

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

**95 Perry Street
Buffalo, New York
October 18, 2022
12:00 p.m.**

Committee Members Present:

Elizabeth A. Holden
Brendan R. Mehaffy
Kimberley A. Minkel, Chair
Dennis M. Penman

Committee Members Absent:

Janique S. Curry
Thomas A. Kucharski

Officers Present:

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

Guests Present: Zaque Evans, Senior Economic Development Specialist, Erie County Executive's Office; Alexis M. Florczak, Hurwitz Fine P.C.; Soma Hawramee, ECIDA Compliance Officer; 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 12:05 p.m. A quorum of the Committee was determined to be present.

1.0 Approval of Minutes – Meeting of August 23, 2022 – The minutes of the August 23, 2022 Real Estate Committee meeting were presented. Mr. Penman made a motion to approve the meeting minutes. The motion was seconded by Mr. Mehaffy and unanimously carried (4-0-0).

2.0 Northland Beltline Corridor

(a) Northland Central – Phase I Construction Additional HVAC Work Claim Update

Mr. Zanner updated the Committee regarding the HVAC claim, and reported that a settlement proposal was recently presented to defense counsel.

(b) Northland Corridor – Tenant & Property Management Updates – Mr. Mancuso

presented the Northland Corridor tenant and property management updates. The seasonal security escort project will begin on October 31st, with Retech and Buffalo Manufacturing Works participating. Manna is bottling its mint tea for sale in grocery stores, which will provide an additional revenue stream for its business. The Albright Knox Art Gallery (AKAG) remains on target for vacating 612 Northland at the end of November. Mr. Mancuso reported that a lightning

strike occurred at Northland on September 26th. While the building's suppression system defused the lightning strike and no structural damage occurred, the fire and security systems were impacted. Currently, these systems are approximately 85-90% back online. Participants in the UB Masters in Real Estate Development program recently visited the Northland Campus. The students are working on a project that focuses on adaptive reuse and manufacturing and includes a component relating to the Central Terminal.

- (c) **Northland Corridor – Build Back Better Challenge Grant Update** – Ms. Gandour informed the Committee that BUDC executed the grant agreement with the Economic Development Administration (EDA) and is setting up the required financial accounts for the grant. Grant management documents and a request for proposals (RFP) for architectural and engineering services are being drafted in consultation with ESD and Bisonwing Consulting. It is anticipated that the RFP will be released by the end of the year. Discussions with ESD are ongoing regarding matching funds for the grant.

3.0 Buffalo Lakeside Commerce Park

- (a) **193 Ship Canal Parkway – Prospect Update** – Ms. Gandour reported that Krog is current on its payments under the exclusivity agreement for this site. No additional information regarding Krog's prospective tenant has been received since the last Committee meeting.
- (b) **80, 134, 158 and 200 Ship Canal Parkway** – Ms. Gandour reported that Savarino is current on its payments under the exclusivity agreement for this site. Savarino is in discussions with several industrial tenants and requested that BUDC circulate a proposed land sale agreement. BUDC is seeking further information regarding Savarino's project which is needed for the land sale agreement.
- (c) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour reported that a meeting of the Board of Directors of the BLCPP Property Owners Association (POA) will take place immediately following this meeting to discuss the POA budget and changes to property assessments resulting from the recent land sale to Zephyr and the improvements made to some of the lots.

- 4.0 **Executive Session** – Mr. Penman made a motion for the Committee to enter into executive session to discuss the proposed lease of 612 Northland on the basis that public discussion of the proposed transaction would substantially affect the value of the property. The motion was seconded by Mr. Mehaffy and unanimously carried (4-0-0). At the conclusion of the executive session, Mr. Mehaffy made a motion to exit executive session, which was seconded by Ms. Holden and unanimously carried (4-0-0). Mr. Penman then made a motion to recommend that the BUDC Board of Directors authorize NorDel I, LLC to enter into a lease with Zephyr for 612 Northland upon the terms discussed in executive session, including the contingency that Zephyr execute a memorandum of understanding with the Northland Workforce Training Center no later than December 1, 2022. The motion was seconded by Mr. Mehaffy and unanimously carried (4-0-0).

- 5.0 **Adjournment** – There being no further business to come before the Committee, on motion made by Ms. Holden, seconded by Mr. Mehaffy and unanimously carried, the October 18, 2022 meeting of the Real Estate Committee was adjourned at 12:27 p.m.

Respectfully submitted,

Kevin J. Zanner
Secretary