

MEMORANDUM

TO: Board of Directors, Buffalo Erie Niagara Land Improvement Corporation

FROM: Brendan Mehaffy, Chairperson

SUBJECT: **Resolution #2016-42 Authorization to Enter into Agreement with Brisbane Realty Associates**

DATE: October 6, 2016

DISCUSSION:

BENLIC currently receives rent-free accommodation in the Edward J. Rath Building as an in-kind service from Erie County. The growth of the Corporation necessitates a move into larger quarters to accommodate new Staff members. Specifically, a Part-Time Building Inspector scheduled to begin work imminently and two Vista/Americorps employees scheduled to begin in December of 2016. Further, general Board comment during the course of 2016 reflects that BENLIC should be located on neutral territory and should begin to express an independent identity. The Corporation is in good financial health based on seed funding from the NYS Office of the Attorney General's Community Revitalization Initiative and an unrestricted capitalization grant from Bank of America.

Staff began a search in April of 2016 which started with a canvass of other New York State Land Banks and where they operate. The concept of sharing space with local NYS Public Authorities was explored (95 Perry Street) and the concept of sharing space with other local non-profits was also explored. The services of Militello Realty was engaged to help Staff establish a comfortable rent level based on current financials and needs, and to explore space options. After looking at numerous spaces and narrowing them down to four, Staff presented options to an ad-hoc BENLIC Relocation Committee.

The final selection was determined by: lowest cost, proximity to Downtown Core, flexible and high quality management, turnkey improvements, gross stable rent over 5 years and "right-sized" space. The ad hoc Subcommittee accepted the recommendation of Staff to enter into a five year lease agreement with Brisbane Realty Associates at 403 Main Street beginning December 1st. BENLIC offices will be located on the 6th floor of the Brisbane Building with 1650 square feet of space, exclusive of furnishings, computers, phones, printers, and other equipment and supplies.

ACTION:

The Board of Directors is hereby requested to approve the following resolution:

RESOLVED, that the BENLIC Board of Directors accepts the recommendation of the ad hoc Relocation Committee and authorizes the Corporation to enter into a 5 Year Lease Agreement with Brisbane Realty Associates of 403 Main Street, Buffalo NY beginning December 1st 2016.

RESOLVED, the Corporation agrees to pay a total of \$22,275.00 per annum for five years to Brisbane Realty Associates of 403 Main Street, Buffalo NY.