



THE LANDMARKER

The Newsletter of the Landmark Society of the Niagara Frontier

CELEBRATING OUR 36TH YEAR

FALL/WINTER 2006/2007

*Enhancing
Appreciation
of the Built
and Natural
Landmarks
in the Niagara
Frontier
Through
Advocacy
and Education*

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A Landmark Moment

By Dennis Galucki, Executive Director

Society's new vision is to help region be appreciated as a premier destination for architecture, art, and nature

The Landmark Society of the Niagara Frontier has spent much of the past two years transitioning from spending virtually all of its time since 1992 on the Hull House Restoration Project in Lancaster, N.Y., to becoming something new. This new moment is possible only because of the great work of the Landmark Society board and the successful efforts of Gary Costello, manager of the Hull House project, and his hard-working volunteers. In fact, while the Landmark Society will always support the Hull House Project, the project will soon become a separate 501(c) (3) organization.

So the question arises: What need does our region have in the 21st century that the LSNF is now best suited to meet?

The answer has evolved that by owning no landmark building like the Hull House, we are free to enhance appreciation of ALL built and natural landmarks in the Niagara Frontier.

This idea is the foundation for the cultural heritage tourism strategy that we unveiled in October 2005 at the Buffalo & Erie County Historical Society as part of *The Buffalo News's* campaign, "Why Not Buffalo?" Our vision is now focused on helping the Buffalo region become appreciated as a premier year-round architecture, art, and nature destination. We will accomplish this goal by helping align and collaborating with all other like-minded organizations—public, private, and not-for-profit—as well as foundations.

Indeed, our projects have become successful only through collaboration with more than two dozen organizations. For example:

- Our collaborators on just one project—the more than 400 BUFFALO TOURS that we offer with the Preservation Coalition of Erie County—include the M&T Foundation, the Buffalo Niagara Riverkeeper, Miss Buffalo Cruises, Old Home Week Committee, the Buffalo & Erie County Historical Society, the Central Terminal Restoration Corporation, the Baird Foundation, The Buffalo News, Shakespeare in the Park, and Albright Knox Jazz Sundays.

- Our signage campaign, with its goal of creating and installing a number of downtown architectural and historical markers, connects us with the 21st Century Foundation, the Community

Foundation, WNED, and the Buffalo Niagara Convention & Visitors Bureau.

- The Buffalo Architecture Gallery has been a joint effort with CEPA Gallery, Burchfield-Penney Art Center, Buffalo Niagara Visitors Center, and the Buffalo Economic Renaissance Corporation.

- Our efforts to successfully nominate three of Buffalo's historic neighborhoods (Allentown, West Village, and Hamlin Park) to the Preservation League of New York's "2006 Seven To Save" list has helped to secure passage of New York State's first-ever Tax Incentives for Rehabilitation of Historic Commercial and Residential Structures.

- Finally, our future work in neighborhood preservation will require close collaboration with the Buffalo Preservation Board, all nine historic preservation districts, and the Neighborhood Preservation Collaborative.

We have often called tourism and preservation two sides of the same coin. The awareness that each is equally important to the other marks the Society's new direction and creates a landmark moment and central campaign, "Cultural Heritage Tourism = Neighborhood Landmark Preservation!"

Threatened Landmarks!



With injured trees on everyone's mind these days, we recommend the following resources:

- www.na.fs.fed.us, the website of the Northeastern Area Forest Service, where you'll find 220 printable publications on the care of trees in general as well as individual species.
- *The Tree: A Natural History of What Trees Are, How They Live, and Why They Matter*, called by one reviewer "an indispensable celebration of one of our most precious natural resources." By Colin Tudge (Crown, October 2006), 480 pp.
- See page 11 inside this edition for more on trees.

Treasurer's Report

By Michael Stock

The raising of money is not easy. The work of preservation is not cheap. The expenses of the Hull House restoration were and are high. When government money dried up a few years ago we had to learn to live with new realities. For several years it seemed we were struggling just to fulfill our mission.

I am pleased to report that in October 2006 we seem to have overcome many financial obstacles. By instituting strict fiscal policies, expanding our fundraising, and acquiring private-source grants, the Landmark Society is now in an enviable financial position, surviving without any government support.

One of first things that were done was to separate Hull House money from Landmark Society money and to create separate checking accounts. This made fundraising in the private sector for the two parts of the organization easier and more successful. Landmark money was further separated into several subaccounts, which added discipline to the checkbook. A new strict budgeting process was also instituted.

The Annual Meeting and Awards Luncheon was turned into a very successful fundraiser. Not only are money raised and awards given at these events, but our attendance has been excellent and our stature in the community has been elevated as a result. This money is earmarked for paying our office staff.

The selling of ads has made The Landmarker newsletter almost financially self-sufficient.

The Landmark Society's huge tour initiative, BUFFALO TOURS, started this year with the Preservation Coalition, has not only been a financial success, but the money raised is used to pay the Landmark Society and Preservation Coalition staff

who are responsible for making the tour program so successful.

Then, of course, there are dues and annual appeal money. Money raised through these two sources is used for the expenses of running the office: paying the rent, insurance, telephone, and mailing, printing, and general office expenses. It is also used to fund preservation issues, and any money left over can be used for office staff.

In addition, we have had some successful grant applications this year. One award from the Baird Foundation made it possible for us to update our office equipment with the purchase of two new computers. An M&T Bank grant made it possible for us to print our BUFFALO TOURS folder. Also grants from both the Hyde Foundation and the Baird Foundation helped make possible publication of a sizeable ad promoting BUFFALO TOURS in a concierge map widely distributed in southern Ontario and Greater Niagara.

Despite a difficult stock market earlier this year, our Morgan Stanley account has held its own. Our rule on this account allows us to take out five percent of the year-end amount, if needed, to supplement our yearly income. Since we implemented this rule, we have not once had to take out the entire five percent.

Lastly, I am pleased to report that our accountants, Clark and Koller of West Seneca, audited our books for the year 2005 and completed the required federal and state reports. All reports have been submitted, and all legal requirements have been fulfilled.

LSNF's Investment Account Is Designed for Community Ownership, Collaboration, and Results

By Dennis Galucki, Chair, Investment Committee

The Landmark Society of the Niagara Frontier established an internal investment account at the end of 2002 to help support its educational mission. A unique investment philosophy was incorporated into the investment policy statement, whereby at least half of the individual companies in whose stock we invest would have a presence in our region. This philosophy has come to be called "Invest in Your Community."

Other disciplines were developed based on traditional time-tested investment values, like balance and diversification, but with a twist. For instance, balance includes the company's market capitalization, that is, price of the stock times the number of outstanding shares. This means that

our portfolio of between 48 and 52 companies will include a balance of small, mid-size, and large capitalization stocks, with none exceeding 5% of the total portfolio.

Our primary discipline is a set of three measurable monthly goals, including the S&P 500. Using our unique disciplines, our three-year average annual return for 2003, 2004, and 2005 was 30% versus 14% for the S&P 500. Our other two goals include the NASDAQ Composite Index and money market funds in an attempt at risk management. We are on track and hope to beat these three goals again in 2006.

The LSNF investment account has grown from \$50,000 to more than \$100,000 and has been providing 5%

annual cash flow to budget several of our educational initiatives.

Coincidentally, one of those initiatives includes the Tuesday noon lecture series held in the Buffalo Architecture Gallery. In his October lecture presentation, Richard Smith III, president of Rigidized Metals in Buffalo, spoke about his efforts to utilize some of the grain elevator and processing infrastructure on the Buffalo River for ethanol production. We noted that the Landmark Society's investment accounts' ownership of General Mills, ConAgra, Archer Daniels Midland, and CSX Railroad, makes us, in reality, partners with Smith's investment in our community and is a designed component of our unique sense of collaboration.

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**Buffalo Architecture Gallery Marks Fourth Anniversary
as Venue for LSNF Lectures and Architectural Art**

By Dennis Galucki, Coordinator

November 2006 marks the 4th anniversary of the Buffalo Architecture Gallery, part of the Buffalo Architecture Center at the Market Arcade. This space adjoining the Buffalo Niagara Visitor Center provides a venue for our Tuesday noontime lecture series and an exhibition gallery for architectural art.

Creation of the gallery has been a wonderful LSNF collaboration with the Convention & Visitors Bureau, CEPA Gallery, Burchfield-Penney Art Center, and the Buffalo Economic Renaissance Corp., the city agency that manages the Market Arcade.

The current new exhibit, open daily during Visitor Center hours, features photos from the Binational 2005 Doors Open Niagara photo competition, sponsored by the Burchfield-Penney Art Center and provided by them for this exhibit.

Looking back, we had a very successful year of exhibits and weekly Tuesday noon-hour programs. Since the summer our theme has been "Buffalo: A Creative Community," and many speakers confirmed the title's reality. Listening to our younger invited guest panelists and attendees reinforced the fact that Buffalo is a city filled with creative opportunities rooted in challenges. Their enthusiastic

The Buffalo Architecture Gallery is the scene of one of the summer's Tuesday noontime discussions of Buffalo as a creative community, based on the book, *The Rise of the Creative Class*, by Richard Florida. Pictured panelists are from left: Jonathan Holifield, CEO, Buffalo Olmsted Conservancy; Barbra Kavanaugh, member, Arts Council and former Buffalo councilwoman; Chris Hawley, Millennium Group & Campaign for Greater Buffalo; Celeste Lawson, executive director, Arts Council; and moderator, Chuck LaChiusa, LSNF trustee. A second panel

move to Buffalo for the first time, or their return after years of absence, belies the fear that the city is losing all its young to lack of opportunity.

December will feature our 4th annual look at "War and Peace on the Niagara Frontier," in which the tragedy of conflict will be discussed and the almost two-hundred years of peace between two great nations, Canada and the U.S., will be celebrated.

Throughout 2007, we'll again feature topics that explore "The Nature of the Niagara Frontier" and other thematic ideas under our year-long initiative, "Buffalo's 175th Anniversary, 1832-2007: Celebrating Our Creativity."

Another initiative evolving from this year's "Buffalo: A Creative Community" series is a dialogue about the Larkin Administration Building site. We have begun to work closely with those who have restored the administration building pier and created signage at the site, and are exploring ways to celebrate further "Frank Lloyd Wright's Buffalo" and his local major contributions to world architecture.

If this project interests you, please contact our office at 852-3300.



featured Zack Schneider, Schneider Digital; Chris Smith, Sun Microsystems; Matt Steinberg, Buffalo CVB; and Celia White, poet/librarian/teaching artist. All talked about how creativity contributes to the lure of a community, how technology makes it possible today for young people to live and work in different places, and how Buffalo's quality of life, cost of living, and opportunities for creativity make it attractive for young, creative people to live here.

January to June Lecture Series Celebrates Area's Natural Landmarks

An Overview by Jim Landau

For four years, the Tuesday noon lecture series has been a centerpiece of the Landmark Society's efforts to bring the stories behind Buffalo's many notable buildings, historic sites, and dynamic personalities to life. To accomplish this we invite the area's leading professionals, scholars, craftsmen, enthusiasts, and experts to speak to a group of interested, engaged, thoughtful adults (life-long learners, if you will), in the Buffalo Architecture Gallery (BAG) located inside the Visitor Center in the Market Arcade.

Since inviting the Buffalo Niagara Riverkeeper to share our office space last year, we have been gaining a greater appreciation for the sometimes obvious, sometimes subtle ways that so much of Western New York's history and fortunes have been determined by our geographic location and natural resources. Thus, for five months beginning in January of this year, the overriding theme of the series became "The Nature of the Niagara Frontier," as we attempted to put those natural resources into their current and historic context. The series played to our largest audiences to date.

In a review of what we learned and who we heard from, water, in the form of lakes, rivers, canals and streams, is an obvious place to start.



❖ Julie Barrett O'Neill, executive director of Buffalo Niagara Riverkeeper, focused on the often taken-for-granted value of the Niagara River, stressing the primacy of our abundant water resources and what

the future has to offer for the region with proper stewardship and participation at the community, county, state, federal, and international levels. *Key fact learned:* The high frequency of sewer runoff that is "diverted" into the Niagara River.

- ❖ Great Lakes consultant Margaret Wooster spoke about the many roles Scajaquada Creek has played in WNY history, including duty as a shipyard, once located near the mouth, where the boats used by Sir Oliver Hazard Perry during the War of 1812 were built. Recently, Scajaquada Creek was placed on New York State's list of impaired waterways due to degradation of its water quality. *Key fact learned:* The source spring for Scajaquada Creek was recently buried beneath a Lancaster housing development.
- ❖ Karen Wallace, director for the Center for Science Learning at the Buffalo Museum of Science and a former director of Tiffit Nature Preserve, illuminated the historical role of the preserve as part of Buffalo's industrial waterfront and its rebirth as a habitat for deer, beaver, fox, and hundreds of migratory birds. *Key fact learned:* An abundance of wildlife exists within the city limits.
- ❖ Danny Sundell and Mary Rossi discussed the evolution of Times Beach from a natural sand beach to a fishing community alongside Buffalo's landmark lighthouse, from a spot to drive in and wash your car to a dumping site for dredged Buffalo River sediments, as well as its recent incarnation as green space along Lake Erie. The presenters are members of the lead team from Erie County and the DEC working on completing the project. *Key fact learned:* Times Beach is a key stopover for spring migrating birds.
- ❖ Focusing on the still-untapped potential reuse of Buffalo's harbors and

waterfront. Joan Bozer, former Erie County legislator and a director with the WNY Sustainable Energy Association, spoke on incorporating emerging technologies that could make the region a leader in alternative energy sources, while creating a viable recreational waterfront for future generations. *Key fact learned:* Waterfront development possibilities are not limited simply to luxury condos.

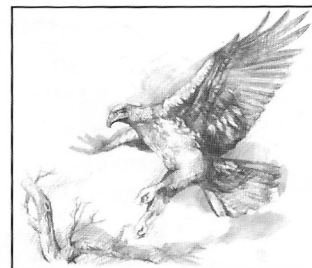
- ❖ Carl Burgwardt of the Pedaling History Bicycle Museum in Orchard Park offered ideas for blending 21st-century solar and wind power with 19th-century visions for our parks and waterfront espoused by Frederick Law Olmsted, Thomas Edison, and Nikola Tesla. *Key fact learned:* The former DL&W train terminal is an ideal choice for a rail museum.

The same abundance of water that allowed for industrial development is also a magnet for migrating and breeding birds. In fact, the Niagara River Corridor was recently designated a "Globally Significant Important Bird Area."

- ❖ Connie Adams, senior wildlife biologist with the NY State DEC in Buffalo, enlightened us about the common tern, a threatened species that nests in the Buffalo Harbor. With uncommon passion, she described the role played by harbor and river breakwalls and piers in the breeding cycles of many species of colonial nesting water birds, highlighting in particular the human, environmental, and predatory threats to successful hatching of tern chicks. *Key fact learned:* Independence Day fireworks displays staged in the Niagara River have seriously impacted the nesting success of this threatened species.
- ❖ Gerry Rising, the widely read columnist of "Nature Watch" in the Sunday Buffalo News, focused on migrant bird mortality due to collisions with today's modern buildings; television, radio, and cell phone towers; and wind turbines, and offered viable ways to prevent window collisions at home. *Key fact learned:* Reducing glare and reflection on window glass will greatly reduce collisions.
- ❖ Bill Burch, a Citation member of the Buffalo Ornithological Society, outlined the story of downtown Buffalo's peregrine falcons. Listed in much of the U.S. as an endangered species, the peregrine holds the record as the world's fastest animal, with speeds up to an astonishing two hundred miles per hour. The peregrines nesting atop the Statler Towers in Buffalo are one of only five known nesting pairs in upstate New York. *Key fact learned:* Peregrines are now making a comeback in urban areas across the country and in much of their historic habitat.

The region's parks, parkways, and popular destinations for the study and enjoyment of flora and fauna were also the subjects of several Tuesday lectures.

- ❖ Instructor and curator of herb and vegetable gardens at the Niagara Falls, Ontario, Botanical Gardens and School of Horticulture, Charles Hunter spoke on the Gardens' history and workings. Established in 1936, it features a highly respected residential school for training horticultural students, with one



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LSNF's work with Preservation League leads to Tax Incentive law

The Landmark Society's active collaborations with a host of like-minded organizations have many faces. Legislative advocacy resulting in tax credits for rehabbing historic properties is now one of them.

Last year, the Society reached out to the Preservation League of NYS, an advocacy group dedicated to protecting the state's historic buildings, districts, and landscapes, by nominating three of Buffalo's nine preservation districts to the League's annual "Seven to Save List": Hamlin Park, a local historic district, and Allentown and the West Village, local and National Register districts. Threatened with disinvestment and vacancy challenges, all three were put on the 2006 list.

Spotlighting properties or districts that would significantly benefit from historic homeownership rehabilitation credits, the list has been one of the League's primary strategies in its now successful multiyear campaign for securing passage of New York State's first-ever tax incentives law, which goes into effect on Jan. 1, 2007.

Lectures highlight institutions' creative interactions

As part of the LSNF's fall Tuesday noontime lectures, a series of panels and individuals highlighted creative ways several important organizations and institutions interact with the Western New York community, providing mutual benefit.

◇ Buffalo State College panelists Jon Michael Fox, F'natl. Center for Studies in Creativity; Dr. Marian Deutschman, interim director, College & Community Partnerships; and Dr. Gary Welborn, Sociology (pictured with Dennis Galucki), spoke about the college's activities in the nearby Grant St. neighborhood and with the Massachusetts Avenue Project. ◇ Ryan McPherson, asst. V.P. for Government & Community Relations, and Kathryn Foster, director, Institute for Local Governance & Regional Growth, discussed the University at Buffalo's role in fostering a creative Buffalo through its support of entrepreneurship and medical and other research. ◇ Blue Cross/Blue Shield's Donald Ingalls, V.P. of Government Affairs, talked about the insurer's encouragement of volunteerism among its employees and its new building at the Gas Works whose design incorporates the front façade

of the original structure. ◇ Mary Kunz Goldman, Buffalo News columnist, and Russell Pawlak, Central Terminal CEO, cited the need to preserve the fabric of neighborhoods. ◇ Other speakers included Hodgson Russ attorney Harry Meyer on the firm's stewardship of the Guaranty Building; David Colligan, Olmsted Conservancy board member, on tree damage and care; Rick Smith, president of Rigidized Metals, on reusing Buffalo's grain elevators in ethanol production; Marti Gorman, coordinator of Buffalo Old Home Week, on the event's centennial in 2007; architect Clinton Brown on historic resources surveys; Chuck Banas, New Millennium Group, on fostering good neighborhood planning through Smart Codes; and Dennis Galucki on reimagining the Larkin building site.

Under this legislation, State and National Register-listed owner-occupied residential structures in distressed areas are eligible for a New York State Income Tax credit covering 20% of rehabilitation costs, up to a credit value of \$25,000. The measure provides a means for owners of historic buildings to perform needed maintenance and repairs and is expected to encourage prospective new homeowners to locate in the city.

National Register-listed or -eligible commercial properties that qualify for the Federal Rehabilitation Tax Credit would qualify for additional New York State credit, covering 30% of the federal credit value in such projects, up to a value of \$100,000.

Use of the residential program requires a municipal resolution identifying the area(s) where the tax credit is authorized for use, as well as adoption of a historic preservation and community renewal plan, says preservation architect Clinton Brown, an LSNF emeritus trustee.



of the original structure. ◇ Mary Kunz Goldman, Buffalo News columnist, and Russell Pawlak, Central Terminal CEO, cited the need to preserve the fabric of neighborhoods. ◇ Other speakers included Hodgson Russ attorney Harry Meyer on the firm's stewardship of the Guaranty Building; David Colligan, Olmsted Conservancy board member, on tree damage and care; Rick Smith, president of Rigidized Metals, on reusing Buffalo's grain elevators in ethanol production; Marti Gorman, coordinator of Buffalo Old Home Week, on the event's centennial in 2007; architect Clinton Brown on historic resources surveys; Chuck Banas, New Millennium Group, on fostering good neighborhood planning through Smart Codes; and Dennis Galucki on reimagining the Larkin building site.



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LSNF's five-month natural landmark lecture series draws large audience (from page 4)

hundred acres of immaculately maintained gardens that provide a visual feast for some three-quarters of a million visitors annually. *Key fact learned:* The Niagara Peninsula parks, parkway system, restaurants, and gift shops are not tax supported; they are all self-sustaining.

- ❖ Brian Dold, associate landscape architect with Buffalo Olmsted Parks Conservancy, presented the history of both the park-and-parkway system and the Conservancy, and looked ahead to the Conservancy's 20-year system-management and restoration plan. *Key fact learned:* It is imperative to future-manage our Olmsted legacy.
- ❖ Kathy Maloney, president of the Buffalo & Erie County Botanical Gardens in South Park, discussed the Gardens as the product of three extraordinary visionaries: landscape architect Frederick Law Olmsted, architects Lord & Burnham, and botanist/plant-explorer John F. Cowell. Future planning was also covered. *Key fact learned:* Docent training is planned to allow for scheduled future tours of South Park and the Gardens.
- ❖ Donna Fernandes, president of the Buffalo Zoo, reviewed one of Buffalo's best-loved cultural institutions in a talk that took the audience from the zoo's early beginnings, through its "heydays" and hard times, to its present state and the energetic plans being implemented for its continued future success. *Key fact learned:* Visionary leadership trumps good intentions every time.

Turning to the wilder side of the natural environment, we enlisted the expertise of some of the area's most respected and knowledgeable names.

- ❖ Richard Rosche spoke on some of the rich botanical environments found in our region's nature preserves and explained the workings of specialized ecosystems such as bogs and fens and the unique colonies of rare botanical species, including several wild orchids that are found in them. Mr. Rosche is president of the Nature Sanctuary Society of WNY, Inc., which owns, manages, and maintains three preserves emphasizing plant life. *Key fact learned:* Wise land stewardship can succeed at the grassroots level.
- ❖ An accomplished nature photographer, Lincoln Nutting dazzled the audience with a slide show of his specialty: Western New York wildflowers and plants, and provided directions to many of the best spots to seek out these short-season blooms. *Key fact learned:* Rare orchids can be found and viewed in the Buffalo area.
- ❖ Wayne Gall, the regional entomologist for the NYS Department of Health in Buffalo introduced us to some common insects that frequent the streams, ponds, and wetlands of the Niagara Region and which he labeled "underwater monsters," adding that magnified many times they would make great movie-monster prototypes. *Key fact learned:* Constant monitoring of our water resources provides both a vital assessment of disease control as well as a glimpse at the hidden world of life all around us.
- ❖ Mary Domansk, a retired teacher and past president of the Foothills Trail Club of WNY, talked about WNY's little-known Conservation Trail, which begins at the Pennsylvania border in Allegany State Park and extends northward about 177 miles to Niagara Falls, where it connects with Canada's Bruce Trail. It's a part of the Finger Lakes trail system, which extends eastward to the Catskills. *Key fact learned:* All trail maintenance is

accomplished by volunteers.

The ecological toll exacted by past exploitation of our region's natural resources, and the opportunities for addressing remediation in the future, were the focus of some "big picture" presentations by some well-known local activists and authorities in the field.

- ❖ Niagara River Greenway Commissioner Paul Dyster emphasized the need to take a close, realistic look at both good and bad environmental practices, past and current, in order to plan for the future stewardship of our natural resources. *Key fact learned:* An opportunity to secure the region's wealth of natural beauty is at hand.
- ❖ In a provocative and hopeful program, Jay Burney, author, filmmaker, and sustainability advocate, presented an overall assessment of the conditions of our bioregion, our stewardship opportunities, and a profile of threats to a future that successfully balances both the needs of the ecosystem and the demands of our culture. *Key fact learned:* We may be rapidly approaching a point of no return with regard to our energy habits.
- ❖ Walter Simpson, director of the University at Buffalo's Green Office and a well-known local environmental educator, activist, leader, and commentator, discussed the efforts of UB's nationally recognized green campus program to reduce its "environmental footprint" through energy conservation, recycling, waste reduction, green purchasing, and green power. By extension, the big question was: What can we all do to reduce our environmental impact and protect the only environment we have? *Key fact learned:* Intelligent environmental practices are both viable and available as options.

Many LSNF members and board members, local business people, local "movers and shakers," and chance visitors have taken the opportunity to spend their lunch hour gaining a broader perspective and a deeper appreciation of all that our region has to offer of both the built and the natural environment. We look forward to continuing this popular lecture series in the first quarter of 2007; meanwhile, throughout late summer and fall, the subject of our presentations has been community creativity.

We hope you can join us for some or all of our continuing programs.

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**WNY Preservationists Represent Area
at National Trust Conference in Pittsburgh**

A large contingent of preservation-minded Western New Yorkers represented Buffalo at the annual conference of the National Trust for Historic Preservation held in Pittsburgh Oct. 30 to Nov. 5.

In addition to participating in a full schedule of workshops, tours, and networking with preservationists from throughout the country, the group initiated contacts to explore the prospect of hosting the 2011 National Trust conference here in Buffalo.

Attending the conference from this region were Dennis Galucki and R. Maura Cohen, Landmark Society; Edward Healy and



Enjoying the grandeur of the historic William Penn Hotel lobby are from left: Dennis Galucki, Catherine Schweitzer, and Nancy Mingus.

Michael Even, Buffalo Convention and Visitors Bureau; Catherine Schweitzer, the Baird Foundation; Clinton Brown, Clinton Brown Company Architecture; Sam Hoyt, NYS Assembly; Cynthia Van Ness, Preservation Coalition of Erie County; Nancy Mingus, Mingus Associates, Inc.; Eleanora Heffner,

Institute for Local Governance and Regional Growth; Jessica Keltz, Buffalo Place; Joseph Eicheldinger and Fred Heinle, Community Preservation Corporation.



Taking a moment from networking to share conference insights are, from left: Clint Brown, Cynthia Van Ness, Sam Hoyt, Fred Heinle, and Joe Eicheldinger.

**With "Preservation" its middle name, firm lends help
to developers to strengthen communities**

A nationally recognized leader in helping developers finance and build affordable multifamily housing throughout New York and New Jersey is gaining greater visibility in Buffalo these days...and living up to its middle name.

The Community Preservation Corporation, a 32-year-old New York City-based not-for-profit mortgage lender, better known by its initials, CPC, has participated in 75 projects totaling \$300 million in Buffalo (mostly apartment units) since 1995.

But one of its higher profile deals here—and endearing the firm to local preservationists—is the Granite Works, five adjacent, formerly derelict historic buildings in the 800 block of Main St., which were spotlighted at a ribbon-cutting ceremony Sept. 19. The CPC provided \$3.21 million in construction and permanent financing for the project, enabling the First Amherst Development Group to completely renovate the buildings into 28 market-rate rental apartments and 4,500 sq. ft. of ground-level retail space.

The CPC also recently provided \$950,000 in construction and permanent financing for 504 Elmwood, a new, mixed-use building in the block between Hodge and West Utica.

In addition, the firm has initiated a \$50 million loan fund for the 500 block of Main St., its next big deal.

Ninety prominent banks and insurance companies contribute to the CPC's loan fund, which the firm points out creates a foundation of strength and diminishes risk to individual contributors.

Representing the CPC in Buffalo are Joseph G. Eicheldinger, vice president and regional director, and Fred K. Heinle, assistant vice president and mortgage officer. [Editor's note: Both men are pictured in the lower photo in the adjoining column.] The firm maintains offices at 403 Main St. in downtown Buffalo.

Sources: www.communitycp.com; "Buffalo Rising."

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