

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

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

**January 19, 2021  
12:00 p.m.**

**Committee Members Present:**

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

**Committee Members Absent:**

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. and Arthur Hall, BUDC.

**Roll Call:** The meeting was called to order at 12:05 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 December 15, 2020** – The minutes of the December 15, 2020 Real Estate Committee meeting were presented. Ms. Curry made a motion to approve the meeting minutes. The motion was seconded by Ms. Minkel and unanimously carried (6-0-0).

**2.0 Northland Beltline Corridor**

**(a) Northland Central – Bank on Buffalo Proposed Lease Update** – Mr. Cammarata reported that BUDC has submitted a proposed lease to Bank on Buffalo. He reviewed a map showing the location of the approximately 1300 square feet of space to be leased. The goal is to finalize the lease by March 1, 2021 and for the build-out to be completed by October 1, 2021. The lease terms will be presented to the Committee at the February meeting.

- (b) **Northland Central – Garwood Medical Build-out Update** – Mr. Cammarata updated the Committee regarding the Garwood Medical tenant improvements that are under construction. All improvements are being completed at the tenant's expense. Garwood Medical is on track to complete the tenant improvements by the end of February 2021. Rent payments commenced as of December 1<sup>st</sup>. Mr. Cammarata noted that the landlord installed dumpster pads for the tenant's use. He also noted that Garwood is working with Barbara Campagna to ensure that the proposed tenant signage complies with SHPO requirements.
- (c) **Northland Central – Retech Systems Build-out Update** – Mr. Cammarata updated the Committee regarding the Retech Systems tenant improvements work. He noted that Gilbane's construction management work has been completed and that Retech has moved into the office section of its leased space. He circulated images showing the fireproof powder room currently under construction, noting that the completion of this room is the last step necessary to obtain fire inspection department approval for the manufacturing portion of the leased space. The approval is expected by the end of January. Rent payments will begin as of February 1<sup>st</sup>.
- (d) **Northland Central – BNMA & NWTC Contract Manufacturing** – Mr. Cammarata reported that BNMA and NWTC collaborated on the conversion of laboratory space into space for contract manufacturing work that will allow students to become involved in that aspect of manufacturing. John Sieminski, Director of Manufacturing Operations at NWTC, will manage the contract manufacturing work.
- (e) **Northland Central – NWTC/ESD/BUDC Memorandum of Understanding** – Mr. Cammarata informed the Committee that discussions are underway among NWTC, ESD and BUDC regarding a memorandum of understanding (MOU) for ongoing operations at 683 Northland. The MOU, which is being developed at the request of ESD, will memorialize protocols for operations and ownership of equipment, among other matters.
- (f) **Northland Corridor – UB Graduate Student “Studio” Report** – Mr. Hall referred the Committee to the study document included in the meeting agenda packet entitled “*Near-Term Strategies for the Northland Campus*”, which was prepared by graduate students from the UB School of Architecture and Planning in a collaboration between the Master of Science in Real Estate program and the Master of Urban Planning program. Mr. Hall provided a brief overview of the recommendations contained in the study.
- (g) **Northland Corridor – BOA, EDA Grant Application (631) & Misc. Updates** – Mr. Hall presented the Northland Corridor update. He stated that the ESD grant draft is complete and under review and will be submitted to ESD soon. He noted that BUDC staff continues to make changes to the draft BOA and is working with the Buffalo Sewer Authority on mapping issues which should be completed by early February. He reported that LISC has secured an additional grant through AARP in the amount of \$10,000 for public art and placemaking components for four sites in the Northland Corridor. He also reported on a collaboration with the Pride in Buffalo group.
- (h) **Northland Corridor – Community Solar & Microgrid Project Update** – Ms. Gandour reported that the ESD Board approved the \$200,000 grant to BUDC for the campus energy microgrid and community solar project for the Northland corridor. The next step is for ESD to issue a grant disbursement agreement to BUDC.
- (i) **537 East Delavan – Subdivision Update** – Mr. Cammarata circulated a handout showing the map of the parcel as subdivided and noted that the next step in the subdivision process is to obtain the individual SBL numbers for the sub-parcels.

- (j) **Plesh/BUDC Land Exchange Update** – Mr. Bussiere presented a brief update on the Plesh land exchange transaction. Title commitments have been circulated and draft closing documents are being prepared and reviewed by counsel.
- (k) **COB/BUDC Land Exchange Update** – Mr. Bussiere reported that land exchange transaction has been completed.

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

- (a) **255 Ship Canal Parkway - Uniland Development Land Sale** – Mr. Cammarata noted that the amendment to the Land Sale Agreement (LSA) with Uniland for the sale of 255 Ship Canal Parkway has been executed. The due diligence period has been extended through February 28, 2021.
- (b) **283 Ship Canal Parkway – Sonwil Distribution Building Construction** – Mr. Cammarata reported that Sonwil is moving forward with the construction of an approximately 329,000 square foot building on the parcel that the company owns at BLCP. Sonwil anticipates completing the construction by the end of 2021.
- (c) **193 Ship Canal Parkway Prospect & LaBella SIWP Update** – Mr. Cammarata reported that BUDC received a copy of the remedial action work plan (RAWP) for the site. He reviewed with the Committee the alternatives for the remediation of the site as outlined in the RAWP, as well as pricing for each alternative. The RAWP has been shared with a prospect for the site.
- (d) **Various Parcels – Zephyr Investors, LLC Land Sale Agreement Update** – Mr. Cammarata commented on the Zephyr transaction and noted that NYS is considering legislation that would legalize recreational marijuana.
- (e) **NYSDOT Skyway Alternatives Study** – Mr. Tronolone commented briefly on the timing for completing the GEIS and noted that the preferred alternate is the parkway alternate, which would include a small portion of the BLCP wetlands.

4.0 **308 Crowley Update** – Mr. Cammarata updated the Committee regarding the Section 106 process and the select demolition negotiations with SHPO. A report from the last public meeting has been circulated. Work is ongoing with respect to the memorandum of understanding.

5.0 **2020 Authority Budget Office Property Report (Draft)** – Mr. Cammarata reviewed the draft property report with the Committee. The report includes the properties acquired through the recently completed land exchange transaction with the City of Buffalo. Properties that BUDC sold during the past year, including the parcels that were transferred to the City of Buffalo and the 71 Isabelle parcel sold to Enterprise Folding Box Company have been removed from the report. Once finalized, the report will be submitted as part of BUDC's PARIS report at the end of March.

6.0 **2021 Property and Liability Insurance Renewals** – Mr. Cammarata reported that all insurance renewals are in place. A report summarizing BUDC insurance coverages will be presented at the next Committee meeting.

**7.0 Adjournment** – There being no further business to come before the Committee, upon motion made by Mr. Penman, seconded by Ms. Curry and unanimously carried, the January 19, 2021 meeting of the Real Estate Committee was adjourned at 12:47 p.m.

Respectfully submitted,



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Kevin J. Zanner  
Secretary