

Minutes of the Real Estate Committee Meeting
Buffalo Urban Development Corporation
143 Genesee Street
Buffalo, New York
October 17, 2011
11:30 a.m.

Call to Order

Committee Members Present:

Thomas A. Kucharski
Kimberley Minkel
Dennis M. Penman
Craig A. Slater (Committee Chair)

Committee Members Absent:

Darren E. Kempner
Brendan R. Mehaffy
Benjamin N. Obletz
Christina P. Orsi
Sundra L. Ryce

Officers Present:

Peter M. Cammarata, President
David A. Stebbins, Vice President
Andrew Schoeppich, Treasurer
Kevin J. Zanner, Secretary

Others Present: Dawn Boudreau, ECIDA Compliance Officer.

Roll Call: The roll of Committee members was called at 11:45 a.m. A quorum of the Committee was not present. The Chair requested that staff present the information items of the agenda.

- 1.0 Approval of Meeting Minutes** – Presentation of the minutes of the August 23, 2011 and September 19, 2011 meetings of the Real Estate Committee was deferred until the next meeting of the Real Estate Committee.
- 2.0 193 Ship Canal Parkway Designated Developer Update** – Mr. Cammarata circulated a letter signed by The Krog Corp. and BUDC which serves to extend the term of the June 8, 2010 letter agreement between the parties. The term of the letter agreement as amended will expire on March 31, 2012.
- 3.0 193 Ship Canal Parkway Prospect Update** – Mr. Cammarata updated the Committee regarding recent discussions with a prospective end-user for 193 Ship Canal Parkway.
- 4.0 Ship Canal Commons Native Tree Planting Update** – Mr. Stebbins reported that BUDC issued a notice of award for the native tree planting work. A portion of the work will be contingent upon BUDC obtaining funding to pay for the work. Mr. Stebbins noted that staff recently submitted a request for funding to the Buffalo and Erie County Greenway Fund Standing Committee and that a decision on BUDC's funding request is expected soon.
- 5.0 RiverBend Brochure Draft** – Mr. Cammarata reported that staff has been working with the Buffalo Niagara Enterprise to develop a brochure for RiverBend. Copies of the proposed brochure were circulated, and Mr. Cammarata requested that comments regarding the brochure be emailed to BNE or BUDC staff.

- 6.0 East Side Brownfield Initiatives** – Mr. Cammarata noted that this is a new item on the Committee agenda. The City of Buffalo wants BUDC to become involved in brownfield projects located on the east side of the City. The Committee discussed potential properties including the Northlands site, and requested that staff obtain a list of properties from the City. Committee members also commented on the need for financial resources to pursue these projects.
- 7.0 Spec Building Joint Venture Concepts** – Mr. Stebbins led a concept-based discussion regarding forming a joint venture with one or more developers to construct a spec building at Buffalo Lakeside Commerce Park (BLCP). He noted that businesses are looking for pre-existing space and are reluctant in the current economic climate to undertake a build-to-suit project. He also noted the lack of newer space in the City of Buffalo. Given these factors, BUDC staff has reached out to a local developer regarding the feasibility of a spec building project at BLCP. The Committee then discussed the spec building concept, including possible financing mechanisms. Mr. Cammarata commented that the six acre parcel in BLCP would be an ideal site for the spec building, and would likely qualify for Brownfield Cleanup Program incentives. Staff will update the Committee regarding discussions with the developer at the next Committee meeting.
- 8.0 BLCP Parcel 3 Open Space Project Update** – Mr. Cammarata updated the Committee regarding the Parcel 3 project. A final review of the work is scheduled for later this week and all elements of the project are expected to be complete at that time, with the exception of the pedestrian bridge. He also reported that the ribbon-cutting event is scheduled for October 31st. There will be four speakers at the event, including Mayor Brown, and Board member Tom Kucharski will serve as co-emcee for the event. All Board members are invited to attend. The Committee then discussed billboard advertising to market the completed park and the properties that are available for purchase at BLCP.
- 9.0 BLCP Phase IV Road & Infrastructure Project Update** – Mr. Stebbins reported that National Grid is installing the underground electrical service for the Phase IV road and infrastructure project. The work is expected to be completed in approximately two weeks.
- 10.0 BLCP Sanitary Sewer Force Main Project Update** – Mr. Stebbins reported that the force main sanitary sewer project is nearly complete. Final punch list items are being resolved, and work should be completed within the next few weeks.
- 11.0 Ship Canal Commons Maintenance Agreement Update** – Mr. Stebbins updated the Committee regarding the status of the Ship Canal Commons maintenance agreements. Staff recently provided the City with the insurance certificates required under the agreements. The agreements are expected to be signed by Mayor Brown within the next week to ten days. The next step is to complete the Declaration of Covenants and obtain the signatures on that document of the other owners at BCLP. Mr. Stebbins also commented that the maintenance work will be bid out in the spring. A brief discussion then followed regarding BUDC sponsoring programming at Ship Canal Commons.
- 12.0 RiverBend Master Plan Implementation Update** – Mr. Stebbins reported that staff continues to seek out funding opportunities to advance the RiverBend project.
- 13.0 South Buffalo BOA Grant Agreement Update** – Mr. Stebbins noted that the BOA grant agreement is still working through the State approvals process, and that staff will continue to follow up with State officials on the status of the agreement.

14.0 Buffalo Building Re-Use Project Update – Mr. Cammarata led a brief discussion regarding the Buffalo Building Re-use Project, including potential financial resources to be allocated to BUDC and impact on staffing levels. The formal report of the project is expected to be released in late November or early December.

15.0 BERC Merger Update – Mr. Cammarata reported that a number of meetings of the joint merger transition team have been held in recent weeks. BUDC staff has provided BERC representatives with a list of merger issues to be resolved in advance of a formal merger. These include resolution of the HSBC and BoA loans and a close-out agreement with HUD. Mr. Zanner then commented briefly on the merger issues.

Adjournment: There being no further business to come before the Committee, the October 17, 2011 meeting of the Real Estate Committee was adjourned at 12:25 p.m.

Respectfully submitted,



Kevin J. Zanner, Secretary