

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

95 Perry Street  
Buffalo, New York  
October 23, 2018  
12:00 p.m.

Committee Members Present:

Thomas A. Kucharski  
Brendan R. Mehaffy  
Kimberley A. Minkel  
Craig A. Slater (Chair)  
Maria R. Whyte

Committee Members Absent:

Janique S. Curry  
Dennis M. Penman

Officers Present:

Peter Cammarata, President  
David Stebbins, Executive Vice President  
Mollie Profic, Treasurer  
Kevin J. Zanner, Secretary  
Atiqa Abidi, Assistant Treasurer

Guests Present: Dawn Boudreau, ECIDA Compliance Officer; Adam Perry, Esq., Hodgson Russ LLP; Michael Risman, Esq., Hodgson Russ LLP; and Brett Stiehler, Gilbane Building Company.

**Roll Call** – The Secretary called the roll at 12:10 p.m. A quorum of the Committee was present.

- 1.0 **Approval of Minutes – Meeting of September 18, 2018** – The minutes of the September 18, 2018 meeting of the Real Estate Committee were presented. Mr. Kucharski made a motion to approve the meeting minutes. The motion was seconded by Mr. Mehaffy and unanimously carried.
- 2.0 **Northland & BLCP Prospect Updates** – Mr. Cammarata informed the Committee that there has been significant progress regarding discussions with potential new tenants at 683 Northland and potential land sales at Buffalo Lakeside Commerce Park. Ms. Minkel made a motion for the Committee to enter into executive session to discuss the proposed real estate transactions on the basis that discussion of the transactions could substantially affect the value of the properties, and to invite Mr. Perry and Mr. Risman to participate in that portion of the executive session discussion regarding a potential project at Buffalo Lakeside Commerce Project. Ms. Minkel's motion was seconded by Mr. Kucharski and unanimously carried. At the conclusion of executive session, Ms. Minkel made a motion to exit executive session. The motion was seconded by Mr. Mehaffy and unanimously carried.
- 3.0 **Northland Beltline Project**
  - (a) **2018-2019 Snow Removal Contract** – Mr. Cammarata reported on the results of a request for

proposals for snow removal services for the Northland properties. Mancuso Management solicited proposals from nine MBE and Northland neighborhood contractors for the work. Three contractors submitted responses in the amounts of \$75,000.00, \$163,500.00 and \$194,925.00, respectively, with HLM Snow Removal submitting the lowest cost proposal. Mr. Cammarata indicated that funds from the Buffalo Brownfields Redevelopment Fund (BBRF) will be used to pay for this work. Ms. Minkel made a motion to recommend that the Board of Directors approve a contract with HLM Snow Removal in the amount of \$75,000.00. The motion was seconded by Mr. Kucharski and unanimously carried.

- (b) **Empire Legacy Builders Lease – 612 Northland** – Mr. Cammarata presented a proposal to renew the lease with Empire Legacy Builders at 612 Northland. The renewal is for a three-year term at a blended lease rate of \$1.69 per square foot. Mr. Cammarata noted that the lease rate exceeds the fair market rental value for the space. Mr. Zanner noted that the BUDC Northland Leasing Policy authorizes the Real Estate Committee to approve the lease. After a brief discussion, Ms. Minkel made a motion to approve a three-year lease with Empire Legacy Builders at 612 Northland. The motion as seconded by Mr. Kucharski and unanimously carried.
- (c) **Northland Workforce Training Center Equipment Purchases** – Mr. Stebbins presented his October 23, 2018 memorandum regarding the procurement of additional WTC equipment. These purchases are funded by the \$6M ESD grant for equipment purchases. As set forth in the memorandum, the purchases were made in accordance with the Procurement Policy provisions relating to the preservation of a time sensitive economic development opportunity. Mr. Stebbins reviewed the manner in which competitive pricing was obtained and noted that all purchases were reviewed by ESD. A copy of the October 23, 2018 memorandum and supporting documentation will be placed in the procurement file.
- (d) **683 Northland Phase I – Gilbane Change Order #7 Update** – Presentation of this item was deferred due to time constraints.
- (e) **683 Northland Phase I – GMP & Construction Update** – Presentation of this item was deferred due to time constraints.
- (f) **683 Northland Phase II – GMP & Construction Update** – Presentation of this item was deferred due to time constraints.
- (g) **683 Northland – BMW, GiGi’s & Other Leasing Updates** – Presentation of this item was deferred due to time constraints.
- (h) **683 Northland – BCP Update** – Presentation of this item was deferred due to time constraints.
- (i) **683 Northland – Historic Preservation Certification (NPS) Update** – Presentation of this item was deferred due to time constraints.
- (j) **612 Northland – Construction, Contracting & Change Order Update** – Presentation of this item was deferred due to time constraints.
- (k) **577 Northland – Public Art Contract Update** – Presentation of this item was deferred due to time constraints.
- (l) **Restore NY Funding Update** – Presentation of this item was deferred due to time constraints.
- (m) **Northland Avenue Road & ROW Construction Update** – Presentation of this item was deferred due to time constraints.

- (n) **Nordel II (BUDC)/City of Buffalo Land Swap Update** – Presentation of this item was deferred due to time constraints.
- (o) **Plesh Gate & Land Swap Issues** – Presentation of this item was deferred due to time constraints.
- (p) **Northland Marketing (“From the Ground Up”, Newsletter)** – Presentation of this item was deferred due to time constraints.

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

- (a) **Plowing Contract** – Presentation of this item was deferred due to time constraints.
- (b) **Parcel 5 NYSDEC Investigation** – Presentation of this item was deferred due to time constraints.
- (c) **Park Association Invoicing** – Presentation of this item was deferred due to time constraints.

#### 5.0 **308 Crowley General Items** - Presentation of this item was deferred due to time constraints.

#### 6.0 **C.O.B. Brownfield Opportunities Update**

- (a) **Northland** – Mr. Stebbins updated the Committee regarding a potential acquisition in the Northland Beltline project area. He reported that BUDC will issue a request for proposals for acquisition financing. Copies of the RFP were shared with the Committee. A purchase agreement with the seller has been negotiated. The acquisition is contingent upon satisfactory due diligence, BUDC obtaining financing for the purchase and BUDC Board approval.
- (b) **Broadway/Fillmore Area** – Presentation of this item was deferred due to time constraints.

#### 7.0 **Adjournment** – Upon motion made by Mr. Kucharski, seconded by Ms. Minkel and unanimously carried, the October 23, 2018 meeting of the Real Estate Committee was adjourned at 1:30 p.m.

Respectfully submitted,



Kevin J. Zanner, Secretary