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Deal Closed on Electric Tower

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Nearly one year after he announced plans to acquire the Niagara Mohawk Building in downtown Buffalo, Paul Iskalo is officially the new owner of the historic 14-story complex that's a landmark on the city's skyline.

Iskalo on June 30 completed the closing paperwork to acquire the 148,000-square-foot building from Niagara Mohawk Power Corp.

Iskalo paid \$2.35 million and is expected to invest \$12 million to upgrade the Washington Street structure, which was built in 1912. The building has been renamed the Electric Tower.

Next up, the Erie County Industrial Development Agency is expected to consider and approve a \$12 million incentive package for the project at its July 14 meeting.

"We will be making substantial upgrades," Iskalo said. "I'm taking a single-owner, single-user building and making it a multi-tenant office building."

Among the slated upgrades include a revamped lobby, exterior renova-

tions and new HVAC systems.

The deal gives Iskalo a visible presence in downtown Buffalo. The building, patterned after the Tower of light structure at the Pan-American Exposition, is expected to be leased by a number of offices and tenants.

Up until this purchase, Iskalo had a suburban-based real estate portfolio, consisting mostly of multi-tenant buildings in Amherst.

Niagara Mohawk will not leave the building entirely. The utility has agreed to lease two floors in the structure.

Niagara Mohawk last year decided to sell the building as it consolidated operations into another Buffalo site. Within months of the listing, Iskalo stepped forward with his deal.

Steve Kossoff from CB/Meridian Real Estate, said last summer he fielded a number in serious inquiries about the building. Kossoff was the building's listing agent.

Iskalo said he is in negotiations



Andy Olenick

The landmark Niagara Mohawk Building was built in 1912.

with prospective tenants and feels confident that several leases will be signed soon.

One of the building's best perks - besides its history and location - is that it comes with 200 parking spaces, a definite premium in downtown Buffalo.

"Whoever comes in here will be moving into a building that gives themselves an instant identity in downtown," Iskalo said.