

BUFFALO ERIE NIAGARA LAND IMPROVEMENT CORPORATION

MEMORANDUM

**TO:** Board of Directors, Buffalo Erie Niagara Land Improvement Corporation  
**FROM:** Brendan Mehaffy, Chairperson  
**SUBJECT:** **Resolution #2019-35** Approve Commercial Brokerage Services, 2868/2866 Main Street, Buffalo NY  
**DATE:** July 18, 2019

DISCUSSION:

The Buffalo Erie Niagara Land Improvement Corporation (“BENLIC”) acquired the property at 2868 and 2866 Main Street, City of Buffalo via donation from national mortgage lender Mr. Cooper. The property was acquired with the intent to demolish the existing office and rear garage ahead of publicly marketing both parcels for sale.

BENLIC secured the demolition services of Apollo Dismantlement Services LLC. via BENLIC Board of Director Resolution #2019-22 to abate asbestos material and perform a clean demolition of the property.

With demolition complete, BENLIC wishes to market the vacant parcels of land for sale in an effort to solicit responsible offers to purchase and develop the site. BENLIC issued a Commercial Brokerage Services Request for Proposals to assist the Corporation in this endeavor.

The Request for Proposals was released on July 3, 2019, with a submission deadline of July 15, 2019.

ACTION:

WHEREAS, the Buffalo Erie Niagara Land Improvement Corporation wishes to approve a proposal and enter into a contract for Commercial Brokerage Services to market the sale of 2868 and 2866 Main Street, Buffalo; and

WHEREAS, pursuant to the Corporation’s Procurement Policy for Professional Services over \$10,000.00, a Request for Proposal was sought from eleven real estate firms specializing in commercial real estate services on July 3rd, 2019 with a deadline to submit proposals of July 15th, 2019; and

WHEREAS, the proposals of the various proposers are presented in the table below:

CONTRACTOR	PROPOSAL PRICE	MBE/ WBE?	COMMENT
CBRE Buffalo	7% Gross Sale Amount	No	Will Utilize LoopNet, CoStar, Invest Buffalo Niagara and/or RFP

RESOLVED, that the BENLIC Board of Directors approves the proposal from CBRE Buffalo of *not to exceed* 7% of the gross sale amount, and authorizes the execution of a Brokerage Agreement for said amount to perform Commercial Brokerage Services for the benefit of BENLIC; and be it further,

RESOLVED, that this Resolution, approving the contract for CBRE Buffalo, shall take effect immediately.