

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

January 17, 2024

The City Council
Niagara Falls, New York

**RE: *Proposed Agreement for Property Management at Niagara Falls City Market
(E. Facilities Solutions, Inc.)***

Council Members:

On December 6, 2023, the City Council unanimously approved the renewal of the agreement with J.R. Militello Realty, Inc./Altair Real Estate Services (“Militello”) relative to management of the Niagara Falls City Market property. While preparing the draft agreement, we became aware that Militello underwent a recent corporate restructuring where the property management portion of their business was spun off into a separate corporate entity, E. Facilities Solutions, Inc., d/b/a Militello Property Group (“EFS”). This entity will perform and fulfill all of the property management functions that were performed by Militello, which include tenant relations, lease term coordination, oversight of maintenance, management of vendor projects and services, and overall property supervision. Consequently, due to the corporate restructuring, it is now necessary to enter into an agreement with EFS.

The same terms that were approved by the Council on December 6, 2023, will apply. The agreement with EFS will run for a period of one (1) year, with an option to extend if so desired by the parties. EFS’ property management services will be billed to the City at a cost of 3% of all scheduled rents from City Market retail tenants or \$2,500.00 monthly, whichever is greater, along with the addition of a \$50.00 per week travel expense for EFS personnel and a 3% increase to the hourly labor rates from the prior agreement with Militello. 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 with EFS that is satisfactory to the Corporation Counsel in both form and content.

Submitted By:

ROBERT M. RESTAINO
Mayor

Archie _____ Bax _____ Myles _____ Zajac _____ Perry _____