

BUFFALO ERIE NIAGARA LAND IMPROVEMENT CORPORATION

MEMORANDUM

TO: Board of Directors, Buffalo Erie Niagara Land Improvement Corporation
FROM: Brendan Mehaffy, Chairperson
SUBJECT: **Resolution #2019-12** Disposition of 100 Lordan, Town of Cheektowaga
DATE: March 28, 2019

DISCUSSION:

The Buffalo Erie Niagara Land Improvement Corporation (BENLIC) acquired the property of 100 Lordan Drive, Town of Cheektowaga via the 2018 Erie County In-Rem. BENLIC performed extensive preservation work before marketing the property as a Note and Mortgage opportunity. BENLIC listed the property for sale in March 2019 at a price of \$70,000.00 This property was marketed in-house by BENLIC staff.



The property is being sold under BENLIC’s “Note & Mortgage” program. Therefore, there are no income limit requirements for potential buyers. The purpose of the proposed disposition is congruent with BENLIC’s mission to return the property to productive use.

Pursuant to the Property Disposition Guidelines of BENLIC, section 4.2(A), the Corporation may dispose of real property by negotiation. The following offers have been received:

BENLIC Investment	Estimated Cost of Repairs	Lien Value
\$10,938.00	\$56,600.00	\$46,412.00

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Offeror	Offer Price	Offer Details:
Nicholas Giambra Renovate and Resale	\$85,500 Cash Offer	\$135,000 Available Funds. Proposed Investment of \$69K.
RJM Homes LLC. Renovate and Resale	\$80,100 Cash Offer	\$100,000 + Available Funds. Proposed Investment of \$62K. Prior N+M Purchaser.
Rabee Naji Owner Occupant	\$79,000 Cash Offer	\$250,000 Available Funds. Family Will Assist With Rehab.
Fran Warthling/Doug Druzvik Renovate and Resale	\$75,100 Cash Offer	\$185,000 Available Funds. Strong Home Rehab Experience
Sophia Bibbs Owner Occupant	\$75,000 Cash Offer	\$85,000 Available Funds. Plans to Finance Repairs.
Kurtz Development LLC. /MPR Properties of WNY	\$60,000 Cash Offer	\$124,000 Available Funds. Proposed Investment of \$40K. Prior N+M Purchaser.
Malgorzata Kurtyko/Jason Drake Renovate and Resale	\$56,000 Cash Offer	\$90,000 Available Funds. Proposed Investment of \$37K.
Alexis Chudzik Owner Occupant	\$45,000 SONYMA	SONYMA to Finance Repairs. Father to Assist w/ Renovations
Joseph D'Amato Owner Occupant	\$38,000 Cash Offer	Funds Unknown. Family to Assist with Renovations. Will Use Salary to Perform Rehab.

ACTION:

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

RESOLVED, that the BENLIC Board of Directors authorizes the disposition of the property of 100 Lordan Drive, Town of Cheektowaga NY (SBL# 125.09-11-31) in the amount of \$85,500.00 by an Agreement of Sale of Real Property with offeror, Nicholas Giambra, and in so doing follows the proper procedure for disposal of real property by negotiation as described in the Property Disposition Guidelines of the Corporation; and be it further,

RESOLVED, that in the event BENLIC and Nicholas Giambra are unable to complete the sale of the property, the BENLIC Board of Directors authorizes the disposition of the property of 100 Lordan Drive, Town of Cheektowaga NY (SBL# 125.09-11-31) in the amount of \$80,100.00, by an Agreement of Sale of Real Property with second priority to offeror RJM Homes LLC., and in so doing follows the proper procedure for disposal of real property by negotiation as described in the Property Disposition Guidelines of the Corporation; and be it further,

RESOLVED, that the disposition of the property include a Note and Mortgage held by BENLIC to ensure the development of the property in an amount equal to 82% of the work cost estimate prepared by BENLIC, \$46,412.00; and be it further,

RESOLVED, that Executive Director Jocelyn Gordon and BENLIC legal counsel are authorized to take any and all necessary actions and execute the necessary documents to close on the sale of the above-referenced property.