosure*)
 - c) Northland Central – Rodriguez Construction Build-out Update (*Information*) (*Enclosure*)
 - d) Northland Central – “Red Shed” Prospect – (*Information*)
 - e) Northland Corridor - Beltline BOA, Networking Series & Misc. Updates (*Info.*)(*Encl.*)
 - f) 537 E. Delavan – Subdivision Update (*Information*)
 - g) 541 E. Delavan – Construction Update (*Information*)
 - h) 631 Northland – EDA Grant Application (*Information*)
 - i) Plesh / BUDC Land Exchange Update (*Information*)
 - j) COB / BUDC (NorDel II) Land Exchange Update (*Information*)
- 3) Buffalo Lakeside Commerce Park
 - a) Lawncare, Landscape & Snow Plowing Services (RFP) (*Recommendation*) (*Enclosure*)
 - b) NYSDOT Skyway Alternatives Study (*Information*) (*Enclosure*)
 - c) 193 Ship Canal Parkway Prospect & LaBella SIWP Update (*Information*) (*Enclosure*)
 - d) Parcel 3 – Arcadis FER/SMP Certification Project Update (*Information*)
 - e) Uniland Land Sale Agreement Update (*Information*)
 - f) Zephyr Investors, LLC Land Sale Agreement Update (*Information*)
 - g) Canal Wall Lighting Repairs (*Information*)
- 4) 308 Crowley Project Update (*Information*) (*Enclosure*)
- 5) 2020 NYS PSC Hearing – National Grid (*Information*) (*Enclosure*)
- 6) 2021 Real Estate Committee Meeting Schedule (*Information*) (*Enclosure*)
- 5) Adjournment (*Action*)

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
Atiqah 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 of 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 24th 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 1st. He noted that the acquisition of 714 Northland has helped address parking overflow.

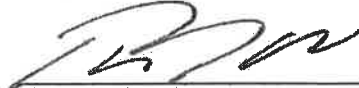
- (i) **537 E. Delavan – Subdivision Update** – Mr. Bussiere presented a brief report on the subdivision process, noting that the approval for the subdivision has been obtained from the City of Buffalo Planning Board.
- (j) **541 E. Delavan – Construction Update** – Mr. Cammarata reported that Apollo 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 1st.
- (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 7th. 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 31st, 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,

A handwritten signature in black ink, appearing to read 'K. Zanner', written over a horizontal line.

Kevin J. Zanner
Secretary

**LiRo Engineers, Inc.**

A LiRo Group Company

690 Delaware Avenue, Buffalo, NY 14209 Telephone 716.882.5476 Facsimile 716.882.9640

October 7, 2020

Peter Cammarata
Buffalo Urban Development Corporation
95 Perry Street, Suite 404
Buffalo, New York, 14203

**Re: 683 Northland Avenue, Brownfield Cleanup Program (Site #C915310)
Environmental Compliance Work Required Under Site Management Plan
Periodic Review Report - Additional Groundwater Sampling**

Dear Mr. Cammarata,

LiRo has prepared this proposal for completing additional groundwater sampling as directed by NYSDEC under the Brownfield Cleanup Program (BCP) for 683 Northland Avenue in Buffalo, New York. NYSDEC requested sampling of seven site monitoring wells (OW-1 through OW-5, MW-1 and LMW-06) in their letter dated July 8, 2020.

LiRo will purge and sample the wells following procedures that were established in our work plan that was previously approved by NYSDEC. As per NYSDEC's letter, the samples will be analyzed for volatile organic compounds, semivolatile organic compounds and polychlorinated biphenyls. The supplemental sampling results will be reviewed by an independent data validator, tabulated and reported to NYSDEC. LiRo will also upload the sampling results to NYSDEC's data management system.

LiRo's additional manpower requirements and estimated costs are provided in the attached Table-1.

Please call me at (716) 882-5476 (x406) at your earliest convenience if you have any questions.

Sincerely,
LiRo Engineers, Inc.

A handwritten signature in black ink, appearing to read 'Robert Kreuzer', followed by a horizontal line extending to the right.

Robert Kreuzer
Vice President

TABLE-1
Additional Cost For Groundwater Sampling
683 Northland Avenue, Brownfield Cleanup Program (Site #C915310)

Expense Category		Groundwater Sampling and reporting	TOTAL COSTS
<u>Labor</u>			
	Rates/Hour	Hours	
Certifying Engineer/PE	\$ 158.00		\$ -
Project Geologist	\$ 78.00	24	\$ 1,872.00
Environmental Project Manager	\$ 118.00	4	\$ 472.00
Draftsman	\$ 55.00		\$ -
Environmental Scientist	\$ 78.00		\$ -
TOTAL Hours		28	
SUBTOTAL Labor \$			\$ 2,344.00
<u>Subcontractor Costs</u>			
Laboratory Analysis (7 samples at \$280 each)			\$ 1,960.00
Data Validation and DUSR Preparation			\$ 400.00
Subtotal Subcontractors			\$ 2,360.00

Total Cost \$ 4,704.00





Outdoor Fall Film Series

Fridays in October

October 16, 23, 30

6:30 pm

Albright-Knox Northland Parking Lot
612 Northland Avenue
Buffalo, New York 14211

10/16: *Coco*

10/23: *Hotel Transylvania*

10/30: *The Nightmare
Before Christmas*

Trick or treat yourself to a family-friendly film series in the Albright-Knox Northland parking lot, presented in partnership with the City of Buffalo, the Journey Church, the Northland Beltline Taxpayers Association, the Masten District, and Lovejoy District Councilman Bryan Bollman. Celebrate the spooky season and enjoy a socially distant night out with your friends and family.

An event will be cancelled in the event of rain or high winds. We will be wearing our masks and ask that you do as well. Please respect proper social distancing when setting up your chairs and blankets. You are also welcome to watch from your car and tune into the sound on your car radio.

To register, please visit www.albrightknox.org/fallfilmseries.



MAYOR BYRON W. BROWN



Albright-Knox

BUFFALO LAKESIDE COMMERCE PARK



REQUEST FOR PROPOSAL

LAWNCARE, LANDSCAPE & SNOW PLOWING SERVICES

2020 -2023 SEASONS

BUFFALO URBAN DEVELOPMENT CORPORATION

**95 PERRY STREET, SUITE 404
BUFFALO, NY 14203**



REQUEST FOR PROPOSALS

General Maintenance, Lawn care, Landscaping, and Snow Plowing Services At Buffalo Lakeside Commerce Park November 2020 – October 2023

Specifications for proposals are included with this solicitation. All proposals must be submitted by **1:30 pm Friday, October 9th, 2020** to Buffalo Urban Development Corp located at, 95 Perry Street, Suite 404, Buffalo, NY, 14203. Attention: Phil Riggs.

THE BUDC RESERVES THE RIGHT TO REJECT ANY OR ALL PROPOSALS AND TO WAIVE ANY INFORMALITIES THEREIN.

I. General

The Buffalo Urban Development Corp., (BUDC) is seeking bids from reliable lawn care, landscaping, and snow plowing contractors for the upcoming seasons. Our desire is to set the landscaping tone for the entire Buffalo Lakeside Commerce Park. The commercial tenants own and are responsible for their specific parcels. To accomplish this, we wish to retain an established contractor with a desire to excel and the ability to raise our park and right of way grounds up to a level of excellence. The BUDC is a not-for-profit corporation exempt from New York State Sales Taxes. All services need to be achieved in a manner that will not interfere with the daily operations of the industrial property owners. The contract will be for three years and expire October 31st, 2023.

II. LOCATION

The location is at Ship Canal Parkway which runs between Tifft Street and Commerce Drive in the City of Buffalo and it surrounds the Union Ship Canal, including Laborer's Way, Hanna Drive, and the Ship Canal Commons Park. The selected Contractor will be responsible for all equipment, materials, labor, and oversight to provide the services later described.

A pre-proposal site meeting will be offered on Wednesday, September 30th, 2020 at 1:30 in the main parking lot just south of Union Ship Canal.

III. SCHEDULE FOR SELECTION

Pre-submission site visit, (recommended)	1:30 PM September 30 th , 2020
Deadline for Proposals	1:30 PM October 9 th
Initial Contractor Selection	October 20 th
BUDC Board Consideration	October 27 st
Contract Award	On or about October 31 st

Factors that will be considered in the selection process may include the following:

1. The Proposal Price
2. Experience performing these services on similar properties
3. The number of City of Buffalo Residences currently employed by your firm
4. The number of Women or Minority Status workers employed by your firm
5. Proposals received from MBE and or WBE Firms.

IV. PROPOSALS

Due to current health concerns BUDC will be requesting that you send your proposal to us via email. We will not accept any paper proposals for this request.

Email proposal to: priggs@ecidany.com , subject “BLCP Services Proposal”

All proposals must include completed bid and procurement forms and be signed by owner as listed within Exhibit B by Friday October 9th at 1:30 PM.

BUDC Procurement Policy requires that all communications pertaining to this proposal must be through only one authorized representative. Any communications with BUDC staff or board members pertaining to this request for proposal may result in a bidder disqualification unless the bidder’s statements and questions are directed to the authorized representative.

The authorized representative for this project will be Phil Riggs.

Please direct all questions only to the designated authorized representative at

716-362-8375 or priggs@ecidany.com



NEW YORK STATE DEPARTMENT OF ENVIRONMENTAL CONSERVATION

Division of Environmental Remediation, Region 9
270 Michigan Avenue, Buffalo, NY 14203-2915
P: (716) 851-7220 | F: (716) 851-7226
www.dec.ny.gov

September 30, 2020

VIA EMAIL ONLY

Peter M. Cammarata
Buffalo Urban Development Corporation
95 Perry Street
Buffalo, New York 14203

Dear Mr. Cammarata:

Supplemental Investigation Work Plan
193 Ship Canal Parkway, Site # C915240
City of Buffalo, Erie County

The Department has reviewed and hereby accepts the September 29, 2020 *Supplemental Investigation Work Plan* for the subject site. Please place a copy in the public document repository.

Please notify me by phone (716-851-7220) or email (david.locey@dec.ny.gov) at least 7 days in advance of any field activities.

Sincerely,



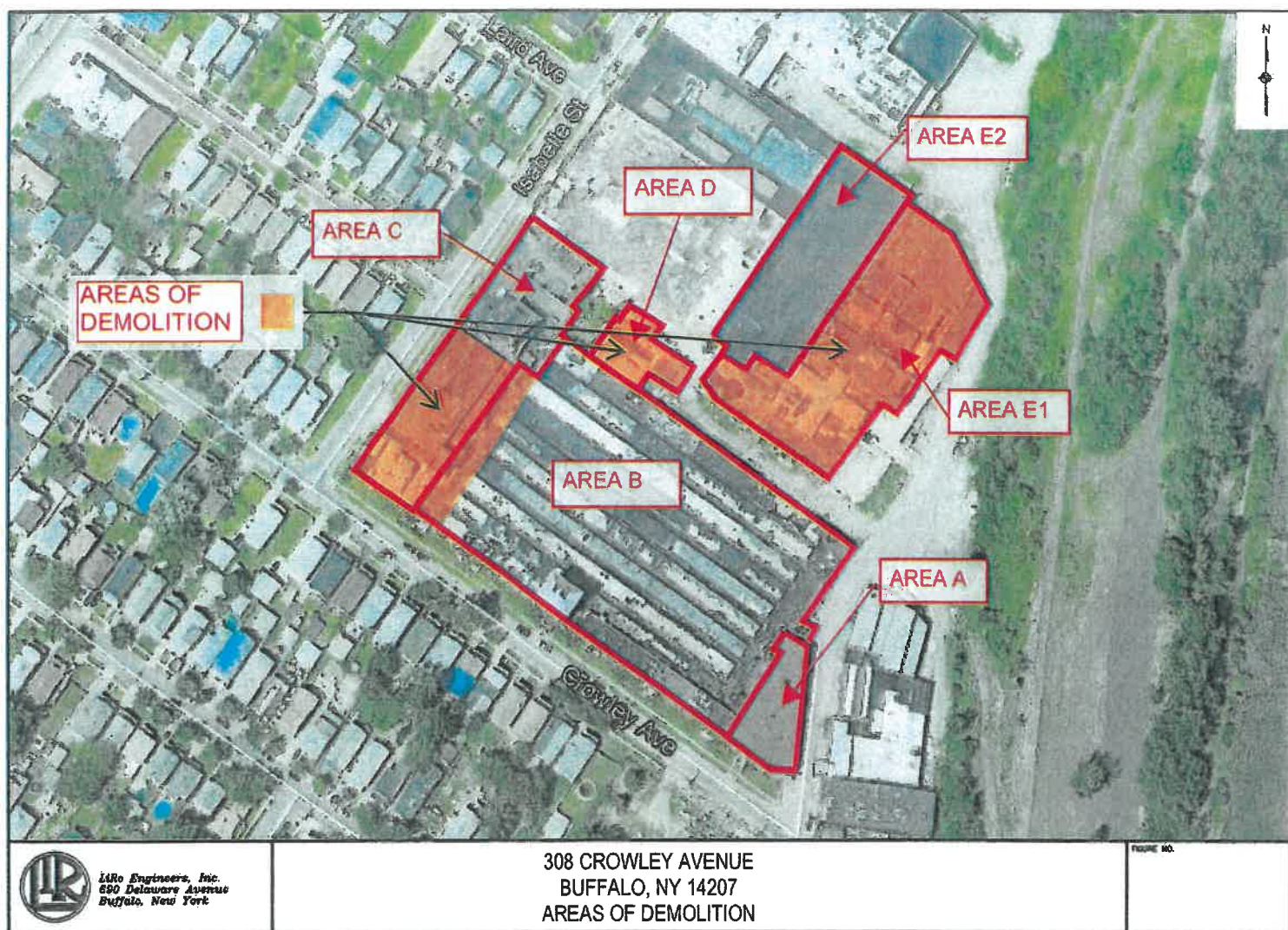
David P. Locey
Assistant Engineer

DPL

ec:

Andrea Caprio, NYSDEC
Ken Martin, NYSDEC
Greg Rys, NYSDOH
Andrew Benkleman, LaBella
Rob Napieralski, LaBella





Buffalo Urban Development Corp. – National Grid – 2020 NYS PSC Hearing

My name is Peter Cammarata and I am the President of the Buffalo Urban Development Corporation. The mission of Buffalo Urban Development Corporation 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 retaining new and existing businesses to the City of Buffalo. Our organization works closely with National Grid on economic development projects that involve capital investment and new job creation.

There are three aspects of the current National Grid rate filings that we support:

The first is related to infrastructure. The ability of National Grid to provide reliable power and have the capacity to support new electric demand is vital to the region's economic development efforts as we look to grow our economy. It is not unusual for our agency to work with prospects that have significant electric demand requirements. It is important that National Grid have the capacity to support load growth on their transmission and distribution system. In order to reinvigorate the economic development momentum we experienced pre-Covid-19 in Western New York, we support National Grid's plans in their rate filing to continue their emphasis on investing and upgrading their electric infrastructure.

Second, National Grid's economic development programs support both the activities of the Buffalo Urban Development Corporation and also their customers. The funds provided from their current economic development programs have helped many companies with electric infrastructure costs as they have moved forward with new construction and expansion plans. National Grid has committed significant economic development financial support for the Northland Redevelopment Project located on Buffalo's east side. The Northland Campus is part of the Governor's Buffalo Billion initiative. The Northland Workforce Training Center and Buffalo Manufacturing Works are vital projects for the region and National Grid's funding has assisted with site work and infrastructure costs for both. The importance of National Grid's economic development programs can be seen across many economic development projects in Western New York. We support the continuation of these programs in order to advance the region's economic development efforts.

Third, as we all continue to navigate through the Covid-19 pandemic, we appreciate the fact that National Grid would like to support individuals and businesses by attempting to mitigate immediate bill impacts. We also appreciate that this mitigation idea is being filed separately, so that additional customer assistance can take place in a timeframe that fits into the current struggles that we are all facing.

Thank you Judges and Commissioners for this opportunity to make a public statement.

Event #: 173-059-8337

Date: 9/30/20

Cases: 20-E-0380 & 20-G-0381

Buffalo Urban Development Corporation

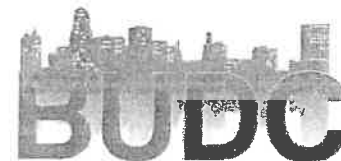
95 Perry Street

Suite 404

Buffalo, New York 14203

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web: buffalourbandevelopment.com**BUDC Real Estate Committee Meetings - 2021****Meetings held at 12:00 P.M.****BUDC Offices****95 Perry Street - Vista Room****Buffalo, New York 14203**

- Tuesday, January 19th
- Tuesday, February 16th
- Tuesday, March 23rd
- Tuesday, April 20th
- Tuesday, May 18th
- Tuesday, June 22nd
- Tuesday, July 20th
- Tuesday, August 24th
- Tuesday, September 21st
- Tuesday, October 19th
- Tuesday, November 23rd
- Tuesday, December 14th

- Byron W. Brown, Chairman of the Board • Dennis Penman, Vice Chairman • Peter M. Cammarata, President • David A. Stebbins, Vice President
- Andrew Schoeppich, Treasurer • Theresa Carpenter, Assistant Treasurer • Kevin J. Zanner, Secretary •