

Buffalo Urban Development Corporation

95 Perry Street

Suite 404

Buffalo, New York 14203

phone: 716-856-6525

fax: 716-856-6754

web: buffalourbandevelopment.com



Buffalo Urban Development Corporation

Real Estate Committee Meeting

Tuesday, April 23, 2019

95 Perry Street, 4th Floor Vista Room

Agenda

- 1) Approval of Minutes – Meeting of 3/19/19 (*Action*) (*Enclosure*)
- 2) Northland Beltline Corridor Projects
 - a) 683 Northland Phase I – HVAC Modifications Change Order (C.O.) (*Recomm.*) (*Handout*)
 - b) 683 Northland Phase I - Inventory & Tagging Update (*Information*)
 - c) 683 Northland Phase II – NWTC Expansion Space Equipment C.O. (*Recomm.*) (*Enclosure*)
 - d) 683 Northland Phase II – NWTC Expansion Space Construction C.O. (*Recomm.*) (*Handout*)
 - e) 683 Northland Phase II – Entrepreneurial Center Space C.O. (*Recommendation*) (*Enclosure*)
 - f) 683 Northland Phase II – Construction Update (*Information*) (*Handout*)
 - g) Northland Central Food Service – GiGi's Update (*Action*) (*Handout*)
 - h) Northland Central Food Service - RFP Update (*Information*) (*Enclosure*)
 - i) 541 E. Delavan – Design & Construction Document Update (*Information*)
 - j) 612 Northland – AKAG Lease Update (*Information*) (*Handout*)
 - k) 612 Northland – Watts Site Design & Construction Admin. (*Recommendation*) (*Enclosure*)
 - l) 612 Northland – Belknap Heating & Cooling Contract (*Recommendation*) (*Handout*)
 - m) 612 Northland – Construction, Contracting & C.O. Update (*Information*) (*Handout*)
 - n) 631 Northland – Proposed Renovations & Financing (*Discussion*) (*Handout*)
 - o) Northland Corridor – 2019 Landscaping Proposals (*Recommendation*) (*Handout*)
 - p) Northland Corridor – LISC Grant Update (*Information*) (*Enclosure*)
 - q) Northland Corridor – Solar Energy Facilities/Micro-Grid Grant (*Information*) (*Enclosure*)
 - r) NorDel II BUDC/COB/BURA Land Swap Update (*Information*)
 - s) Plesh Gate & Land Swap Update (*Information*)
- 3)
 - a) BLCP – Project Flora Update & Request (*Action*) (*Handout*)
 - b) BLCP – 255 Ship Canal Parkway Land Sale Update (*Information*)
 - c) BLCP – Parcel 4 Easement & Final Engineering Report Update (*Information*)
 - d) BLCP – Landscaping Contract Update (*Information*)
- 4) 308 Crowley Update (*Information*)
- 5) Ralph C. Wilson, Jr. Foundation Grant Update (*Information*)
- 6) Regionally Significant Project Fund (*Discussion*)
- 7) Adjournment (*Action*)

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

**95 Perry Street
Buffalo, New York
March 19, 2019
12:00 p.m.**

Committee Members Present:

Janique S. Curry
Thomas A. Kucharski
Brendan R. Mehaffy
Craig A. Slater (Chair)
Maria R. Whyte

Committee Members Absent:

Kimberley A. Minkel
Dennis M. Penman

Officers Present:

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

Guests Present: Dawn Boudreau, ECIDA; Evan Y. Bussiere, Esq., Hurwitz & Fine, P.C.; Brett Stiehler, Gilbane Building Company; Thomas Mancuso, Mancuso Business Development, Group; Kellena Kane, Uniland Development Company; Michael Montante, Uniland Development Company; and Paul Tronolone, Empire State Development.

Roll Call – Mr. Slater called the meeting to order at 12:15 p.m. A quorum of the Committee was not present. Agenda items 2(b), 3(a) and 3(b) were presented for information purposes. Ms. Curry joined the meeting during the presentation of item 3(b), at which time a quorum of the Committee was present.

1.0 Approval of Minutes – Meeting of February 19, 2019 – The minutes of the February 19, 2019 Real Estate Committee meeting were presented. Ms. Curry made a motion to approve the meeting minutes. The motion was seconded by Ms. Whyte and unanimously carried.

2.0 General Items

- (a) **2018 BBRF Reimbursement Request** – Ms. Profic presented a written summary of third party expenses that are proposed for reimbursement from the Buffalo Brownfields Redevelopment Fund (BBRF). Third party expenses for Buffalo Lakeside Commerce Park, RiverBend, 308 Crowley and the Northland Beltline are eligible for reimbursement from the BBRF. The total amount of third party expenses being requested for reimbursement is \$419,785, of which \$300,510 relates to Northland Beltline project expenses. Ms. Profic stated that reimbursement expenses were down from last year primarily due to the shifting of utility costs at the 683 Northland project from BUDC to 683 Northland Master Tenant, LLC. Ms.

Curry made a motion to recommend that the Board of Directors approve the BBRF reimbursement request as set forth in the written expense summary. The motion was seconded by Ms. Whyte and unanimously carried.

- (b) **2018 Real Estate Report** – Mr. Cammarata presented the 2018 Property Report to the Committee, which lists all real property owned by BUDC, either directly or through its affiliates or subsidiaries, as of December 31, 2018. The sole acquisition in 2018 was the purchase of the 308 Crowley property. Mr. Cammarata noted that this report will be included as part of the Annual Report required to be submitted to the Authorities Budget Office.

3.0 Northland Beltline Corridor Projects

- (a) **683 Northland Phase I – Construction Update** – Mr. Cammarata circulated a handout prepared by Gilbane, which identified each subcontractor for the Phase I project, including contract values and amounts billed and paid to date. Mr. Stiehler reported that Phase I closeout is complete except for the receipt of a few lien waivers. He stated that preliminary M/WBE utilization for Phase I are 29.5% MBE and 4.95% WBE, compared to the initial goals of 25% MBE and 5% WBE. Mr. Stebbins stated that final minority and women workforce participation numbers are forthcoming, and that the minority-owned business numbers are expected to increase when the Watts Engineering numbers are included.
- (b) **683 Northland Phase I – Tax Credits Update** – Mr. Stebbins circulated a report prepared by Freed Maxick that sets forth the Qualified Rehabilitation Expenditures for the 683 Northland LLC project from inception (April 7, 2015) through December 31, 2018. He reported that an additional \$400,000+/- in federal and NYS historic tax credits for the project were realized due to additional costs that were incurred during the course of the project. The additional tax credits realized by the project also resulted in additional owner equity. Mr. Stebbins also noted that the final estimated Brownfield Cleanup Program (BCP) tax credits for the first phase of the project are expected to exceed initial forecasts and that the total value of the BCP tax credits will be approximately 10.6 million dollars, which is nearly \$900,000 more than initially projected. Upon completion of all site preparation work, the final BCP tax credit numbers will be calculated. Mr. Stebbins advised the Committee that the tax credit equity from the BCP tax credits and historic tax credits will be used to repay the construction loan, with any excess used to pay taxes.
- (c) **683 Northland Phase I – Inventory & Tagging Proposals** – Mr. Stebbins presented his March 19, 2019 memorandum to the Committee regarding proposals to inventory and tag all the furniture, fixtures and equipment purchased for the NWTC and the restaurant space. Mr. Cammarata and Mr. Tronolone explained the financial benefits that such inventory procedure and annual review will have for the project, including the mitigation of potential losses that could be incurred. Mr. Stebbins stated that informal proposals were solicited from three companies (Freed Maxick, Industrial Appraisal Company and Strategic Asset Management) and that two proposals were received from Industrial Appraisal Company and Strategic Asset Management. BUDC staff met with representatives from both companies on-site and, based on the submitted cost proposals, are recommending that BUDC contract with Industrial Appraisal Company to perform the initial inventory and tagging at the project. Mr. Stebbins noted that this procurement is within the \$25,000 threshold for Committee approval. Mr. Mehaffy made a motion to approve a contract for the inventory and tagging of all the furniture, fixtures and equipment at 683 Northland Avenue to Industrial Appraisal Company for a total cost of \$10,950 and to contract with Industrial Appraisal Company for a period not-to-exceed three years to conduct an annual update at a cost of \$2,800 per year. The motion was seconded by Ms. Whyte and unanimously carried.

(d) **683 Northland Phase II – Construction Update** – Mr. Stiehler presented the monthly report sheet and provided a brief update regarding Phase II of the project. The BMW space remains on schedule for occupancy by July 2019, with BMW's relocation process to start shortly thereafter so that BMW can commence operations in the new space by September. Finish work has started in the BMW space, the mezzanine has been completed and glazing and other exterior work has commenced. Mr. Stiehler stated that preliminary M/WBE numbers are trending slightly above initial goals.

(e) **Northland Central Lease & Prospects Updates** – Mr. Cammarata presented an update regarding the status of discussions with multiple potential tenants for space at 683 Northland. He noted that discussions are underway with a prospect to lease the first floor space currently used by Gilbane for its Phase II construction office.

(f) **541 E. Delavan – Construction Management Proposals** – Mr. Stebbins presented his March 19, 2019 memorandum regarding construction management services for the renovation of 541 E. Delavan Avenue. He reported that BUDC had received five proposals in connection with the issued request for proposals for construction management services for the redevelopment of the 541 E. Delavan building. A proposal evaluation team was assembled and reviewed and evaluated the proposals. Evaluations were based on experience, approach, M/WBE utilization and cost. Three of the five respondents were interviewed. Based on the combination of proposals and interviews, it was the consensus of the interview team to recommend 34 Group with Gilbane Building Company as the construction manager for the 541 E. Delavan renovation project. 34 Group demonstrated exceptional experience with the Northland Corridor and the 541 E. Delavan site and had the most competitive pricing. The total estimated cost for construction management services for Phase I of the 541 E. Delavan project is \$246,528, based on a two month pre-construction period and a six month construction period. Ms. Curry made a motion to recommend that the Board of Directors approve 34 Group as the construction manager for the renovation of 541 E. Delavan Avenue at the cost of \$246,528 for Phase I of the project. The motion was seconded by Ms. Whyte and unanimously carried.

(g) **612 Northland – Lease Prospect Update** – Discussion of this item was deferred.

(h) **612 Northland – Construction, Contracting & Change Order Update** – Discussion of this item was deferred.

(i) **714 Northland Property Acquisition Update** – Discussion of this item was deferred.

(j) **NorDel II (BUDC)/City of Buffalo Land Swap Update** – Discussion of this item was deferred.

(k) **Plesh Gate & Land Swap Issues** – Discussion of this item was deferred.

4.0 Buffalo Lakeside Commerce Park Sale & Prospects Update – Mr. Cammarata reported on the status of negotiations relating to the potential sale of 255 Ship Canal Parkway. He then introduced Michael Montante and Kellena Kane of Uniland Development Company who presented the company's project at 255 Ship Canal Parkway and the proposed terms of acquisition. After the Uniland presentation, Ms. Whyte made a motion for the Committee to enter into executive session to discuss the proposed sale of 255 Ship Canal Parkway on the basis that discussion of the proposed transaction could substantially affect the value of the property. Ms. Whyte's motion was seconded by Ms. Curry and unanimously carried. At the conclusion of the discussion, Mr. Mehaffy made a motion to exit executive session. The motion was seconded by

Ms. Whyte and unanimously carried. No votes were taken during executive session. Upon exiting executive session, the Committee discussed Uniland's counteroffer and the Committee responded with its own counteroffer, including an increase in the non-refundable deposit and a reduction in the duration of the due diligence period. Mr. Kucharski made a motion to recommend that the Board of Directors approve the sale of 255 Ship Canal Parkway based on the renegotiated terms. The motion was seconded by Ms. Curry and unanimously carried.

5.0308 Crowley Update – Discussion of this item was deferred.

6.0 Other C.O.B. Brownfield Opportunities – Discussion of this item was deferred.

7.0 Late Files

7.1 Buffalo Lakeside Commerce Park: Parcel 4 Environmental Easement – Mr. Cammarata presented his March 19, 2019 memorandum to the Committee regarding the placement of an environmental easement on the lands comprising Parcel 4 at the Buffalo Lakeside Commerce Park. He reported that this site was subject of a New York State Superfund cleanup project that was completed last summer and BUDC has been working with NYSDEC to complete the project close-out requirements, including the completion of surveying and title work in connection with the preparation of an environmental easement for Parcel 4. As part of the close-out process, NYDSEC is requesting formal Board action to authorize Buffalo Lakeside Commerce Park-I, LLC, the BUDC subsidiary that owns Parcel 4, to execute the environmental easement. Mr. Kucharski made a motion to recommend that the Board of Directors approve the placement of an environmental easement on the Parcel 4 property at BLCP and to authorize the President or Executive Vice President to execute and deliver any and all instruments and documents and take any and all actions that are necessary or appropriate on behalf of Buffalo Lakeside Commerce Park-I, LLC in connection with the execution and delivery of the environmental easement. The motion was seconded by Ms. Whyte and unanimously carried.

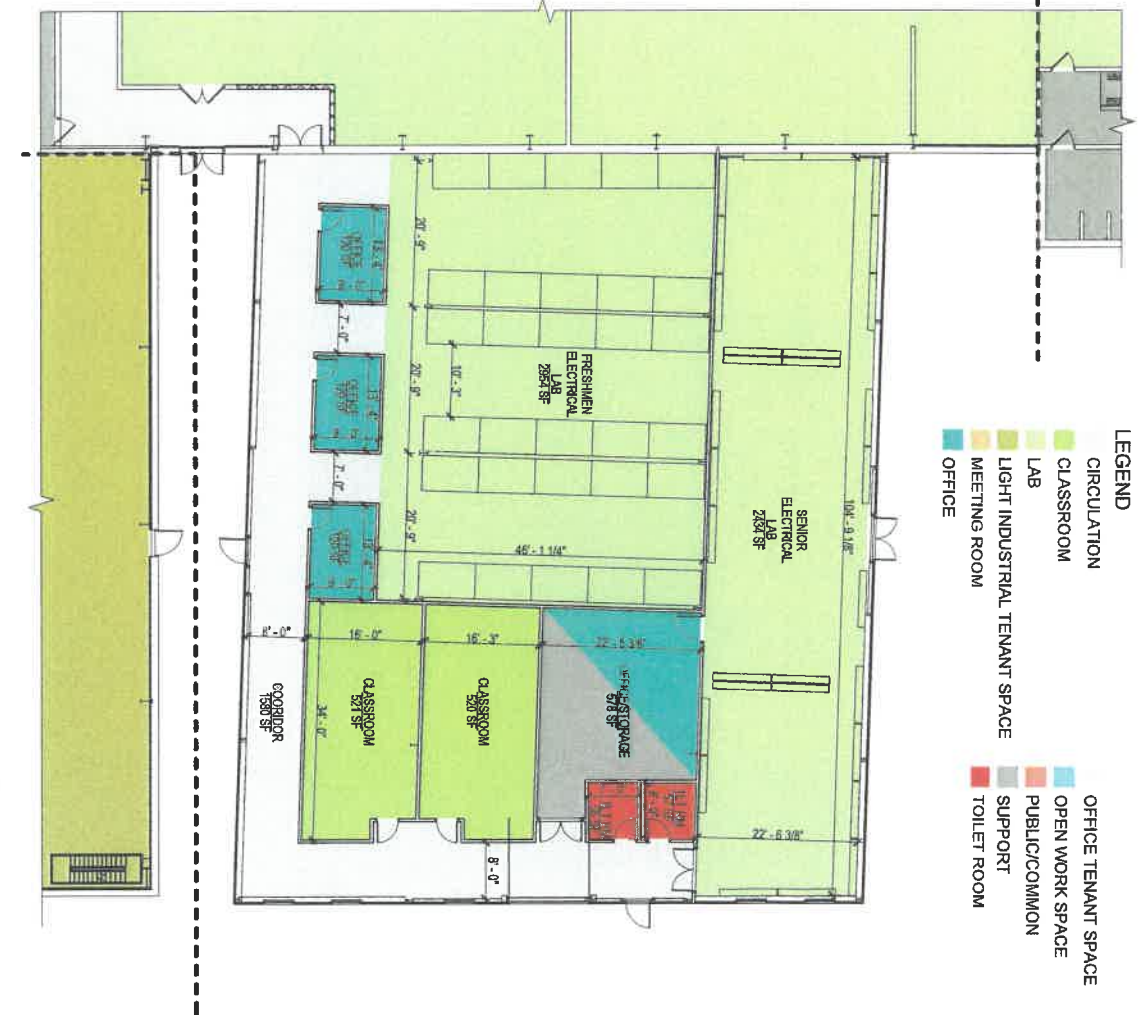
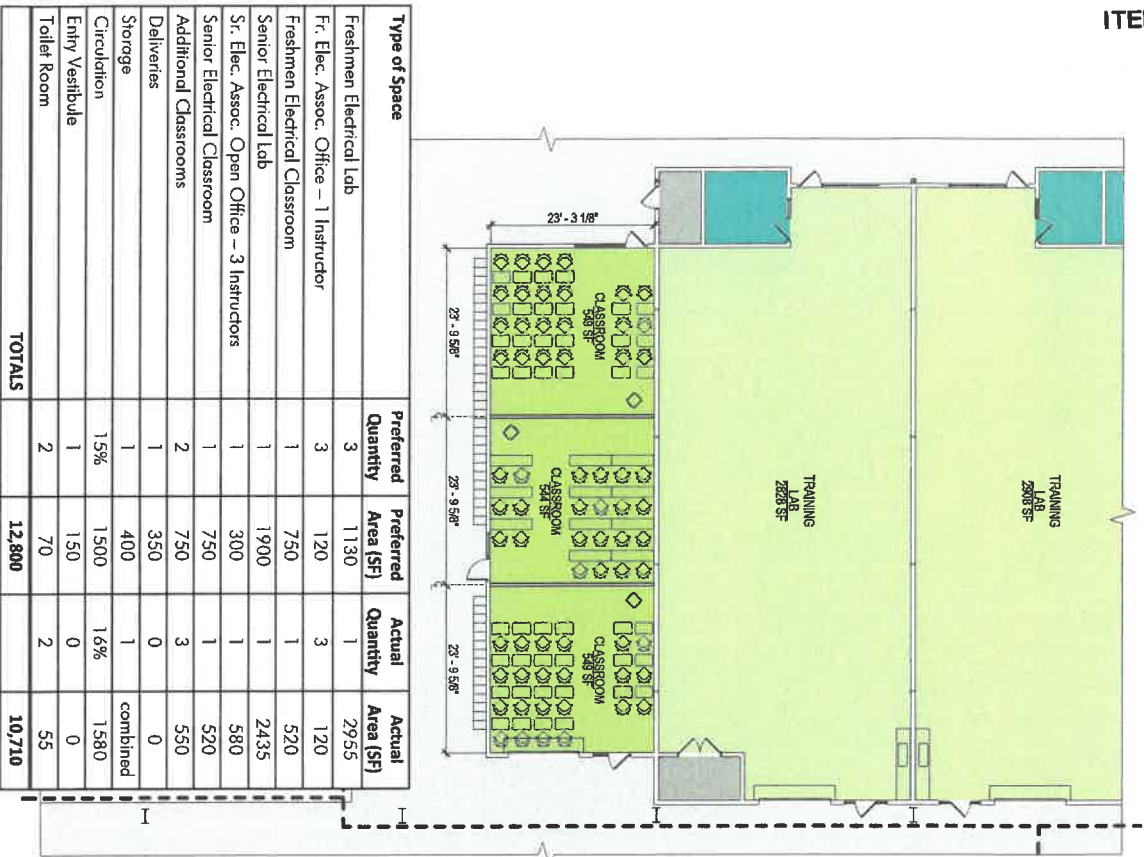
7.2 308 Crowley: Sale of 71 Isabelle Street - Mr. Cammarata presented his March 19, 2019 memorandum to the Committee regarding the sale of 71 Isabelle Street, a portion of the larger 308 Crowley Avenue site. He stated that Enterprise Folding Box Co., Inc., an adjacent property owner to the 308 Crowley property, had expressed interest in acquiring a vacant .91 acre section of the property. That vacant parcel has been surveyed and a new SBL number was issued for the parcel, along with a designated street address of 71 Isabelle Street. He further reported that the BUDC staff has negotiated the terms of the potential sale of the parcel to Enterprise with a proposed purchase price of \$35,000, with a \$2,000 deposit due upon execution of a Land Sale Agreement. The deposit would become non-refundable upon the expiration of a 60 day due diligence period. The \$35,000 consideration to be received by BUDC for the parcel would exceed the appraised per acre value of the property of approximately \$31,800. Ms. Whyte made a motion to recommend that the Board of Directors approve the sale of 71 Isabelle Street to Enterprise Folding Box Co., Inc. for the sale price of \$35,000 and to authorize the President or Executive Vice President to execute and deliver any and all instruments and documents and take any and all actions that are necessary or appropriate on behalf of King Crow, LLC in connection with the closing of the transaction. The motion was seconded by Mr. Mehaffy and unanimously carried.

8.0 Adjournment – There being no further business to come before the Committee, upon motion made by Mr. Kucharski, seconded by Ms. Whyte and unanimously carried, the March 19, 2019 meeting of the Real Estate Committee was adjourned at 1:40 p.m.

Respectfully submitted,

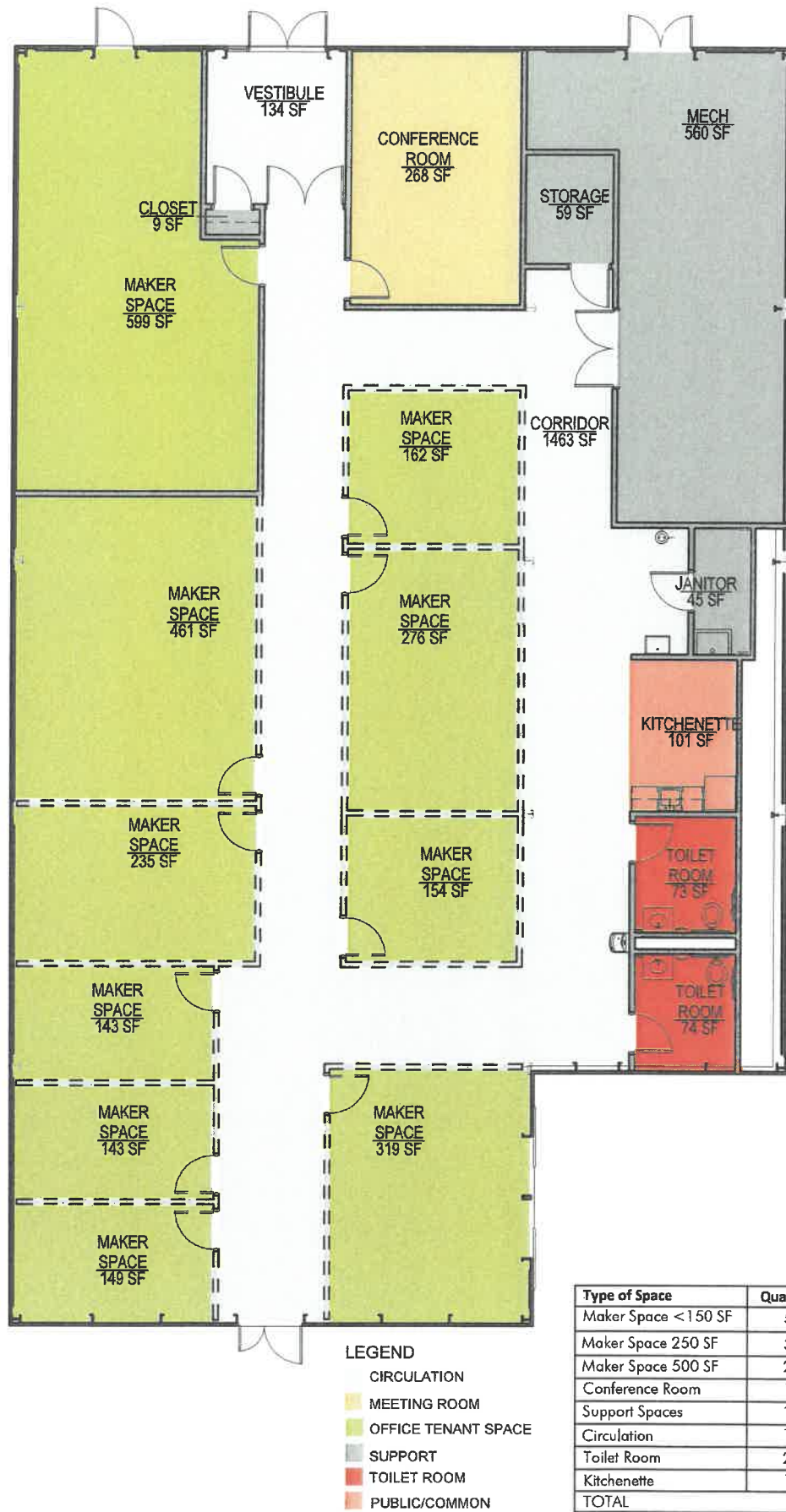


Evan Bussiere
Secretary of the Meeting



NORTLAND BELTLINE
NORTLAND WORKFORCE TRAINING CENTER
01/16/19 NWTC EXPANSION







NORTHLAND

BELTLINE

A NEIGHBORHOOD OF OPPORTUNITIES

Food Service Operator Information Meeting
Thursday, April 11, 2019

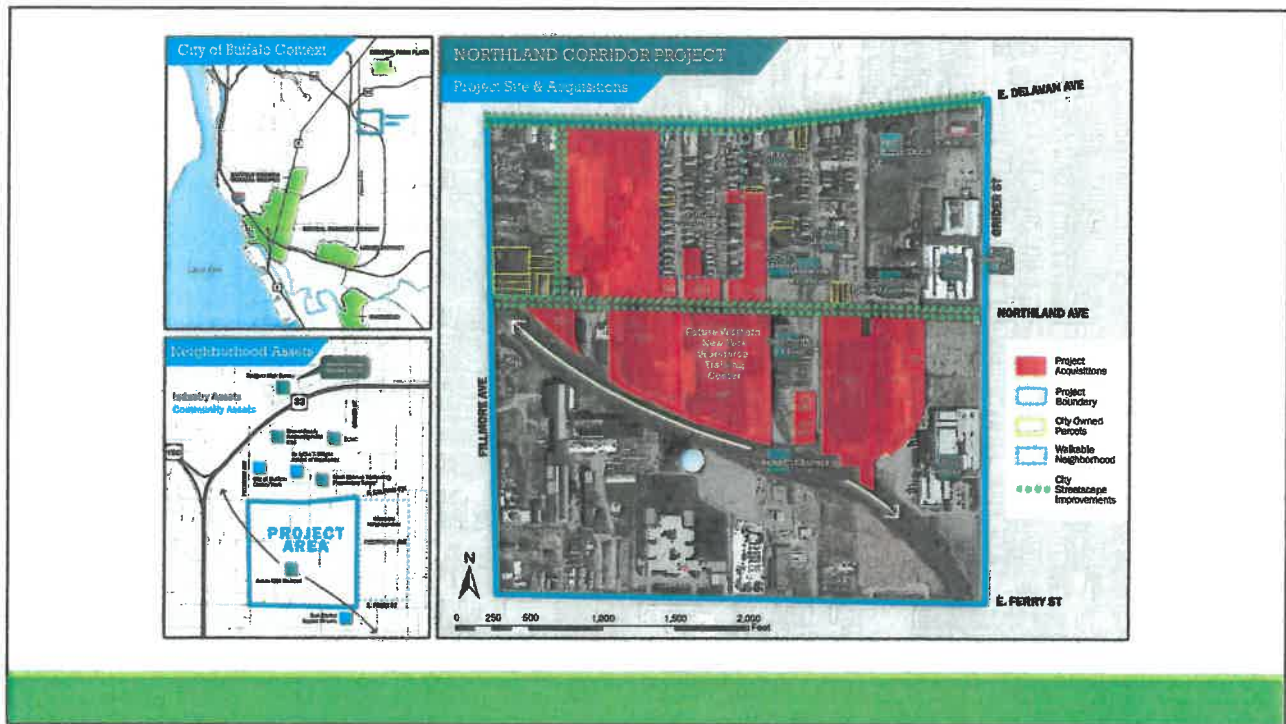
1

Food Service Information Meeting AGENDA

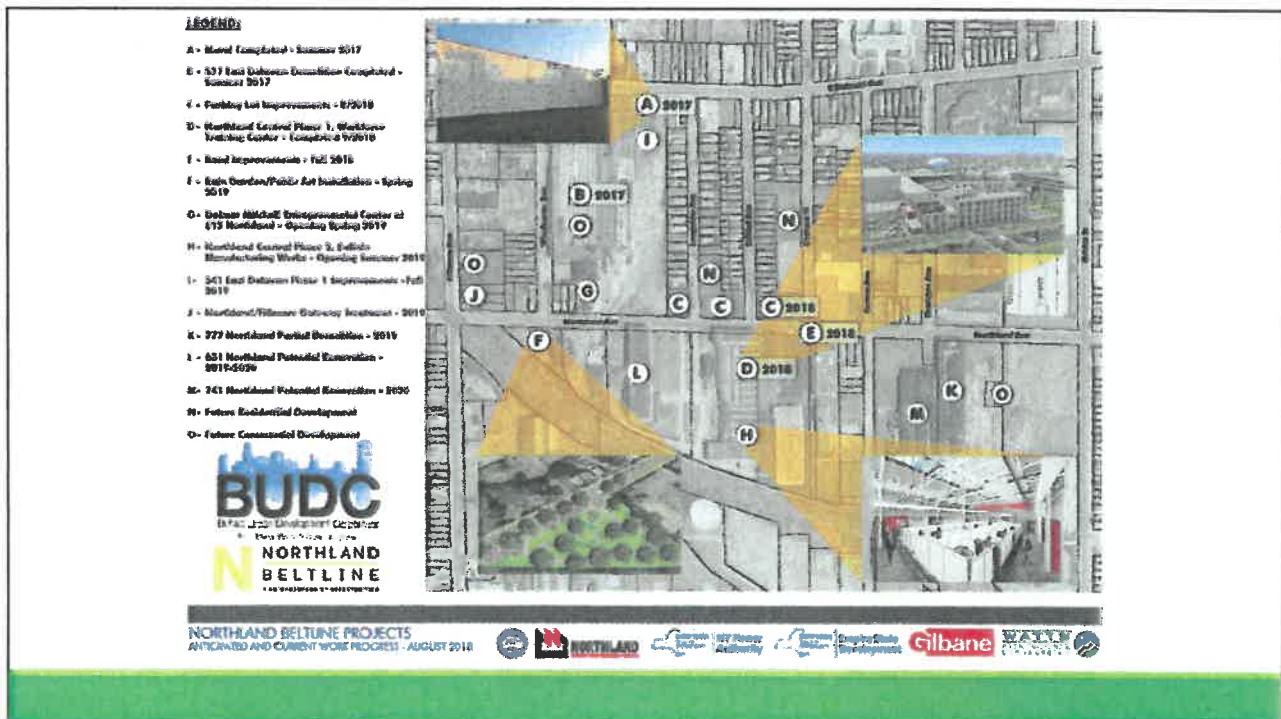
1. Introductions
2. Overview of Northland Redevelopment
3. Food Service Opportunity & Process
4. Small Business Resources
5. Question & Answers
6. Restaurant & Kitchen Walk-through

**** Sign-in Sheet****

2



3



4

Project Rainfall



5



Street Improvement Project

6



Northland Central – 683 Northland

7



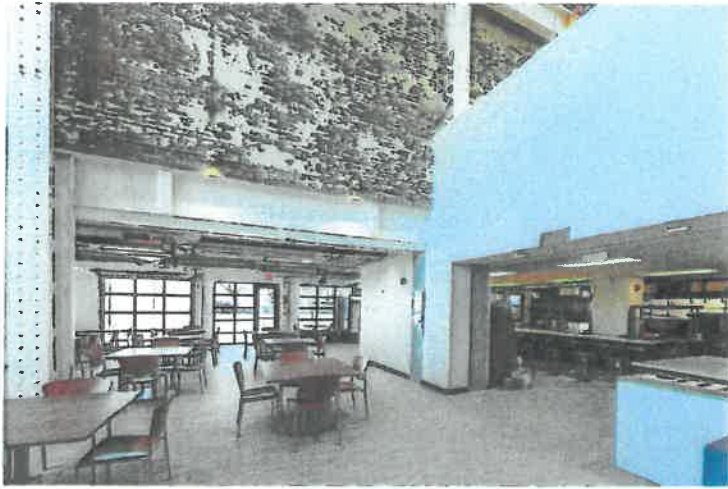
BUFFALO

MANUFACTURING
WORKS
 OPERATED BY **EWI**



Northland Central – Buffalo Manufacturing Works
 Summer 2019

8



FOOD SERVICE OPPORTUNITY

- 3,900 Square-foot Café-style space
- Outdoor patio
- Fully-equipped kitchen
- Tables & Seating plus counter
- Small-wares (optional)
- Built-in market
 - 300-400 students, faculty & staff
 - 50-200 employees for future tenants
 - Meetings, events & catering
 - Neighborhood development

9



Food Service Objectives

- Food service for students of the Workforce Training Center
- Quality, healthy, nutritious food for students and the neighborhood
- Breakfast & Lunch (minimum) – Six (6) days
- Experience serving the East Side, African-American Community
- Fast start & opening
- Diversity and inclusiveness of staff

10



Food Service Objectives

- “Grab-n-Go” food options for students
- “Client-first” service attitude with imagination and innovation
- Economically sound operation practices
- Operator responsible for all costs of operation, employees, routine maintenance, base rent + utilities
- Options for shared-space, multiple vendors
- Options for training, community-kitchen and other educational uses of the facility

11



Proposal Requirements

- Proposed operation – what kind of dining experience?
- Background & Experience of operator and key staff
- Operator’s Financial Information – past & projected; & vendor relationships
- Proposed schedule, staffing plan, marketing plan and sample menus
- Requested lease terms
 - Base rent, length of lease

12



Evaluation Factors

- Experience
 - Owner/Operator
 - Key Staff
 - Restaurant vs. other food service operation
- Financial resources
- Proposed operation details
 - Menu & Dining experience
 - Schedule & Hours of operation
 - Staffing plan

13



Proposal Submission

- **Due: May 1, 2019 at 4PM at BUDC Offices**
- **Ten (10) printed copies & one (1) electronic**
- **Required Forms – Exhibit C**
- **Questions & contacts:**
 - DStebblins@buffalourbandevelopment.com
- **Short-list for Interviews – May**
- **Final Award – June 25, 2019**

14



BEVERLY GRAY
BUSINESS EXCHANGE CENTER



Small Business Resources

WATTS

ARCHITECTURE & ENGINEERING



architecture | engineering | environmental

95 Perry Street, Suite 300
Buffalo, New York 14203
p: 716.206.5100
f: 716.206.5199
w: www.watts-ae.com

April 15, 2019

Mr. Peter Cammarata
Buffalo Urban Development Corporation/ECIDA
95 Perry Street, Suite 404
Buffalo, NY 14203

Re: **Northland Ave Redevelopment Project**
Assignment 08: Additional Services to Northland Corridor, Campus Master Planning and Stormwater Management Plan; 612 Northland Site Design and Construction Services
Proposal No. 16-216A

Dear Mr. Cammarata:

Watts Architecture & Engineering (Watts) is pleased to submit this proposal to provide additional services to the previously approved *Campus Planning and Stormwater Management Plan* for the Northland Campus. Watts will provide additional services to this contract for the design and documentation of a refurbished parking lot to serve the building renovations at 612 Northland. Our proposal is presented in the following sections: Scope of Services, Detailed Scope, Deliverables, Expected Schedule, Technical Assumptions and Exclusions, and Compensation.

SCOPE OF SERVICES

Services include design, documentation, and construction administration services related to the southwest portion of the existing parking lot and drive located at 612 Northland Ave., which is to be restored. As expected site disturbance exceeds $\frac{1}{4}$ of an acre, and a Stormwater Pollution Prevention Plan (SWPPP) meeting current City of Buffalo Unified Development Ordinance and Buffalo Sewer Authority (BSA) policies and standards is required. The parking area reconstruction is anticipated to require Minor Site Plan review per the Unified Development Ordinance. Site work will include construction of pedestrian and vehicle access routes, rain garden design, landscaping improvements and vehicle parking lot construction.

In addition, subsurface disturbances, community air monitoring, soil management and stormwater management will be coordinated with the New York State Department of Environmental Conservation (NYSDEC) to ensure compliance with the NYSDEC Order on Consent for the larger 537 East Delavan Site.

DETAILED SCOPE

I. 612 Northland Site Design and Construction Services:

A. Construction Documents:

1. Watts will prepare a Stormwater Pollution Prevention Plan (SWPPP) for Buffalo Sewer Authority (BSA) Approval.
2. Watts will prepare a presentation package for the City of Buffalo Minor Site Plan

review process. The package materials will include plans, details, renderings and narratives as required to meet requirements. Watts will perform a Topographical survey and prepare a base map for developing site plans.

3. Watts will develop drawings and documents that illustrate the concepts of the design with detail to illustrate the scope of work and advance the construction cost estimate. Based on the approved Design Development documents and any adjustments authorized by the Owner in the program, schedule or construction budget, the Architect/Engineer shall prepare Construction Documents for approval by the Owner.
 - a. Watts will prepare drawings in electronic format in Autocad 2019.
 - b. The drawings will be marked with appropriate notes and symbols to understand and outline the specific scope of work and existing conditions in the proposed work areas.
4. Watts will develop specifications delineating the scope of construction work. Specifications will be inclusive of:
 - a. Procurement and Contracting Requirements – Division 00.
 - b. General Requirements – Division 01.
 - c. Technical Specifications – Divisions 02 through 33.
 - d. Copy of the Hazardous Materials Testing Report previously developed for the BUDC Team by LiRo Engineers – Appendix A.
 - e. Additional required Appendices.

II. Construction Administration Services:

- A. Construction Progress Meetings: Watts will attend weekly Construction Progress Meetings led by the Construction Manager (Gilbane Building Company).
 1. Watts will not keep or distribute Meeting Minutes associated with these meetings.
- B. Construction Site Visits: Watts will visit the site in coordination with Construction Progress Meetings to observe progress and conformance to the documents.
- C. Submittals: Watts will review submittals for compliance with the contract documents and monitor the quality and timeliness of the submittals.
 1. Watts will download and upload electronic submittals through SmartApp; Gilbane's choice of web based construction collaboration systems.
 2. Watts will notify the Owner of Contractor-proposed product substitutions, deviations and detail changes.
- D. Requests for Information (RFIs): Watts will promptly respond to Contractor-submitted RFIs.
 1. Watts will download, respond to, and upload electronic RFIs through SmartApp.
 2. Per request by the Construction Manager, Gilbane Building Company, changes to

drawings and specifications will be issued on full drawing sheets and/or complete specification sections, submitted to Gilbane electronically, with changes indicated by clouding and date of issuance.

3. Printed construction sketch sheets and specifications will be furnished to the Owner's team.
- E. Architect's Supplemental Information (ASIs): Watts will issue ASIs as required and promptly notify the Owner of scope changes.
 1. For clarifications that affect the project scope, Watts will prepare and issue Information bulletins to the Construction Manager electronically.
 2. Printed Information Bulletins will be furnished to the Owner's team.
- F. Punch List Site Visits:
 1. Watts will visit the site a maximum of 2 times following notification of completion of up to 5 separate contracts for site/civil work, electrical and general construction work. Contractors' comprehensive list of items to be completed to determine substantial completion shall be submitted to Watts prior to each visit.
 2. The Watts Team will prepare a Punch List Report following each Punch List visit and submit to the Owner and Construction Manager.
- G. Contractor's Pay Application Review:
 1. The Watts Team will review contractors' "pencil copies" of pay application as compiled by the Construction Manager and provide comment to the Owner, certifying that the work is complete to the level of completion claimed.
 2. Pay application review will occur on a monthly basis, except as identified for smaller contractors, whose applications will be reviewed biweekly.
- III. Site environmental contamination considerations:
 - A. NYSDEC program will likely require review, and approval of Contractor's waste characterization plans, waste characterization data and disposal facility(s).
 - B. NYSDEC program will require waste tracking and disposal documentation.
 - C. NYSDEC program will require dust monitoring and recording of dust data in compliance with community air monitoring plan.

DELIVERABLES

The following documents will comprise the product of *Assignment 08: Additional Services to Northland Corridor, Campus Master Planning and Stormwater Management Plan, 612 Northland Site Design and Construction Services*:

- I. Construction Documents:
 - A. The documents will be inclusive of drawings, outline specifications, design reports and cost estimates:

1. SWPPP: A Stormwater Pollution Prevention Plan will be prepared for Buffalo Sewer Authority (BSA) approval.
2. City Site Plan Review: Site Demolition Plan, Site Material Plan, Layout Plan, Grading Plan, Stormwater Management Plan, Landscape Plan and Site Utility Plan outside the building envelope will be provided per City of Buffalo requirements.
3. Drawings, including plans, elevations and building sections, will be provided:
 - a. Five sets of documents printed at half-scale.
 - b. Electronic documents provided either on recordable media or through an accessible file-sharing website will be submitted to the BUDC Team.
4. Specifications will be provided in full-length format:
 - a. Five project manuals will be printed and submitted to the BUDC Team.
 - b. Electronic documents provided either on recordable media or through an accessible file-sharing website will be submitted to the BUDC Team.

II. Construction Administration Services:

- A. Documentation of changes to the design during construction as issued by ASI.
- B. Operations and Maintenance Manuals and Training Programs as recorded on DVD media.
- C. A final, complete document set capturing As-Constructed conditions.
- D. Weekly SWPPP inspections during construction: We anticipate weekly maintenance inspections at the site for the duration of construction through final stabilization will be required. This proposal does not include weekly inspections. However, we can provide a separate proposal for that work if requested.

III. Environmental Services

- A. Coordination with NYSDEC for concurrence with waste management and disposal plans.
- B. Documentation of waste characterization, disposal and community air monitoring records.

EXPECTED SCHEDULE

Watts will begin the work upon authorization and a mutually agreed upon start date. We anticipate 612 Northland Site Design and Construction Services, added scope to Assignment 08: *Northland Corridor, Campus Master Planning*, will be approximately three months in duration. We understand the anticipated tenant for 612 Northland expects to have occupancy of the building in September of 2019. The design work will be expedited to accommodate the schedule.

TECHNICAL ASSUMPTIONS AND EXCLUSIONS

- A. This proposal excludes any other architectural and engineering services not specifically listed under Scope of Services.

- B. Our proposed fees are based upon the scope as outlined above. Should the project scope or schedule be unreasonably delayed through no fault of Watts, such change or delay shall constitute accepted cause for additional compensation. Delays and changes to the scope will be billable at the standard hourly rates in effect when the services are performed.
- C. Scope does not include detailed cost estimating.
- D. Scope does not include preparation of any documentation for the State Environmental Quality Review (SEQR).
- E. Dust monitoring and recording of data in compliance with community air monitoring plan is not included in this proposal and will be proposed at a later date.

COMPENSATION

Compensation required for the Scope of Services indicated above will be in accordance with the prices below. Any services required beyond the above described Scope of Services will be performed under a separate Assignment. Our invoices will be submitted on a monthly basis with terms of net 30 days. The prices in this proposal are firm for 30 days from the date shown, but thereafter are subject to change without notice.

Construction Documents Services	\$39,660
Construction Services	\$16,930
Quality Assurance and Project Management	\$6,650
TOTAL	\$63,240

Sincerely,

WATTS ARCHITECTURE & ENGINEERING



Edward O. Watts Jr., AIA
Principal

Attachments: Staffing Estimate – Watts Architecture & Engineering; dated April 15, 2019
Staffing Estimate – LiRo Engineers; dated April 09, 2019

District Development: Northland Corridor

LISC will provide a \$50,000 grant to the Buffalo Urban Development Corporation (BUDC) to develop a business district strategy for the Northland Corridor in Buffalo. These funds will leverage the significant State resources allocated for capital projects within the corridor. This scope of work is for Phase 1: Planning.

Objectives

- Update previously developed materials to create a market-informed and community-based physical development plan for Northland Corridor to encourage real estate development and business investment that creates jobs that are accessible to local residents.
- Document recommendations for physical improvements and real estate development opportunities and develop a marketing plan to attract businesses to the district.
- Engage local stakeholders including residents, businesses, developers, government and non-profits in the planning process.
- Incorporate goals identified by stakeholders and development partners into a strategic action plan, identifying short-term and long-term actions for BUDC to implement in Phase 2.
- Build capacity of BUDC so they can manage redevelopment of the district over time.
- Identify local/state and federal tools and resources

Key Activities

- I. Form planning committee and hold kickoff meeting (Meeting 1) with LISC, BUDC, City of Buffalo, ESD, DOS (potentially), to identify stakeholders, identify potential resources and tools for the district and conduct preliminary SWOT analysis.
- II. Conduct individual interviews with up to 10 key stakeholders to discern and understand current plans and opportunities for the area.
- III. Work with Buffalo LISC staff to convene community-wide meeting with residents and businesses in the area to gather feedback and identify community priorities and concerns, present plan objectives, present background data, present preliminary analysis and draft strategy.
- IV. Identify development opportunities at up to 3 publicly or non-profit owned properties.
- V. Review with planning committee and revise as needed preliminary development opportunity recommendations, program concept recommendations, stakeholder and community feedback (Meeting 2)
- VI. Update draft strategic action plan (to be carried out by BUDC with support from partners in Phase 2) based on community and stakeholder feedback and finalize plan for approval by planning committee
- VII. Produce plan document and prepare presentation for second community-wide meeting.

ASSETS



Community Solar Array at Northland

ABOUT THE PROJECT

Local partners have been examining the feasibility of pilot projects for the development of solar energy facilities in the City of Buffalo to help advance Governor Cuomo's Clean Energy Jobs and Climate Agenda, announced in his 2018 State of the State address. This policy,

among several objectives, looks toward the ability for community-based solar to help deliver low-cost electricity to reduce the energy burden of low-income households and ensure their participation in the clean energy economy.

Specifically, this project would provide capital funding to the Buffalo Urban Development Corporation (BUDC) for the development of an approximately 1-megawatt rooftop solar power array at their Northland Central Building at 683 Northland Avenue. The building houses the Northland Workforce Training Center (NWTC) and will be home to Buffalo Manufacturing Works in 2019, along with spaces for private industry tenants. Such an array could produce enough energy to power the building and at least 150 households. BUDC has already undertaken a preliminary analysis and cost estimate for installing a rooftop array at 683 Northland Avenue; there are additional/alternative siting possibilities on the Northland campus for an array should 683 Northland prove to be too difficult to accomplish.

With ESD capital funding for the solar array as an incentive, BUDC will competitively solicit proposals from local groups to develop the solar array in the context of powering Northland Central and the surrounding neighborhood(s) in a community micro-grid to lower residential energy costs for income-qualified residents. Proposals would also need to be structured to use the development and operation of the array/micro-grid as part of the training curriculum of the NWTC to meet the employment needs of the evolving renewable energy sector.



WHY IS IT IMPORTANT?

The redevelopment of the Northland Corridor is bringing together training and R&D to attract companies and expand job opportunities, while revitalizing this East Side neighborhood (see pages 13 & 68). The addition of a solar array and micro-grid to the City's newest manufacturing hub could help draw new building tenants and serve as a tremendous benefit to the surrounding neighborhood, becoming as a model for other City of Buffalo neighborhoods. A robust, hands-on training program in renewable energy will expand, diversify and complement training offerings already available at NWTC. The project will continue to advance NWTC's mission to prioritize training and employment for under- and unemployed residents, with an emphasis on communities of color, while growing WNY's and the state's clean energy resources.