

MEMORANDUM

TO: Board of Directors, Buffalo Erie Niagara Land Improvement Corporation
FROM: Brendan Mehaffy, Chairperson
SUBJECT: **Resolution #2024-6** Approve Brokerage Services – Adams Street Infill Initiative
DATE: March 21st, 2024

DISCUSSION:

BENLIC is seeking a licensed and qualified real estate brokerage firm to list and complete home sales of twelve (12) one- and/or two-story new construction single-family homes within the 500 block of Adams Street, Buffalo, New York 14212. The selected firm will market the homes in accordance with BENLIC’s NYS Homes and Community Renewal (NYHCR) approved marketing plan. This includes income qualifying offerors, assisting with various marketing initiatives, and working with Belmont Housing Services to offer pre-purchase counseling.

The Request for Proposals was released on January 30th, 2024, with a submission deadline of February 20th, 2024.

A letter of clarification was released March 12th, 2024 with a response deadline of March 19, 2024.

ACTION:

WHEREAS, the Buffalo Erie Niagara Land Improvement Corporation wishes to approve a proposal and enter into contract for Brokerage Services; and

WHEREAS, pursuant to the Corporation’s Procurement Policy for Professional Services over \$10,000.00, a Request for Proposal was sought from brokerage firms on January 30th, 2024 with a deadline to submit proposals of February 20th, 2024; and

WHEREAS, brokerage services require formal education, special and technical skill, licensing, training and expertise and the individual, company or firm to provide such services must be chosen based on accountability, reliability, responsibility, skill, conflict of interests, reputation, education, training, judgment, integrity and continuity of service; and

WHEREAS, the procurement of such Professional Services impacts the liability of BENLIC and its directors; and

WHEREAS, the qualifications to provide such Professional Services and to address the concerns of BENLIC referenced above are not necessarily found or addressed in the individual, company or firm that offers the lowest price; and

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

Firm	M/WBES Status	Total Listing Fee	Partial Listing Fee
Blue Eagle Realty Corp.	No	3.75%	3.75%
MMB Realty Group	Pending - NYS MBE	4%	5%
Barnes Real Estate Group	No	4.25%	5%
Red Door Real Estate WNY	No	4.50%	4.50%
Scott Realty Group LLC.	Yes - NYS MBE	5%	5%

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RESOLVED, that the BENLIC Board of Directors hereby determines that MMB Realty Group possesses the requisite education, special and technical skill, licensing, training, reputation, integrity, judgment and expertise to provide the professional architectural services needed for BENLICs Adams Street Infill Initiative and approves the proposal from MMB Realty Group of *not to exceed* a 4% commission fee per real estate transaction, and authorizes the execution of a contract for said amount to perform brokerage services for the benefit of BENLIC; and be it further,

RESOLVED, that this Resolution, approving the contract for MMB Realty Group, shall take effect immediately.