

## Buffalo Urban Development Corporation

95 Perry Street  
Suite 404  
Buffalo, New York 14203  
phone: 716-856-6525  
fax: 716-856-6754  
web: [buffalourbandevelopment.com](http://buffalourbandevelopment.com)



## Buffalo Urban Development Corporation Real Estate Committee Meeting

Tuesday, March 22, 2022 at 12:00 p.m.  
95 Perry Street  
4<sup>th</sup> Floor Vista Room

### Agenda

- 1) Approval of Minutes – Meeting of February 15, 2022 (*Approval*) (*Enclosure*)
- 2) Northland Beltline Corridor (*All Are Information Items*)
  - a) Northland Central – Phase I Construction Additional HVAC Work Claim Update
  - b) Northland Corridor – Tenant & Property Management Updates
  - c) Northland Corridor – Community Solar & Microgrid Project
  - d) Northland Corridor - NWTC/ESD/BUDC MOU
  - e) Northland Corridor – Build Back Better Update
- 3) Buffalo Lakeside Commerce Park - (*All Are Information Items*)
  - a) 80, 134, 158 and 200 Ship Canal Parkway
  - b) Various Parcels – Zephyr Investors Update
  - c) 193 Ship Canal Parkway - Prospect Update
  - d) Buffalo Lakeside Commerce Park Property Owners Association
- 4) 308 Crowley Update (*Information*)
- 5) Adjournment (*Approval*)

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

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

**February 15, 2022  
8:30 a.m.**

**Committee Members Present:**

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

**Committee Members Absent:**

Maria R. Whyte

**Officers Present:**

Brandy Merriweather, President  
Rebecca Gandour, Executive Vice President  
Mollie Profic, Treasurer  
Kevin J. Zanner, Secretary  
Atiqa Abidi, Assistant Treasurer

**Guests Present:** Alexis M. Florczak, Hurwitz & Fine, P.C.; Laurie Hendrix, ECIDA Administrative Coordinator; Thomas Mancuso, Mancuso Business Development Group; Antonio Parker, BUDC Project Manager; and Paul Tronolone, Empire State Development.

**Roll Call:** The meeting was called to order at 8:31 a.m. A quorum of the Committee was present. Mr. Mehaffy joined the meeting during the presentation of agenda item 2.0.

The meeting was held via Zoom in accordance with the provisions of Article 7 of the Public Officers Law, as amended effective January 14, 2022, which authorizes public bodies to conduct meetings and take such action authorized by law without permitting in public in-person access to meetings and to authorize such meetings to be held remotely by conference call or similar service, provided that the public has the ability to view or listen to such proceeding and that such meetings are recorded and later transcribed.

**1.0 Approval of Minutes – Meeting of January 18, 2022** – The minutes of the January 18, 2022 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 (5-0-0).

**2.0 Northland Beltline – Community Outreach – Marketing Services Agreement**  
– Ms. Merriweather presented her February 15, 2022 memorandum regarding a proposed marketing services and consulting agreement with Mustard Seed World Consulting Group. Following Ms. Merriweather's presentation, Mr. Penman made a motion to (i) approve BUDC entering into a consulting agreement with Mustard Seed Consulting at an hourly rate of \$85 per hour with total payments not to exceed \$25,000; and (ii) authorize the President or Executive Vice

President to execute the consulting agreement and take such actions as may be necessary to implement this action. The motion was seconded by Ms. Curry and unanimously carried (5-0-0).

### **3.0 Northland Beltline Corridor**

(a) **Northland Central – Phase I Construction Additional HVAC Work Claim Update** – Mr. Zanner presented a brief report to the Committee regarding this matter.

(b) **Northland Corridor – Tenant & Property Management Updates** – Mr. Mancuso presented the Northland Corridor tenant and property management update. The tenant safety committee held its first meeting earlier this month. Tenants exchanged emergency contact information and safety training information. Renovations at the Bank on Buffalo location have begun, with opening anticipated in late March or early April 2022. The Workforce Training Center has expressed renewed interest in leasing the mezzanine space, which if leased would result in the building being 100% leased up. SparkCharge is seeking to increase production capacity in its current space. Electric bills for January 2022 are up 150% from the December 2021 bill despite usage having increased only 20%. The snow and ice guards on the gray shed building were damaged due to the recent heavy snowfall and will need to be replaced. A subdivision opportunity at the “B” building at 612 Northland is being explored.

(c) **Northland Corridor – Community Solar & Microgrid Project** – Ms. Gandour reported that BUDC submitted the second draw request in the amount of \$64,000 to pay Frey Electric for its pre-development work. BUDC asked Frey to prepare a pre-development summary, which it recently submitted. BUDC is working with ESD to complete a request to the ESD Board for the remaining \$1.8 million dollars of funding for the project.

(d) **Northland Corridor – NWTC/ESD/BUDC MOU** – Ms. Gandour reported that the MOU has been updated following completion of the inventory and was submitted to ESD for review. It is anticipated that the MOU will be presented to the Committee for its review at the March meeting.

(e) **Northland Corridor – Build Back Better Update** – Ms. Gandour reported that BUDC staff attended a Build Back Better meeting on February 4<sup>th</sup> with UBRI, ESD, InBN and other partners regarding coordination of the phase 2 application. BUDC submitted its draft narrative to ESD on February 11<sup>th</sup> and is working on a draft budget.

(f) **Northland Corridor – Misc. Project Management Updates** – Ms. Gandour reported on the Albright Knox Northland announcement that it will be vacating the building at the end of its lease. A final installation will run at the site until June, and BUDC is working with Albright Knox and the Mancuso Group to ensure a smooth transition from the space. Ms. Gandour also reported on recent inquiries and interest in the 631 Northland location. Discussions with for potential uses of the space are ongoing.

### **4.0 Buffalo Lakeside Commerce Park**

(a) **Various Parcels – Zephyr Investors Update** – Ms. Gandour reported that one of Zephyr’s consultants recently contacted BUDC for stormwater retention information and documents for the site.

(b) **193 Ship Canal Parkway – Prospect Update** – Ms. Gandour indicated that a draft land sale agreement was recently circulated to GW Burnett and its counsel. GW Burnett continues to engage with their consultant, LaBella and the NYSDEC regarding the site.

(c) **Park Property Owners Association** – Ms. Gandour reported that BUDC submitted its first bill to Uniland for its share of POA expenses.

5.0 **308 Crowley Update** – Ms. Merriweather reported that BUDC continues to coordinate with the Office of Permits & Inspections and the Office of Strategic Planning regarding phase 2 demolition, and conversations regarding timing, funding and community engagement remain ongoing.

6.0 **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 February 15, 2022 meeting of the Real Estate Committee was adjourned at 8:52 a.m.

Respectfully submitted,

---

Kevin J. Zanner  
Secretary