



Northland Central

Buffalo, NY

Project Profile

THE PROJECT

Northland Central is a project to redevelop a historic vacant industrial complex located in a distressed area on Buffalo's East Side. The 239,500 square-foot facility includes the Northland Workforce Training Center, a cutting edge facility that will train over 300 local workers annually to fill manufacturing positions in machinery, welding, and transformers. The facilities will include administrative space, classrooms, and industrial labs designed to produce highly-skilled members of the local workforce who meet the requirements of the advanced manufacturing, electric utility, and clean energy industries. Building America CDE Inc. has provided \$9 million of New Markets Tax Credits (NMTCs) for the project.

COMMUNITY IMPACT

Northland Workforce Training Center will target high school graduates and current workers seeking to improve their electrical and manufacturing skills. The Center will emphasize serving special needs populations such as the unemployed and underemployed, formerly incarcerated, disabled, refugees, veterans, and other disadvantaged low-income residents. By coordinating with local community organizations, Northland Workforce Training Center will also provide access to wraparound services and support related to medical and dental assistance, housing and child care assistance, veteran services, job readiness, and employability skills.

Northland's development will create an estimated 1,020,500 hours of union construction work. A Project Labor Agreement (PLA) with the Buffalo Building and Construction Trades Council (BCTC) requires the workforce to be made up of at least 25% minorities, 5% women, and 30% local residents from four targeted zip codes representing low-income neighborhoods. The PLA also includes expedited entry for minorities, women, and low-income local residents into apprenticeship and other union-affiliated programs.

The Workforce Training Center will be the first of a series of redevelopment projects in the Northland Corridor planned to replace slums and blight with new investment and new businesses.



“The Northland Center symbolizes Governor Cuomo’s historic investment in the economic rebirth that has brought jobs, opportunity, and optimism back to Buffalo. The investment in workforce development in Buffalo’s East Side will ensure equal opportunity for all residents. It also affirms our commitment to building a world-class workforce, ready for the jobs we are creating today and in the future, and we are grateful to Building America for sharing our vision.”

— **Kathy Hochul**, Lieutenant Governor of the State of New York

FINANCING

Buffalo Urban Development Corporation is the Northland Central project sponsor. Building America and the National Trust Community Investment Corporation provided a total of \$14 million of NMTCS. Other financing partners include New York Power Authority, Buffalo Billion, a state government project that plans to invest \$1 billion in Buffalo, KeyBank, and Citibank, N.A.

ABOUT BUILDING AMERICA

Building America CDE was established as a subsidiary of the AFL-CIO Housing Investment Trust (HIT) in 2010. The U.S. Treasury Department’s CDFI Fund certified Building America as a Community Development Entity, making it eligible to offer federal New Markets Tax Credits to investors. Building America has been awarded \$185 million in tax credits to date. Building America’s parent, the HIT, is a fixed-income investment company registered with the Securities and Exchange Commission. It manages \$6 billion in assets for union and public employee pension plans. The HIT invests primarily in government and agency insured and guaranteed multifamily mortgage-backed securities. The HIT is one of the earliest and most successful practitioners of socially responsible, economically targeted investing, with a track record over 30 years that demonstrates the added value derived from union-friendly investments.