

OFFICE OF THE MAYOR
Telephone: (716) 286-4310

August 16, 2022

The City Council
Niagara Falls, New York

**RE: *Proposed Agreement for Property Management at Niagara Falls City Market
(J.R. Militello Realty, Inc. /Altair Real Estate Services)***

Council Members:

Recently, the City Council approved the termination of the ground lease relative to the operation of the Niagara Falls City Market property. As the City moves forward with its plans for future operations at the market, it is clear that the City will require the assistance of a third party to provide oversight in the area of property management while the City operates the market; therefore, it will be necessary to enter into an agreement a company who can provide these services.

It is hereby proposed that the City enter into an agreement with J.R. Militello Realty, Inc./ Altair Real Estate Services (“Militello”), to provide the services that the City requires. Militello is a well-respected local company that has extensive experience managing public spaces. Under their proposal, Militello will, among other things, provide the City with: Strategic Real Estate Assessment (which will include review and monitoring of all existing lease agreements with the current City Market tenants), and; Property Management (which will include tenant relations, lease term coordination, oversight of maintenance, and management of vendor projects and services).

Militello’s services are available to the City at the following cost: \$5,000.00 for Strategic Real Estate Assessment (\$2,500.00 upon initiation and the remainder payable upon completion of the summary report) and 3% of all scheduled rents or \$2,500.00 monthly, whichever is greater, for Property Management Services. The agreement would be in effect for up to one (1) year with an option to extend if so desired by the parties. Funding for this project is available from the revenue generated from the lease payments from City Market commercial tenants.

Will the Council so approve and authorize the Mayor to execute an agreement satisfactory to the Corporation counsel in both form and content.

Respectfully submitted,

ROBERT M. RESTAINO
Mayor

Bax _____ Myles _____ Tompkins _____ Zajac _____ Spanbauer _____