



Erie County Industrial Development Agency
Meeting of the Membership
September 23, 2020
at 12:00 p.m.

Via Conference Call and Meeting is being Livestreamed

1.0 Call to Order

1.1 Call to Order Meeting of the Membership

2.0 Approval of Minutes:

2.1 Approval of Minutes of August 26, 2020, 2020 Meeting of the Membership (Action Item) (Page 2-6)

3.0 Reports / Action Items / Information Items:

3.1 Financial Report (Informational) (Pages 7-10)

3.2 Finance & Audit Committee Update

a) 2021 Budget Timetable (Informational) (Page 11)

b) Review of 2021 Proposed Operating & Capital Budget (Informational) (Pages 12-22)

3.3 2020 Tax Incentive Induced/Closing Schedule/ Estimated Real Property Tax Impact (Informational) (Pages 23-25)

3.4 Approval of COVID-19 Disaster Emergency Grant Applications (Action Item) (Pages 26-79)

3.5 Policy Committee Update (Informational) (Pages 80-82)

4.0 Inducement Resolutions:

	ECIDA Incentives	Private Investment	Municipality
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4.1	Related Affordable/Elmwood Sq. Apartments (Pages 83-138)	\$392,500	\$15,826,891	Buffalo
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5.0 Compliance Update:

5.1 Compliance Report 2019 (Informational) (Pages 135-148)

6.0 Management Team Reports:

6.1 EDA Award

6.2 COVID-19 Response Update (Informational)

6.3 2021 Board Meeting Schedule (Informational) (Page 149)

7.0 Adjournment - Next Meeting October 28, 2020 @ 12:00 p.m.

**MINUTES OF THE MEETING
OF THE
MEMBERSHIP OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(ECIDA or AGENCY)**

- DATE AND PLACE:** August 26, 2020, held via telephone conference. Governor Cuomo's Executive Order 202.1, as amended from time to time, issued in response to the Coronavirus (COVID-19) crisis, suspended Article 7 of the Public Officers Law to the extent necessary to permit any public body to take actions without permitting in public in-person access to such meetings and authorized such meetings to be held remotely by conference call or other similar service, provided the public has the ability to view or listen to such proceedings and that the meeting is recorded and transcribed.
- LIVE STREAMED:** This meeting is being live-streamed and made accessible on the ECIDA's website at www.ecidany.com.
- PRESENT:** Hon. Diane Benczkowski, Rev. Mark E. Blue, Dottie Gallagher, Tyra Johnson, Hon. Brian J. Kulpa, Richard Lipsitz, Jr., Brenda W. McDuffie, Hon. Glenn R. Nellis, Hon. Mark C. Poloncarz, Sister Denise Roche, Kenneth A. Schoetz and Art Wingerter
- EXCUSED:** Denise Abbott, Hon. Bryon W. Brown, James Doherty, Hon. Joseph Emminger, Hon. Howard Johnson, Hon. Darius G. Pridgen and Renee Wilson
- OTHERS PRESENT:** John Cappellino, President & CEO; Mollie Profic, Chief Financial Officer; Atiqah Abidi, Assistant Treasurer; Karen M. Fiala, Assistant Treasurer/Secretary; Gerald Manhard, Chief Lending Officer; Dawn Boudreau, Director of Compliance; Beth O'Keefe, Business Development Officer; Grant Lesswing, Business Development Officer; Brian Krygier, Systems Analyst; Carrie Hocieniec, Administrative Assistant, Robbie Ann McPherson, Pat Smith and Robert G. Murray, Esq., General Counsel/Harris Beach PLLC
- GUESTS:** Hon. April Baskin, Chair of the Legislator; Deputy County Executive Maria Whyte; Andrew Federick, Erie County Senior Economic Development Specialist; Lawrence Quinn on behalf of Great Point; Kate Shaughnessy, and Michael Szukala, Chair of the Joint Finance & Audit Committee

There being a quorum present at 12:05 p.m., the meeting of the Members of the ECIDA was called to order its Chair, Ms. McDuffie.

MINUTES

The minutes of the July 22, 2020 meeting of the members were presented. Mr. Nellis moved and Sister Denise seconded, to approve of the minutes. Ms. McDuffie called for the vote and the minutes were unanimously approved.

At this point in time, Ms. Benczkowski joined the meeting.

REPORTS/ACTION ITEMS/INFORMATION ITEMS

Financial Report. Ms. Profic presented the July 2020 financial report, noting that the balance sheet shows that the Agency finished the month with total assets of \$27.2 million, which includes \$7 million of unrestricted cash available for Agency operations. Net assets at the end of July were \$20.8 million. The monthly income statement shows a net loss from operations of \$115,000. Operating revenue was below monthly budget by \$143,000, due to administrative fee receipts of \$25,000 in July. Operating expenses were under budget by \$27,000. After strategic initiatives and depreciation, there was a net loss of \$170,000 for the month. The year-to-date income statement shows revenue of approximately \$1 million, being \$574,000 below budget for the year, and expenses of \$1.6 million, being \$128,000 below budget. After special project grants, the operational side/top half of the income statement shows a net loss of \$533,000 through July. After factoring in strategic initiatives and depreciation, there is currently a net loss of \$1.8 million for the year. Ms. McDuffie directed that the report be received and filed.

Finance and Audit Committee Update. Mr. Szukala, Chair of the Finance & Audit Committee, gave a report to the members on the most recent meeting of the committee. He advised that the Finance and Audit Committee will meet again in September to review and recommend the draft budgets. The drafts will be presented at the Boards meetings on September 23. Two virtual Q&A sessions for Board members will be scheduled in early October. If there are significant adjustments to the 2021 budgets based on Board feedback, the Committee would then meet again and make an updated recommendation to the Boards. Final budgets will be presented to each Board at their October 28 meeting for approval. Budgets must then be submitted to the ABO by November 1st. Ms. Profic reviewed the 2021 budget, timetable and processes. Ms. McDuffie directed that the report be received and filed.

2020 Tax Incentive Induced/Closing Schedule/Estimated Real Property Tax Impact. Ms. Fiala presented this report. Ms. McDuffie directed that the report be received and filed.

Approval of Resolution re CARES Act Supplemental U.S. Department of Commerce Economic Development Administration (EDA) Award for Revolving Loan Fund Grant Sub-Recipient. Mr. Manhard described the new EDA grant financing. Mr. Kulpa moved, and Mr. Wingerter seconded, to approve of the resolution. Ms. McDuffie called for the vote and the following resolution was then unanimously approved:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE AGENCY TO ENTER INTO A CERTAIN FINANCIAL ASSISTANCE AWARD AGREEMENT WITH THE U.S. DEPARTMENT OF COMMERCE ECONOMIC DEVELOPMENT

ADMINISTRATION (THE “EDA”) TO FUND A NEW REVOLVING LOAN FUND TO HELP THE REGION SERVED BY THE AGENCY RESPOND TO THE COVID-19 PANDEMIC.

Approval of Resolution to Appoint Vice President. Mr. Cappellino reviewed the resolution appointing Karen M. Fiala and Mollie Profic as Vice Presidents of the Agency. Mr. Poloncarz moved, and Mr. Blue seconded to approve of the resolution. Ms. McDuffie called for the vote and the following resolution was then unanimously approved:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE “AGENCY”) APPOINTING KAREN M. FIALA AND MOLLIE PROFIC EACH AS VICE PRESIDENT OF THE AGENCY.

Approval of Funding for Website Development for Erie County Business Task Force. Ms. Profic provided members with background on the Task Force. The Task Force was formed in April 2020 to coordinate assistance for businesses struggling to recover economically from the COVID-19 shutdown. The Task Force has identified a need for a branded, stand-alone website to be an information concierge for small businesses. The estimated cost over the next 3-5 years to develop and host the website is approximately \$15,000. Task Force member organizations have been asked for financial support of the website efforts, with the Agency being asked to support the website design and development with a one-time funding of \$7,500. The Amherst Chamber of Commerce/Small Business Services of WNY has begun an RFQ process, with four local companies identified as potential respondents, two of which are minority-owned. Mr. Nellis moved and Sister Denise seconded to recommend approval of funding in the amount of \$7,500 for the website development of the Erie County Business Task Force. Ms. McDuffie called for the vote and the funding was the following resolution was then unanimously approved.

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE “AGENCY”) AUTHORIZING THE AGENCY TO PROVIDE FUNDS OF UP TO \$7,500 FOR THE DEVELOPMENT OF THE ERIE COUNTY BUSINESS TASK FORCE (THE “TASK FORCE”) WEBSITE, SUBJECT TO THE SELECTION OF A SUITABLE WEB DESIGN FIRM THROUGH THE REQUEST FOR QUALIFICATION PROCESS ISSUED BY THE TASK FORCE.

Policy Committee Update. Mr. Lipsitz provided an update on the recent Policy Committee meeting and noted that the Great Point project was recommended for approval. He also noted that a MWBE report will be provided to the Policy Committee at an upcoming special meeting.

INDUCEMENT RESOLUTION

Great Point Opportunity Fund B QOZB, LLC, Buffalo, New York

Ms. Fiala reviewed the proposed project involving the construction of television/film sound stages and studios with associated production and office facilities. Approximately 20,800 sq. ft. will be devoted to office space and the remaining 35,140 sq. ft. to production area. It is expected

that the facility will produce multiple television and film productions each year. Operations will consist of shooting shows and films, recording sound for film and television, planning, designing and constructing film sets, lighting for film shoots, special effects preparation, costuming, hair and make-up, art direction and design, story boarding, production planning, film editing, food delivery casting, personnel management, financial planning and film direction.

Ms. Gallagher spoke in favor of the project. Ms. Baskin, Policy Committee member, spoke in favor of the project. General discussion ensued.

As a condition precedent of receiving financial assistance, and as a material term or condition established by the Agency in connection with its approval of the Project, Ms. Fiala noted that the Company must, subject to potential modification, termination and/or recapture of financial assistance for failure to meet and maintain the commitments and thresholds as described below, submit, on an annual basis or as otherwise indicated below through the termination of the PILOT Agreement, a certification, as so required by the Agency, confirming:

- (i) Investment Commitment- the total investment actually made with respect to the Project at the time of Project completion equals or exceeds \$13,587,080 (which represents the product of 85% multiplied by \$15,984,800, being the total project cost as stated in the Company's application for Financial Assistance).
- (ii) Employment Commitment – the number of current FTE employees in the then current year at the Facility; and
 - that the Company has maintained and created FTE employment at the Facility equal to 10 FTE employees [representing the product of 85% multiplied by 12 (being the total number of new FTE employee positions as proposed to be created by the Company as stated in the Company's application for Financial Assistance)]. In an effort to confirm and verify the Company's employment numbers, the Agency requires that, at a minimum, the Company provide employment data on a quarterly basis to the Agency, said information to be provided on the Agency's "Quarterly Employment Survey" form to be made available to the Company by the Agency.
- (iii) Local Labor Commitment - that the Company adheres to and complies with the Agency's Local Labor Workforce Certification Policy on a quarterly basis during the construction period.
- (iv) Equal Pay Commitment – that the Company adheres to and complies with the Agency's Pay Equity Policy.
- (v) Unpaid Real Property Tax Policy Commitment – that the Company is compliant with the Agency's Unpaid Real Property Tax Policy.

Mr. Blue moved and Mr. Lipsitz seconded to approve the Project. Ms. Lipsitz then called for the vote and the following resolution was unanimously approved:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF GREAT POINT OPPORTUNITY FUND B QOZB LLC, AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

MANAGEMENT TEAM REPORTS

COVID-19 Response Update. Mr. Cappellino updated members on the status of the re-opening of the Agency's office.

There being no further business to discuss, Ms. McDuffie adjourned the meeting of the Agency at 12:45 p.m.

Dated: August 26, 2020

Karen M. Fiala, Secretary

Erie County Industrial Development Agency
Financial Statements
As of August 31, 2020

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")

Balance Sheet

August 31, 2020

	August 2020	July 2020	December 2019
ASSETS:			
Cash *	\$ 7,173,108	\$ 7,069,674	\$ 7,576,519
Restricted Cash & Investments *	17,426,076	17,401,317	19,385,789
Due from Affiliates	456,866	423,283	553,651
Due from Buffalo Urban Development Corp.	132,883	122,847	114,751
Other Receivables	85,487	92,382	144,311
Total Current Assets	<u>25,274,420</u>	<u>25,109,504</u>	<u>27,775,021</u>
Grants Receivable	184,151	184,151	331,434
Venture Capital Investments, net of reserves	610,011	610,011	634,061
Capital Assets	1,272,341	1,283,174	1,358,104
Total Long-Term Assets	<u>2,066,503</u>	<u>2,077,337</u>	<u>2,323,599</u>
TOTAL ASSETS	<u><u>\$ 27,340,923</u></u>	<u><u>\$ 27,186,841</u></u>	<u><u>\$ 30,098,620</u></u>
LIABILITIES & NET ASSETS			
Accounts Payable & Accrued Exp.	\$ 178,204	\$ 160,432	\$ 390,971
Deferred Revenues	128,810	128,810	243,708
Other Payables	-	-	56,294
Funds Held on Behalf of Others	6,075,322	6,049,676	6,785,657
Total Liabilities	<u>6,382,335</u>	<u>6,338,918</u>	<u>7,476,629</u>
Net Assets	<u>20,958,588</u>	<u>20,847,923</u>	<u>22,621,991</u>
TOTAL LIABILITIES & NET ASSETS	<u><u>\$ 27,340,923</u></u>	<u><u>\$ 27,186,841</u></u>	<u><u>\$ 30,098,620</u></u>

* Cash and restricted cash is invested in checking accounts at M&T Bank. The maximum FDIC insured amount = \$250,000 with the remainder of the cash balance collateralized with government obligations by the financial institution.

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")

Income Statement
Month of August 2020

	Actual vs. Budget		
	Actual	Budget	Variance
REVENUES:			
Administrative Fees	\$ 257,835	\$ 158,333	\$ 99,501
Affiliate Management Fees	41,500	43,375	(1,875)
Interest Income - Cash & Investments	1,593	8,750	(7,157)
Rental Income	19,877	19,875	2
Other Income	-	1,333	(1,333)
Total Revenues	320,805	231,667	89,138
EXPENSES:			
Salaries & Benefits	\$ 145,145	\$ 170,137	\$ (24,993)
General Office Expenses	5,632	21,542	(15,910)
Building Operating Costs	16,972	19,380	(2,408)
Professional Services	4,999	8,042	(3,043)
Public Hearings & Marketing	23,764	6,250	17,514
Travel, Mileage & Meeting Expenses	126	5,250	(5,124)
Other Expenses	827	833	(6)
Total Expenses	197,465	231,434	(33,969)
SPECIAL PROJECT GRANTS:			
Revenues	\$ 2,000	\$ 13,350	\$ (11,350)
Expenses	-	(10,417)	10,417
	2,000	2,933	(933)
NET INCOME/(LOSS) BEFORE OTHER STRATEGIC INVESTMENTS & DEPRECIATION:			
	125,340	3,166	122,174
OTHER STRATEGIC INVESTMENTS AND INITIATIVES:			
Zero Net Energy costs (Z7+)	-	(52,160)	52,160
Angola Ag Park Grant	(3,842)	(100,000)	96,158
Other Strategic Initiatives	-	(5,000)	5,000
	(3,842)	(157,160)	153,318
NET INCOME/(LOSS) BEFORE DEPRECIATION:			
	121,499	(153,994)	275,492
Depreciation	(10,833)	(10,833)	0
NET INCOME/(LOSS):	\$ 110,665	\$ (164,827)	\$ 275,492

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")

Income Statement

Year to Date: August 31, 2020

	Actual vs. Budget			Actual vs. Prior Year		
	Actual	Budget	Variance	Actual	Prior Year	Variance
REVENUES:						
Administrative Fees	\$ 831,890	\$ 1,266,667	\$ (434,777)	\$ 831,890	\$ 884,374	\$ (52,484)
Affiliate Management Fees	342,500	347,000	(4,500)	342,500	322,400	20,100
Interest Income - Cash & Investments	31,486	70,000	(38,514)	31,486	21	31,465
Rental Income	159,019	159,000	19	159,019	77,426	81,593
Other Income	13,765	20,667	(6,902)	13,765	1,548,352	(1,534,588)
Interest Income - Loans	-	-	-	-	12,117	(12,117)
Total Revenues	1,378,660	1,863,333	(484,674)	1,378,660	2,844,690	(1,466,031)
EXPENSES:						
Salaries & Benefits	1,352,170	1,433,590	(81,420)	1,352,170	1,344,833	7,337
General Office Expenses	150,544	172,333	(21,789)	150,544	185,599	(35,055)
Building Operating Costs	150,393	155,040	(4,647)	150,393	153,050	(2,657)
Professional Services	48,575	73,167	(24,592)	48,575	72,088	(23,513)
Public Hearings & Marketing	51,780	50,000	1,780	51,780	38,370	13,409
Travel, Mileage & Meeting Expenses	15,381	42,000	(26,619)	15,381	39,507	(24,126)
Other Expenses	3,594	6,667	(3,072)	3,594	3,032	563
Total Expenses	1,772,437	1,932,797	(160,360)	1,772,437	1,836,479	(64,042)
SPECIAL PROJECT GRANTS:						
Revenues	6,937	106,800	(99,863)	6,937	459,873	(452,935)
Expenses	(20,709)	(83,333)	62,625	(20,709)	(429,008)	408,300
	<u>(13,771)</u>	<u>23,467</u>	<u>(37,238)</u>	<u>(13,771)</u>	<u>30,864</u>	<u>(44,636)</u>
NET INCOME/(LOSS) BEFORE OTHER STRATEGIC INVESTMENTS & DEPRECIATION:						
	<u>\$ (407,549)</u>	<u>\$ (45,997)</u>	<u>\$ (361,552)</u>	<u>\$ (407,549)</u>	<u>\$ 1,039,075</u>	<u>\$ (1,446,624)</u>
OTHER STRATEGIC INVESTMENTS AND INITIATIVES:						
Zero Net Energy costs (Z7+)	\$ -	\$ (625,917)	\$ 625,917	\$ -	\$ (535)	\$ 535
Bethlehem Steel Industrial Park Grant	(125,000)	(200,000)	75,000	(125,000)	(200,000)	75,000
Angola Ag Park Grant	(848,137)	(100,000)	(748,137)	(848,137)	-	(848,137)
Buffalo Building Reuse Project (BUDC)	(100,000)	(100,000)	-	(100,000)	(100,000)	-
Canadian Lead Generation (IBN)	(72,000)	(72,000)	-	(72,000)	(72,000)	-
Gain/(Loss) on Venture Investments	(24,050)	-	(24,050)	(24,050)	31,915	(55,965)
Other Strategic Initiatives	-	(160,000)	160,000	-	(80,000)	80,000
	<u>(1,169,187)</u>	<u>(1,257,917)</u>	<u>88,729</u>	<u>(1,169,187)</u>	<u>(420,620)</u>	<u>(748,567)</u>
NET INCOME/(LOSS) BEFORE DEPREC:						
	<u>(1,576,736)</u>	<u>(1,303,914)</u>	<u>(272,823)</u>	<u>(1,576,736)</u>	<u>618,455</u>	<u>(2,195,191)</u>
Depreciation	(86,667)	(86,667)	0	(86,667)	(86,400)	(267)
NET INCOME/(LOSS):	<u>\$ (1,663,403)</u>	<u>\$ (1,390,580)</u>	<u>\$ (272,823)</u>	<u>\$ (1,663,403)</u>	<u>\$ 532,055</u>	<u>\$ (2,195,458)</u>

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (ECIDA)
 BUFFALO & ERIE COUNTY REGIONAL DEVELOPMENT CORP (RDC)
 BUFFALO & ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORP (ILDC)**

2021 Budget Review Process

<u>Date</u>	<u>Description</u>	
July-August	Review of draft 2021 budgets by ECIDA management. (a) Prioritize any proposed budget requests for initiatives. (b) Formal budget requests compiled.	✓
August 18 th	Finance & Audit Committee meeting – initial review of proposed budgets.	✓
September 16 th	Finance & Audit Committee meeting to discuss any updates/recommend proposed budgets to Boards.	✓
September 23 rd	Review of 2021 draft budgets at Board meetings.	
October 2 nd at 10:00 a.m.	Board Q&A budget session #1 (voluntary).	
October 6 th at 2:00 p.m.	Board Q&A budget session #2 (voluntary).	
October	Adjustments to budget based on Board feedback and Finance & Audit Committee approval of final budgets (<i>if necessary</i>).	
October 28 th	Board meeting – action to approve final 2021 budgets.	
November 1 st	Deadline for final approved budget to be submitted to the ABO.	

Erie County Industrial Development Agency
2021 Proposed Budget

Erie County Industrial Development Agency (ECIDA)

2021 Budget + 3 Year Forecast

A. Overview of Changes in 2021 Budget

Presented herein is the projected operating budget for the Erie County Industrial Development Agency's ("ECIDA") year ending December 31, 2021 and a three-year forecast for 2022–2024.

The ECIDA is a not-for-profit, public benefit corporation that provides tax incentives, financing programs and economic development services to Buffalo and Erie County. In accomplishing its mission, the ECIDA does not receive any operational funding from Federal, State, County or local sources. Instead, the key source of revenue for the ECIDA is the administrative fees charged to those companies that utilize its various products and services. The income that the ECIDA generates is utilized to provide salaries to its professional staff for managing various economic development programs, as well as payments for professional fees, general office expenses, public notices/marketing, building costs and other miscellaneous expenses.

For the year ending December 31, 2021, the Agency is projecting net income from operations of \$71,000. Depreciation, a noncash item, is estimated at \$120,000 and brings the budgeted operating loss to \$49,000. There is also \$896,000 budgeted for external projects, most of which will be funded with existing UDAG funds, rather than operating cash. After reserving \$2,000,000 for future projects the potential net loss for 2021 is \$2,945,000. Most of the budgeted loss would be from existing UDAG funds that have accumulated over several years.

The following significant risk factors may impact the 2021 results:

1. The majority of the ECIDA's administrative fee income is derived from a few large tax incentive and/or tax-exempt bond projects. The Agency does not collect a fee until the project (usually construction) is started, since many factors affect project timing. Depending on the timing of these projects, the Agency's fee income can fluctuate significantly from year to year.
2. Changes in the overall national and/or regional economy could result in a decrease in local investment projects that are assisted by the Agency, resulting in a corresponding decrease in administrative fee income.

The following information details the key changes in the 2021 budget compared to the 2020 projected revenues and expenses:

Erie County Industrial Development Agency (ECIDA)

2021 Budget + 3 Year Forecast

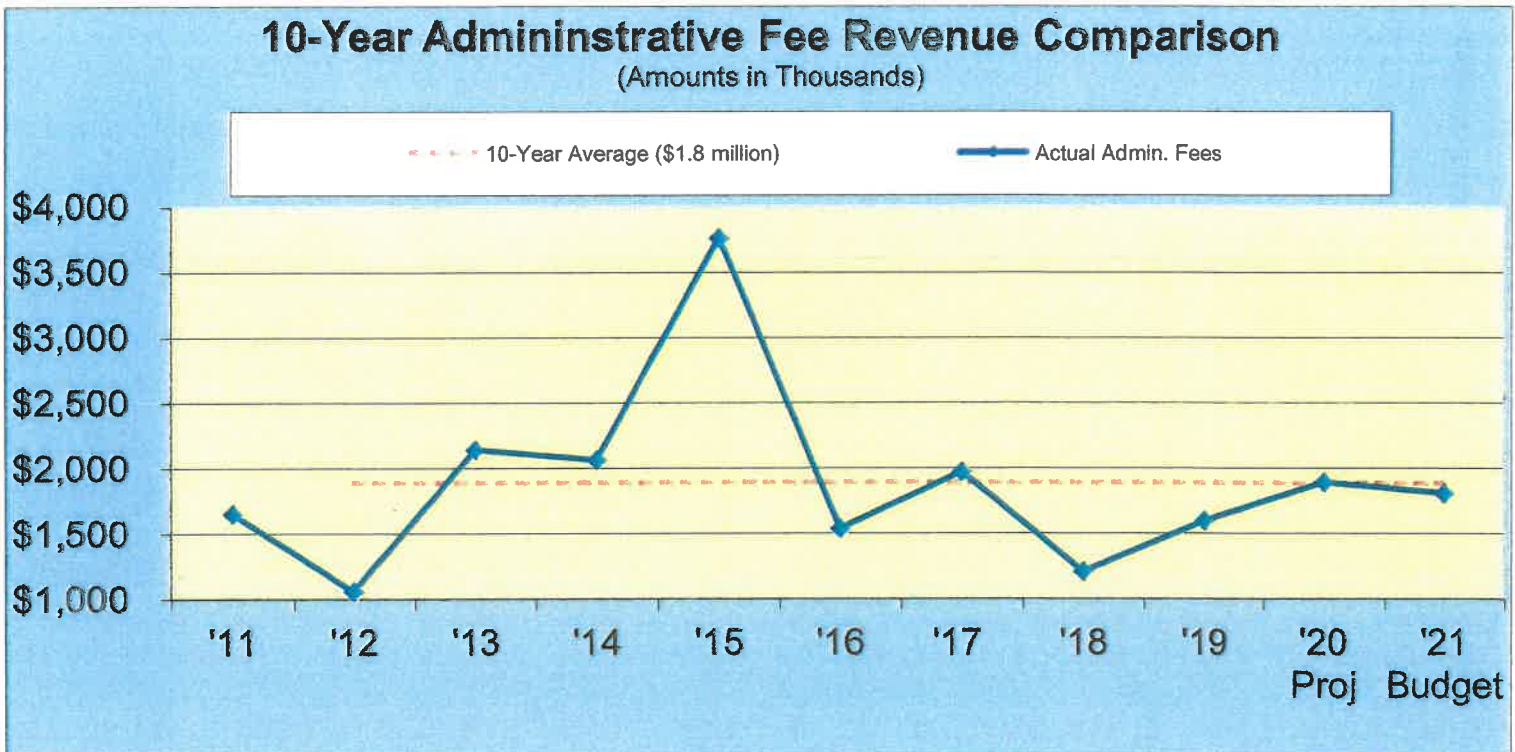
A. Overview of Changes in 2021 Budget (continued)

Revenues:

Administrative Fees (2021 Budget - \$1.80 million):

Administrative fees primarily consist of fees earned by the ECIDA through the provision of tax abatements. During 2020, administrative fees included projects such as the Seneca One Tower in downtown Buffalo, Moog in Elma, and Time Release Sciences in Lackawanna. Additionally, the Agency expects to close on two bond issuances prior to the end of 2020, which would result in fees collected upwards of \$500,000. Since some fees are recognized over multiple years (in accordance with the terms of the related fee agreements), the Agency expects to recognize roughly \$750,000 of fees in 2021 related to prior year project approvals. The budgeted figure of \$1.8 million was derived using the 2011-2020 10-year average.

The following chart summarizes the actual administrative fee revenue over the past 10 years compared to the average administrative fee for the 10-year period from 2011-2020:



Erie County Industrial Development Agency (ECIDA)

2021 Budget + 3 Year Forecast

A. Overview of Changes in 2021 Budget (continued)

Affiliate Management Fees (decreasing 1.7% from \$414,000 to \$407,000):

Affiliate Management Fees represent salary, benefit, and facilities costs charged to ECIDA's affiliated companies (RDC & ILDC) for office space and services that ECIDA employees provide to these organizations, since they have no employees of their own. Affiliate management fees are expected to decrease in 2021 due to fewer projected hours spent on affiliates' business, coupled with increased salary and benefit costs.

Management Fees – BUDC (decreasing 2.5% from \$119,000 to \$116,000):

Management Fees – BUDC are salaries and benefit costs charged to Buffalo Urban Development Corporation ("BUDC") and its affiliates for services that ECIDA employees provide. ECIDA provides financial reporting, facilities management, and administrative services to BUDC as part of a shared services agreement. Management fees are expected to decrease slightly in 2021 due to a projected decrease in hours charged to BUDC's affiliates.

Rental Income (increasing 16% from \$288,400 to \$333,500):

Rental Income represents rent received by ECIDA from BUDC for office space, two facilities owned by ECIDA and other smaller agreements. Rent revenue for leased space at 143 Genesee Street is expected to remain steady at \$213,500. Rent received from the Port Terminal management agreement of \$50,000 in 2020 is budgeted at \$95,500 in 2021 based on projections from the management company. This revenue was budgeted at \$14,500 in 2020.

Expenses:

Salaries & Benefits (decreasing 4.2% from \$2.04 million to \$1.96 million):

The decrease in the 2021 budgeted salaries and benefits compared to the projected 2020 figures is due to employee turnover in 2020, which lead to a decrease in employee head count. We expect to maintain the vacancy until the post-pandemic economic landscape emerges. Salary increases of approximately 3% and a potential performance incentive pool calculated as 5% of total salaries are included in the budget. Compensation increases are based on an independent compensation study of ECIDA employees, comparing Agency employee salaries with other individuals in the local labor market who have similar titles and responsibilities. These adjustments, if any, will also be reviewed and approved by the ECIDA Board Compensation Committee for Executive Management and by the CEO for other staff. Annual rate increases for health care also contributes to higher employee benefit costs. As an organization of specialized professionals, salaries and benefits account for 74% of total budgeted operating expenses.

Erie County Industrial Development Agency (ECIDA)
2021 Budget + 3 Year Forecast

A. Overview of Changes in 2021 Budget (continued)

Professional Services (increasing 105% from \$57,000 to \$117,300):
Professional Services consist of the following:

	2021 Budget	2020 Budget	2020 Projection
Legal	\$50,000	\$50,000	\$30,000
Consultants	\$40,000	\$20,000	\$1,000
Auditing	\$27,300	\$26,500	\$26,500
Total	\$117,300	\$96,500	\$57,500

In 2021 legal expenses are budgeted at \$50,000 to reflect typical levels, as 2020 saw a decrease in overall expenses. Consultant expenses are budgeted at \$40,000, the Comprehensive Economic Development Strategy (“CEDS”) must be updated in 2021. Audit costs are set to increase in accordance with the proposal approved in 2017.

Erie County Industrial Development Agency (ECIDA)
2021 Budget + 3 Year Forecast

B. External Special Projects & Reserves for Future Projects

The ECIDA’s 2021 budget currently includes \$225,000 for external projects and \$2 million allocated for potential future projects that are consistent with the ECIDA’s strategic plan and the restrictions on the UDAG and/or General Funds as follows:

Project	2021 Budget	2020 Budget	2020 Projected Actual
External Special Projects	\$ 225,000	\$ 332,000	\$ 222,000
Industrial Land Park Grant	200,000	200,000	200,000
Angola Ag Park Grant	100,000	100,000	864,296
Z7+ Expense Reserve	621,319	-	5,000
Reserves for Future Projects:			
Venture Capital Co-Investment	1,000,000	1,000,000	-
Forgivable Attraction Loan	1,000,000	1,000,000	-
Total	\$ 3,146,319	\$ 2,632,000	\$ 1,291,296

External Special Project allocations of \$225,000 include organizations that have received funding in the past, such as BUDC’s Buffalo Building Reuse Project (\$100,000). Agency staff also plans to continue working with community partners to establish a Minority Business Enterprise Assistance Program. These requests will be presented to the ECIDA Board for approval before funding. The Agency’s annual membership expenditure with Invest Buffalo Niagara (\$75,000) will not require specific Board action. The Z7+ Expense Reserve represents the remaining funds from the Board’s \$1.5 million allocation in 2016. The balance of those funds is budgeted to be spent in 2021.

\$200,000 is budgeted for Industrial Land Park, representing one-fifth of the \$1 million grant that the Board approved to ILDC for Bethlehem Steel site carrying costs. \$100,000 is budgeted for Angola Ag Park, representing one-third of the estimated carrying costs approved by the Board. The Reserves for Future Projects of \$2 million are discussed on the following pages and would also require Board approval prior to funding.

Erie County Industrial Development Agency (ECIDA)
2021 Budget + 3 Year Forecast

B. External Special Projects & Reserves for Future Projects (continued)

Venture Capital Co-Investment

Proposal: \$1,000,000

The Issue – Currently, high-growth-potential companies have difficulty attracting angel or seed capital funding when they are in the earliest of their development stages. With the significant public investment in university and college research facilities and scientists, there is a need to commercialize this research in order to provide the “pay-back” on the community’s investment in the form of new high-paying jobs. Currently, there is a lack of early-stage capital for venture companies located in Western New York. Meanwhile, other communities which face similar issues have been successful in utilizing publicly-sponsored funds to support new companies.

Current New York State law does not explicitly allow IDAs to make equity venture investments in private companies. In order to achieve a change in New York State law, ECIDA is working with NYSEDC and the local New York State legislative delegation to pass legislation to codify the powers and duties of an IDA to operate an equity venture program and to provide venture investment to startup entrepreneurs and private companies.

The Proposal – In 2015, the ECIDA began the reestablishment of its Venture Capital Fund to provide equity investments in early-stage, high-growth-potential companies. The ECIDA will partner with qualified co-investors from Erie County such as Launch NY, 43 North, Z80 Labs, and/or Rand Capital. In the past, the ECIDA has had several key economic development successes by partnering with Rand Capital, such as its equity investments in GEMCOR II, LLC and Synacor, Inc. (approximately 400 jobs combined). The ECIDA would rely upon the expertise of its partners to conduct the due diligence required to evaluate the business, structure the investment and develop an exit strategy.

Use of Funds – To make equity (stock) and/or debt project expenditures in selected businesses.

Partners – Launch NY, 43North, Z80 Labs, Rand Capital and other venture capital firms.

Approval – The ECIDA Board would approve all project expenditures under this program.

Consistency with Community Plans – This strategy is consistent with the County Executive’s, *Initiatives for a Smart Economy 2.0*. One of the goals outlined in the plan is as follows: “*Erie County will create Venture Fund programs and provide venture equity to local entrepreneurs through the ECIDA*”.

Erie County Industrial Development Agency (ECIDA)
2021 Budget + 3 Year Forecast

B. Special Projects & ECIDA Program Allocations (continued)

Forgivable Attraction Loan(s) **Proposal: \$1,000,000**

Qualification – Businesses must be relocating to a HUD-defined distressed area or meet other HUD qualifications and provide a significant regional impact in terms of investment and/or job creation.

The Issue – Currently a number of communities across the nation are aggressively pursuing businesses to entice them to their region. One vehicle that communities have used to tip the relocation decision in their favor is the use of a high-impact project expenditure fund. Until 2013, the Buffalo region did not have such a program, while neighboring states were offering these programs with positive results, to Erie County’s detriment.

The Proposal – The ECIDA would continue to fund a forgivable attraction loan fund that could aid in the attraction of key new businesses that would have a regional employment or investment impact. The attraction incentive would be structured in the form of a loan, with a portion or all of it forgiven if the company establishes their business in Erie County and meets specified investment and/or job goals. The ECIDA would work with Invest Buffalo Niagara to offer this incentive to those businesses that are the most promising and/or target the attraction loan to specific industries or regions (such as Southern Ontario). By providing this incentive, the Buffalo region would be perceived as demonstrating the community’s support for the business relocation and could be the tipping point that leads to the relocation of the business as well as related “follow on” investments.

Use of Funds – To make project expenditures to companies located outside of Western New York to offset a portion of their investment costs in relocating. Companies assisted would be in one of the regional targeted industry sectors and have a regional employment or investment impact. The program would have a targeted maximum incentive of \$25,000 per job created.

Partners – Invest Buffalo Niagara

Approval – The ECIDA Board would approve all awards under this program.

Consistency with Community Plans – This strategy is consistent with the County Executive’s “Initiatives for a Smart Economy 2.0” which states: *“Projects assisted by the ECIDA will be those that bring outside investment and self-sustaining jobs to Erie County while strengthening the regional economic base, helping to create a more inclusive economy and leading to population stabilization throughout the area”*.

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")
Proposed Budget for 2021

	Proposed Budget 2021	Approved Budget 2020	Projected 2020	Actual 2019
REVENUES:				
Administrative Fees	\$ 1,800,000	\$ 1,900,000	\$ 1,885,000	\$ 1,590,700
Affiliate Management Fees	407,000	404,500	414,000	365,803
Management Fees - BUDC	116,000	116,000	119,000	104,414
Interest Income - Cash & Investments	40,000	105,000	41,750	107,000
Rental Income	334,000	288,200	288,372	246,216
Other Income	36,000	36,000	32,403	35,442
Interest Income - Loans	-	-	-	21
Total Revenues	2,733,000	2,849,700	2,780,525	2,449,596
EXPENSES:				
Salaries & Benefits	1,960,500	2,114,140	2,045,436	1,982,020
Professional Services	117,300	96,500	57,241	91,232
General Office Expenses	170,400	176,500	157,054	167,411
Insurance Expense	85,000	82,000	80,367	74,796
Public Hearing & Marketing Costs	55,000	75,000	56,032	60,645
Building Operating Costs	234,000	232,560	231,129	232,734
Travel, Mileage & Meeting Expenses	35,000	63,000	30,262	53,451
Other Expenses	10,000	10,000	5,354	6,116
Total Expenses	2,667,200	2,849,700	2,662,875	2,668,405
GRANT INCOME:				
Revenues	2,660,200	125,000	4,137	471,240
Expenses	(2,655,000)	(125,000)	(10,692)	(440,772)
	5,200	-	(6,555)	30,469
NET INCOME (LOSS) BEFORE DEPRECIATION, EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:				
	71,000	(0)	111,095	(188,340)
Depreciation	(120,000)	(130,000)	(130,000)	(118,826)
NET INCOME (LOSS) BEFORE EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:				
	(49,000)	(130,000)	(18,905)	(307,166)
External Special Projects:				
Buffalo Building Reuse Project (BUDC)	100,000	100,000	100,000	100,000
Annual Membership (IBN)	75,000	50,000	50,000	50,000
Canadian Lead Generation (IBN)	-	72,000	72,000	72,000
NDC Technical Assistance	-	60,000	-	40,000
MBE Assistance Program	50,000	50,000	-	-
Z7+ consultants/expense reserve	621,319	-	5,000	535
Industrial Land Park grant paid	200,000	200,000	200,000	720,000
Industrial Land Park grant (rec'd)	-	-	-	(1,390,000)
ILDC Land Sale Proceeds (reimbursement)	(250,000)	-	-	(375,000)
Angola Ag Park grant paid	100,000	100,000	864,296	-
Gain/(Loss) on Venture Investments	-	-	-	(31,915)
Total Special Projects	896,319	632,000	1,291,296	(814,380)
NET INCOME (LOSS) BEFORE OTHER RESERVES:				
	(945,319)	(762,000)	(1,310,201)	507,214
Reserves for Future Projects:				
Venture Capital Co-Investment	1,000,000	1,000,000	-	-
Forgivable Attraction Loan(s)	1,000,000	1,000,000	-	-
Total Other Reserves	2,000,000	2,000,000	-	-
NET INCOME (LOSS):				
	\$ (2,945,319)	\$ (2,762,000)	\$ (1,310,201)	\$ 507,214

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")
Proposed Three Year Forecast 2022-2024

	Proposed Budget 2021	Forecast 2022	Forecast 2023	Forecast 2024
REVENUES:				
Administrative Fees	\$ 1,800,000	\$ 1,850,000	\$ 1,850,000	\$ 1,850,000
Affiliate Management Fees	407,000	419,000	432,000	445,000
Management Fees - BUDC	116,000	119,000	123,000	127,000
Interest Income - Cash & Investments	40,000	41,000	42,000	43,000
Rental Income	334,000	300,000	300,000	300,000
Other Income	36,000	40,000	40,000	40,000
Total Revenues	<u>2,733,000</u>	<u>2,769,000</u>	<u>2,787,000</u>	<u>2,805,000</u>
EXPENSES:				
Salaries & Benefits	1,960,500	2,019,000	2,080,000	2,142,000
Professional Services	117,300	140,000	140,000	140,000
General Office Expenses	170,400	176,000	181,000	186,000
Insurance Expense	85,000	88,000	91,000	94,000
Public Hearing & Marketing Costs	55,000	57,000	59,000	61,000
Building Operating Costs	234,000	241,000	248,000	255,000
Travel, Mileage & Meeting Expenses	35,000	36,000	37,000	38,000
Other Expenses	10,000	10,000	10,000	10,000
Total Expenses	<u>2,667,200</u>	<u>2,767,000</u>	<u>2,846,000</u>	<u>2,926,000</u>
GRANT INCOME:				
Revenues	2,660,200	250,000	250,000	250,000
Expenses	(2,655,000)	(250,000)	(250,000)	(250,000)
	<u>5,200</u>	<u>-</u>	<u>-</u>	<u>-</u>
NET INCOME (LOSS) BEFORE DEPRECIATION, EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:				
	71,000	2,000	(59,000)	(121,000)
Depreciation	(120,000)	(120,000)	(120,000)	(120,000)
NET INCOME (LOSS) BEFORE EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:				
	(49,000)	(118,000)	(179,000)	(241,000)
External Special Projects and Strategic Initiatives:				
Buffalo Building Reuse Project (BUDC)	100,000	100,000	100,000	100,000
Annual Membership (IBN)	75,000	50,000	-	-
Canadian Lead Generation (IBN)	-	-	-	-
MBE Assistance Program	50,000	50,000	50,000	50,000
Industrial Land Park grant paid	200,000	200,000	-	-
ILDC Land Sale Proceeds (reimbursement)	(250,000)	(250,000)	(250,000)	(200,000)
Angola Ag Park grant paid	100,000	100,000	-	-
Total Special Projects and Other Strategic Investments	<u>896,319</u>	<u>250,000</u>	<u>(100,000)</u>	<u>(50,000)</u>
NET INCOME (LOSS) BEFORE OTHER RESERVES:				
	(945,319)	(368,000)	(79,000)	(191,000)
Reserves for Future Projects:				
Venture Capital Co-Investment	1,000,000	-	-	-
Forgivable Attraction Loan(s)	1,000,000	-	-	-
Total Other Reserves	<u>2,000,000</u>	<u>-</u>	<u>-</u>	<u>-</u>
NET INCOME (LOSS):				
	\$ (2,945,319)	\$ (368,000)	\$ (79,000)	\$ (191,000)

Erie County Industrial Development Agency
Five Year Capital Budget 2021-2025

	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>Total</u>
Facilities:						
143 Genesee Street	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 100,000
95 Perry Street	10,000	10,000	10,000	5,000	5,000	40,000
Total Facilities	<u>30,000</u>	<u>30,000</u>	<u>30,000</u>	<u>25,000</u>	<u>25,000</u>	<u>140,000</u>
Information Technology:						
New Laptops	25,000	-	-	-	-	25,000
Servers	-	-	-	8,000	-	8,000
Misc.	3,000	3,000	3,000	3,000	3,000	15,000
Total Information Technology	<u>28,000</u>	<u>3,000</u>	<u>3,000</u>	<u>11,000</u>	<u>3,000</u>	<u>48,000</u>
GRAND TOTAL	<u><u>\$ 58,000</u></u>	<u><u>\$ 33,000</u></u>	<u><u>\$ 33,000</u></u>	<u><u>\$ 36,000</u></u>	<u><u>\$ 28,000</u></u>	<u><u>\$ 188,000</u></u>

Tax Incentives Closings - 2020

Project Name	Project Amount at Closing	FT Jobs at App	Projected Year 2 FT Jobs	PT Jobs at App	Projected Year 2 PT Jobs	Project City	Induced Date	Est. Project Completion Date
Jemal's Seneca, LLC	\$ 45,000,000	0	5	0	0	Buffalo	3/25/2020	4/3/2020
Moog, Inc.	\$ 44,300,000	288	357	0	0	Elma	3/22/2017	12/31/2020
Time Release Properties/Time Release Sciences, Inc.	\$ 27,398,234	103	123	0	0	Lackawanna	8/28/2019	12/31/2022
570 Associates VI, LLC	\$ 20,745,000	0	124	0	0	Cheektowaga	2/22/2017	12/31/2020
McKesson Corporation	\$ 18,200,000	62	75	0	0	Cheektowaga	3/27/2019	6/30/2020
Steuben Foods, Inc.	\$ 16,457,951	564	582	19	19	Elma	3/27/2019	3/31/2020
637 Linwood, LLC/1275 Delaware, LLC	\$ 12,402,877	0	10	0	0	Buffalo	3/25/2020	12/31/2021
Buffalo High Technology Centre, Inc.	\$ 7,877,447	0	4	0	0	Buffalo	7/24/2019	12/31/2020
Nash Lofts/Michigan Broadway	\$ 6,767,172	3	6	0	2	Buffalo	8/22/2018	12/31/2021
Hertel Pacific, LLC/Cypress North	\$ 999,568	16	18	1	1	Buffalo	8/28/2019	12/31/2020
	\$ 200,148,249	1036	1,304	20	22			
10 Projects Closed								
268 FT Projected New Jobs								
2 PT Projected New Jobs								

**ESTIMATED TAX IMPACT (SUBJECT TO RESTRICTIONS OF NYS TAX CAP)
2020 CLOSINGS**

PROJECT NAME	EST. OR ACTUAL INCREASE IN ASSESSED VALUE DUE TO PROJECT	COUNTY TAX RATE	LOCAL TAX RATE	PROJECTED INCREASE IN COUNTY TAXES AS A RESULT OF THE PROJECT OVER ABATEMENT PERIOD	PROJECTED INCREASE IN LOCAL TAXES AS A RESULT OF THE PROJECT OVER ABATEMENT PERIOD
Moog	\$175,275	\$120.24	\$373.46	\$44,258	\$137,462
Steuben Foods	\$205,000	\$120.24	\$373.46	\$51,763	\$160,775
Hertel Pacific/Cypress North	\$210,000	\$7.33	\$28.22	\$2,300	\$8,900
570 Associates/Garden Village Plaza	\$10,000,000	\$5.27	\$26.76	\$79,000	\$401,000
637 Linwood, LLC*	\$3,000,000	\$7.33	\$28.22	\$263,000	\$169,000
Michigan Broadway, LLC/Nash Lofts*	\$2,000,000	\$7.33	\$26.75	\$171,000	\$107,000
Time Release Sciences	\$8,000,000	\$6.56	\$76.00	\$237,700	\$2,758,000
*denotes company has or intends to file for City 485-a exemption	*The final assesment on each project is determined by the assessor of the respective municipality		Total	\$849,021	\$3,742,137

September 23, 2020



MEMO:

To: ECIDA Board of Directors

RE: ECIDA’s COVID-19 Disaster Emergency Grant Program

New York State temporarily amended the general municipal law to allow Industrial Development Agencies to provide grants to eligible small businesses and not-for-profit corporations for the purpose of acquiring **personal protective equipment or installing fixtures** necessary to prevent the spread of COVID-19. The goal of the state disaster emergency grant program is to provide financial relief to small businesses and not-for-profits for expenses associated with reopening during these fiscally challenging and uncertain times. The IDA shall give priority to applicants serving highly distressed areas.

On July 22, 2020 The ECIDA Board approved an allocation of \$500,000 to establish the **Erie County COVID-19 Disaster Emergency Grant Program** and authorized ECIDA staff to prepare standard Terms and Conditions of the Grant Awards, outlining stipulations of funding acceptable to legal counsel and meeting Board approval. A Grant Committee has been established to review grant applications and provide their recommendations for grant approval to the ECIDA Board. The ECIDA Board will provide final approval of all grant applications submitted by eligible applicants. Grant Committee members are:

- Tuona Batchelor, Erie County Department of Environment & Planning
- Ann Enger, NYS Entrepreneurship Assistance Center, Ibero-Buffalo at Medaille College
- Tyra Johnson Hux, Blue Sky Design, ECIDA Board of Directors
- Mollie Profic, Erie County IDA
- Matt Revere, Beverly Gray Business Exchange Center

The chart below highlights the actions taken to date on this program:

Action Description	Responsibility	Timeline/Completion
1. Board Approval - Erie County COVID-19 Disaster Emergency Grant Program Fund (\$500,000)	ECIDA Board	July 22, 2020
2. Issue Request for Applications/Market to Target Population	ECIDA Staff	August 17, 2020
3. Grant Committee Review & Recommendations to the ECIDA Board for approval (1 st round of grants)	ECIDA Staff & Grant Committee	September 14, 2020
4. Grant Application Approvals (1 st round of grants)	ECIDA Board	September 23, 2020
5. Future Rounds of Funding / Grant Program Administration & Monitoring	ECIDA Staff	ongoing

In addition to recommending all 9 grant applicants presented, the Grant Committee requested further outreach to small businesses within the distressed areas.

Requested Action:

Seeking approval of the 9 grants per the attached list of 2020 Grant Applications

September 2020 Grant Applicants

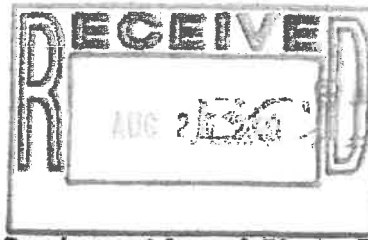
Name	Address	City	Type	Grant Amount	Distressed?	MBE?	SDVOB?	WBE?	Use of grant funds
A1 Express Inc.	260 Doat Street	Buffalo	Service	4,619.35	Yes	No	No	No	Purchase of PPE only
ABC Learn and Play 2, Inc.	641 Masten Avenue	Buffalo	Service	9,087.92	Yes	No	No	Yes	Purchase of PPE only
Arts Services Initiative of WNY, Inc.	2495 Main St	Buffalo	Not for Profit	1,582.52	Yes	No	No	No	Purchase of PPE only
Black Rock Historical Society	1902 Niagara Street	Buffalo	Not for Profit	1,264.50	Yes	No	No	No	Purchase of PPE and Installation of Fixtures
Explore Buffalo Inc.	One Symphony Circle	Buffalo	Not for Profit	9,626.00	Yes	No	No	No	Installation of Fixtures only
Kirchmyer & Goode Physical Therapists, P.C.	1900 Ridge Road	West Seneca	Health Care	4,791.83	Yes	No	No	No	Purchase of PPE only
MidCity Office	2495 Main St	Buffalo	Service	6,168.49	Yes	No	No	Yes	Purchase of PPE and Installation of Fixtures
Peaceprints of WNY	660 Smith Street	Buffalo	Not for Profit	7,046.86	Yes	No	No	No	Purchase of PPE only
Theodore Roosevelt Inaugural Site Foundation	641 Delaware Ave	Buffalo	Not for Profit	4,498.00	Yes	No	No	No	Purchase of PPE and Installation of Fixtures

48,685.47

Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
A1 Express Inc.	\$4,619.35	Highly Distressed ✓	Recommended for Funding
<p>Synopsis:</p> <p>A1 Express Inc. (hereafter A1) has been providing non-emergency medical transportation services in Erie County for 7 years. A1 is a certified wheelchair/ambulatory taxi service that provides transportation to medical appointments, services, treatments, inpatient/outpatient programs, and adult day care programs. Although considered essential, A1 experienced a significant decline in business during the NYS Pause mandate (May-June), as many non-emergency medical appointments were delayed/postponed. A1 is requesting assistance to offset the expenditures associated with outfitting each of its five (5) vehicles with PPE (Plexiglas partition, thermometer, masks, gloves, disinfectant, etc.) necessary to allow for safe interaction between staff and clients. Each car is thoroughly sanitized in between clients in compliance with NYS guidelines.</p>			

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION	
1.	Applicant Legal Name: <u>A1 EXPRESS INC.</u>
2.	Applicant Address: <u>260 DOAK ST.</u>
3.	Legal Structure: <input checked="" type="checkbox"/> C-Corp. <input type="checkbox"/> S-Corp <input type="checkbox"/> LLC <input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Not-for-Profit
4.	Applicant Contact Name: <u>TOMMY SUMMAGE</u>
5.	Contact Phone Number: <u>(716) 5633556</u> Contact Email Address: <u>A1EXPRESSINCTRANS@GMAIL</u>
6.	Type of Business: Please Describe <u>NON-EMERGENCY MEDICAL TRANSPORTATION</u>
7.	Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020.
8.	Number of years in business in Erie County <u>7</u> <input checked="" type="checkbox"/> ATTACHED
9.	Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors. <input checked="" type="checkbox"/> ATTACHED
10.	Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable <u>NA</u>
11.	Company's Annual Sales:
12.	What share of the company's product or service is sold within Erie County: <u>95%</u> %
13.	Miscellaneous Questions:
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals delinquent on property, personal, and/or employment taxes?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION

10011A

- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or liens pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business? Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at https://www.ecidany.com/documents/HighlyDistressedAreaMap_7-2-2013.pdf)
- Yes No Is the Applicant a Certified Minority or Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

15.

- A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.
- B. Briefly discuss the Applicant's ties to the community and the impact of your work in Erie County.

400 characters (attach separate sheet)

AI Expire

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION

ETC

EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS # Jobs in Erie County **6**

Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	Gloves	100.00	100.00
	COVID SHIELD SHIELDS	4,000.00	4,204.00
	Hand sanitizers	100.00	100.00
	Masks & Thermometer	200.00	227.89
	Disinfecting Spray & Wipes	100.00	500.00
	Total Vendor Expense	\$ 4,900.00	\$5,132.61
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$ 5,000.00	\$ 4,500.00

CERTIFICATION

18. Tommy Surmagne being duly sworn, state that I have read and understand all the questions and answers contained in the forgoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet: Title: Date Completed:

Signature: Tommy Surmagne Auxen 8/21/2020
Tommy Surmagne



A1 Express Inc. is a non emergency medical transportation company. A1 Express Inc has been doing business in the Erie county area since 2013. We transport residents to and from medical appointments. The car shield is/was needed to ensure safety between our employees and our clients. Masks were a requirement per NYS, our employees wear masks and in a few situations clients have forgotten their mask and our company provided them with an extra mask. Hand sanitizers are required for each passenger upon entering our vehicles. Our employees use disinfectant wipes and sprays after each client exits the vehicle to ensure his safety and the next clients safety. PPE supplies are always needed to keep and maintain clean vehicles.

A1 Express Inc hires employees from the community. A1 Express provides transportation for the community. Our company provides non emergency rides to and from different medical appointments. We have recently provided transportation for residents to get drive up Covid-19 testing.

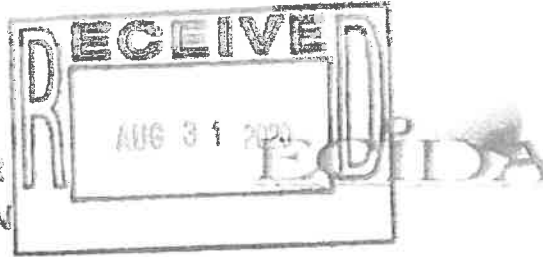
The PPE is in need to ensure safety for the residents and employees of Erie county.

Thank You

Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
ABC Learn & Play 2, Inc.	\$9,087	Highly Distressed Area Certified WBE✓	Recommended for Funding
<p>Synopsis:</p> <p>ABC Learn & Play 2, Inc., (hereafter ABC) located in the City of Buffalo, is a Certified Women Owned Business that has been providing critical child care services within the Masten neighborhood and surrounding communities for three (3) years. Parent testimonials provided in the application speak to the positive local impact of the business. Specifically, ABC’s ability to stay open during the NYS Pause allowed parents to maintain employment and provided critical social, emotional, and educational support for their children. ABC’s income has been negatively impacted during the pandemic – March, April and June saw a significant decrease in profits. ABC has also experiencing a significant increase in business expenses associated with the purchase of PPE/fixture expenditures necessary to keep staff, parents and children safe. ABC is requesting funding from the ECIDA to help support the purchase of needed PPE/fixtures (masks, face shields, gloves, disinfectant and cleaning supplies, touchless soap dispenser & garbage can, room dividers, etc.) to help prevent the community spread of coronavirus.</p>			

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION	
1.	Applicant Legal Name: ABC Learn and Play 2, inc.
2.	Applicant Address: 641 Madison Ave.
3.	Legal Structure: <input type="checkbox"/> C-Corp. <input checked="" type="checkbox"/> S-Corp <input type="checkbox"/> LLC <input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Not-for-Profit
4.	Applicant Contact Name: Tiffany Malone
5.	Contact Phone Number: 716 848 0780 Contact Email Address: info@abcLearnandplay.com
6.	Type of Business: Please Describe Child Care facility
7.	Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020.
8.	Number of years in business in Erie County <input checked="" type="checkbox"/> ATTACHED 3
9.	Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors. <input checked="" type="checkbox"/> ATTACHED
10.	Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable 624410
11.	Company's Annual Sales:
12.	What share of the company's product or service is sold within Erie County: 100%
13.	Miscellaneous Questions:
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals delinquent on property, personal, and/or employment taxes?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?



- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or lien pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business? Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at <https://www.ecidanv.com/documents/HighlyDistressedAreaMap7-2-2013.pdf>)
- Yes No Is the Applicant a Certified Minority or Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

- 15.**
 - A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.
 - B. Briefly discuss the Applicant's ties to the community and the impact of your work in Erie County.
- 400 characters (attach separate sheet)

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION



EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS # Jobs in Erie County 11

Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	Total Vendor Expense	\$	\$
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$	\$

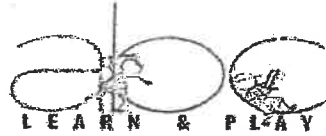
CERTIFICATION

18. Tiffany Malone, being duly sworn, state that I have read and understand all the questions and answers contained in the forgoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet: Tiffany Malone Title: Owner Date Completed: 8/17/2020
Signature: Tiffany Malone

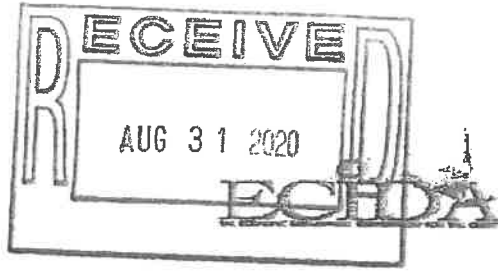
Rec 9/3/20



ABC Learn and Play 2 will use the grant funds requested to provide PPE for staff and to be able to clean our facility. We have requested ear protectors, disposable masks, face shields, room dividers, HEPA vacuum, Lysol wipes, bleach surface cleaner, Lysol wipes, Swiffer wet jet, mop, broom, touchless soap/hand sanitizer dispenser, hand sanitizer, carpet cleaner, hand soap, touchless garbage can, facial tissue, paper towels, gloves, diaper paper. These items will allow us maintain a clean and safe environment for our children and our staff in the upcoming months. We would be able to use the room dividers to social distance our space better as well.

Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
Arts Services Initiative of Western New York	\$1,582.52	Highly Distressed ✓	Recommended for Funding
<p>Synopsis:</p> <p>Art Services Initiative of Western New York (hereafter ASI) plays a significant role in the arts and cultural sector in Erie County. ASI provides essential services and resources (grant intermediary) to local artist and cultural organizations in the regions. ASI's operating income, derived from programming, events and fundraising, has been adversely impacted by the coronavirus pandemic disaster emergency. Since the NYS Pause directive, a majority of ASI's services have been conducted on-line rather than in-person and crucial fundraising events (Spark Award) have been rescheduled or postponed. ASI is requesting funding assistance to begin to transition the staff back to the office to resume operations. The PPE will promote the safety and well-being of staff, clients, and the public.</p>			



ERIE COUNTY COVID-19 DISASTER EMERGENCY GRANT APPLICATION

Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION	
1.	Applicant Legal Name: Arts Services Initiative of Western New York (ASI)
2.	Applicant Address: 2495 Main Street, Suite 422, Buffalo, NY 14214
3.	Legal Structure: <input type="checkbox"/> C-Corp. <input type="checkbox"/> S-Corp <input type="checkbox"/> LLC <input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> Sole Proprietorship <input checked="" type="checkbox"/> Not-for-Profit
4.	Applicant Contact Name: Jennifer Swan
5.	Contact Phone Number: 833-3004 x510 Contact Email Address: jen@asiwny.org
6.	Type of Business: Please Describe Nonprofit arts council
7.	Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020. <input checked="" type="checkbox"/> ATTACHED
8.	Number of years in business in Erie County <u>9</u>
9.	Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors. <input checked="" type="checkbox"/> ATTACHED
10.	Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable 813410, 813219
11.	Company's Annual Sales: *Note: These are all of our 2019 nonprofit revenues
12.	What share of the company's product or service is sold within Erie County: 90%
13.	Miscellaneous Questions: *Note: As a nonprofit our services are free/low-cost and offered primarily in Erie County (though we serve a 5 county area). <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals delinquent on property, personal, and/or employment taxes? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



	<p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?</p> <p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Are there any outstanding judgments or lien pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business? Amount: \$</p> <p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.</p> <p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").</p>	
14.	<p>Qualifying Questions:</p>	
	<p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?</p> <p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?</p> <p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Is the Applicant's primary place of business located in a highly distressed area? (see map at https://www.ecidany.com/documents/HighlyDistressedAreaMap7-2-2013.pdf)</p> <p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Applicant a Certified Minority or Women-Owned Business?</p> <p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?</p> <p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Was the Applicant in business at least one year prior to March 7, 2020?</p> <p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?</p> <p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?</p> <p><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Has the Applicant been negatively impacted by the COVID-19 Pandemic?</p>	
15.	<p>Narrative:</p> <p>A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.</p> <p>B. Briefly discuss the Applicant's ties to the community and the Impact of your work in Erie County.</p>	
	<p>400 characters (attach separate sheet)</p> <p>*See attached document titled "ASI_Narrative"</p>	

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all **ERIE COUNTY LOCATIONS** # Jobs in Erie County **3.5 currently, usually 4.5**

Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	Assure Protective Shield (TAKE FORM)-individual desk (4 total - \$175 ea)	\$700	
	Front Lobby Area Protective Shield & Installation (TAKE FORM)	\$766.18	
	Hand Sanitizer/Disinfectant Spray (VIA)		\$181.26
	Gel Hand Sanitizer (EATON OFFICE SUPPLY)		\$ 11.99 ✓
	Disinfectant Wipes (EATON OFFICE SUPPLY)		\$ 23.96 ✓
	Face Masks (VIA - Olmsted Center)		\$ 45.00 ✓
	High Precision Thermometers (AMAZON)		\$ 29.97 ✓
	Total Vendor Expense	\$ 1,466.18	\$ 292.18
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$ 1,319.56	\$262.96

CERTIFICATION

18. I, Jennifer Swan, being duly sworn, state that I have read and understand all the questions and answers contained in the forgoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet:	Title:	Date Completed:
Jennifer Swan	Executive Director	8/24/2020

Signature:



ARTS SERVICES INITIATIVE OF WESTERN NEW YORK INC

2495 Main Street #422, Buffalo NY 14214 * 716-833-3004 * www.asiwny.org

Erie County COVID-19 Disaster Emergency Grant Application

15. Narrative:

A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.

Actuals are for direct sanitization and safety measures for staff and public.

Estimated -Desk shields will be used to create appropriate distance between staff. Front lobby shields are the main protective barrier between our entrance and Arts Access Coordinator's desk.

B. Briefly discuss the Applicant's ties to the community and the impact of your work in Erie County.

We provide resources to artists and nonprofit arts sector. We prioritize accessibility, especially through the Arts Access program. The program offers individuals/families receiving public assistance access to partner arts organizations. Pass holders receive free tickets and admission, plus transportation. Many pass holders lack internet access and physically come to the office.

Where the Arts meet Business

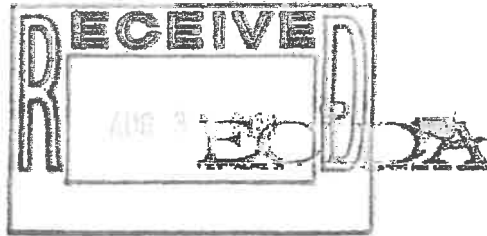
Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
Black Rock Historical Society	\$1,264.50	Highly Distressed Area	Recommended for Funding

Synopsis:

The Black Rock Historical Society (hereafter BRHS), is an all-volunteer, permanently chartered not-for-profit education organization located on Niagara Street in Buffalo. The BRHS collects, preserves, and displays exhibits to educate the public about the history of the communities of Black Rock, Grant Amherst, Riverside, and West Hertel. The BRHS is also active in regional festivals and events. The NYS Pause mandate closed the museum, which negatively impacted the organization's ability to collect monetary donations and museum artifacts/items as well as gift shop sales. The BRHS was also forced to cancel their annual fundraising event, which helps support the operation of the museum. The BRHS is preparing to reopen the museum on a limited basis to volunteers and the public and is requesting funding assistance to purchase the necessary PPE (sanitizer, thermometer, masks, gloves, signage, etc.) to prevent the spread of the coronavirus.

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION

1. Applicant Legal Name: *Black Rock Historical Society*
2. Applicant Address: *1902 Niagara Street, Buffalo, NY 14207*
3. Legal Structure:
 - C-Corp. S-Corp LLC General Partnership
 - Limited Partnership Sole Proprietorship Not-for-Profit
4. Applicant Contact Name: *William Butler*
5. Contact Phone Number: *716.913.5447* Contact Email Address:
6. Type of Business: Please Describe *info@blackrockhistoricalsociety.com*
7. Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020.

ATTACHED
8. Number of years in business in Erie County *9+*
9. Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors.

ATTACHED
10. Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable
11. Company's Annual Revenue:
12. What share of the company's product or service is sold within Erie County: *100%*
13. Miscellaneous Questions:
 - Yes No Is the Company or any of its principals or Board Members presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition?
 - Yes No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding?
 - Yes No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors?
 - Yes No Is the Company or any of its principal's delinquent on property, personal, and/or employment taxes?

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



- Yes No Has the Company or any of its principals or Board Members ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?
- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or lien pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business?
Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at <https://www.ecidanv.com/documents/HighlyDistressedAreaMap-7-2-2013.pdf>)
- Yes No Is the Applicant a Certified Minority or Certified Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

15.

- A. Provide a summary of all PPE equipment and fixture purchases previously purchased and the reason for their purchase.
- B. Provide a summary for all future PPE and fixture purchases the entity will be making, including an explanation of how it will be used (if applicable).
- C. Briefly discuss Applicants ties to the community and the impact of your work/service in Erie County.

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



(attach separate sheet if more room is needed)

See attached sheet.

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS # Jobs in Erie County ϕ

Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	<i>see attached Cost Estimate</i>		
	Total Vendor Expense	\$	\$
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$ 1172.42	\$ ϕ

CERTIFICATION

18. I William E. Butler III, being duly sworn, state that I have read and understand all the questions and answers contained in the forgoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet: William E. Butler III Title: President Date Completed: 8/25/20

Signature: William E. Butler III

- A. Summary of Previously Purchased PPE and Fixtures.** To date, the Black Rock Historical Society has not purchased any PPE equipment or fixtures for our planned reopening. We currently occupy space with another not-for-profit organization (BRRRA - Black Rock-Riverside Alliance, Inc.) which has been responsible for acquiring these items. Beginning September 1, 2020, the BRRRA will have vacated our building and we will be responsible for acquiring all future PPE equipment and fixtures.
- B. Summary of Future PPE and Fixtures Purchases.** In order to comply with NYS guidelines and our COVID-19 Reopening Safety Plan, the BRHS plans to purchase the following PPE and fixtures:
- a. Automatic Hand Sanitizer – This touch-free equipment will be placed at the museum entrance to permit visitors and staff to sanitize their hands when entering and exiting the building.
 - b. Touchless Hand Sanitizer Dispenser – Two (2) wall-mounted hand sanitizers will be installed at the hand-sanitizing stations located in the restroom and food prep area in the office.
 - c. Hand Sanitizer – Six (6) gallons of pre-mixed liquid hand sanitizer will be purchased to refill the equipment located at the hand-sanitizing stations.
 - d. Hand Sanitizer with Pump – Six (6) packs of hand sanitizer dispensers (8 oz.) will be purchased for use at workstations, meetings, and remote events.
 - e. No-Touch Forehead Thermometer – A forehead thermometer will be purchased to screen all visitors and staff at the museum.
 - f. Disposable Face Masks – Six (6) packs of disposable face masks will be purchased for use by staff and visitors when privately owned face covering is not available.
 - g. Disposable Nitrile Gloves – Six (6) packs of nitrile gloves will be purchased and used by staff to screen visitors, clean and sanitize contact surfaces, and handle display and exhibit items, and deliveries.
 - h. Disinfectant – Six (6) gallons of pre-mixed liquid disinfectant will be purchased and used to clean and sanitize contact surfaces, exhibit items, and display furniture and equipment.
 - i. Paper Towels – Six (6) packs of paper towels will be used as restroom hand towels as well as to clean and sanitize contact surfaces, exhibit items, and display furniture and equipment.
 - j. Signage – Social Distancing Floor Stickers will be purchased to demarcate appropriate spacing for museum visitors. Please Wash Your Hands Signs will be posted in the restroom and office food prep area. Social Distancing/Maximum Capacity Signs will be posted at the museum entrance to educate visitors on requirements for entry.
 - k. Bubble Wrap – Two (2) rolls of bubble wrap will be purchased and used to isolate, store, and protect historic artifacts from contamination.

- C. **BRHS Ties to Community and Its Impact on Erie County.** The mission of the Black Rock Historical Society is to educate the public about the history of the communities of Black Rock, Grant Amherst, Riverside and West Hertel in the city of Buffalo, New York. The Society collects, preserves, interprets and exhibits information about these communities to inspire residents and visitors, and to instill a deeper appreciation of the important role that the residents of these communities have played in local, national and world history.

BRHS is a permanently chartered education corporation under the New York State Education Department. BRHS operates a museum with regularly scheduled public visitation hours and hosts periodic lectures and presentations. BRHS also provides exhibits for both local and regional festivals and events. An estimated 5,000 persons participated in these activities in 2019. The BRHS also serves on the Erie County Bicentennial Planning Committee and expects to welcome guests throughout Erie County during the 2021 celebration.

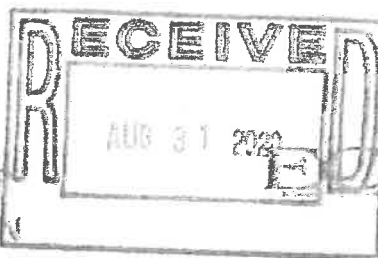
Through the selfless dedication of our volunteers, we have contributed our time and hard work to organize and participate in the commemoration of major historical events including the War of 1812, the 100th anniversary of the opening of the Black Rock Lock, and the commemoration of the 150th anniversary of the Fenian Invasion of Canada. As uncertain circumstances permit, we are planning for our signature programs with local schools - *History in Your Neighborhood* and *Art as History* - to continue in 2020 and beyond. In 2017, we also began our commemoration of the construction of the Erie Canal with exhibits along with an educational and entertaining interpretation of a simulated "Black Rock vs. Buffalo" debate over its western terminus. We plan to continue our Erie Canal celebration through 2023, 200 years after the canal reached Black Rock, and into 2025 to commemorate its grand opening.

With strict adherence to State-mandated health practices, our volunteer staff, board members and staff have thankfully protected themselves from the COVID-19 virus. Nonetheless, our organization has experienced serious repercussions from the ongoing suspension of our operations. We have needed to completely close our museum and eliminate visitor hours and tours. We have substantially decreased and in most cases eliminated volunteer staff hours that are essential for operating our museum, archiving and managing our collection, and providing outreach services to our members and the community. With the need to obey social distancing rules, both committee and board meetings have often been delayed or degraded. The elimination of museum visitor hours has totally impaired our ability to solicit both monetary and collection donations as well as gift shop sales. We have had to make the very difficult decision to cancel our annual fundraising event. The protracted closure of our museum has also eliminated our capacity to provide public access to our collection to our community. Lacking a dedicated funding source, all walk-in revenues received through donations and new memberships have been virtually eliminated. Without this funding, we have restricted our limited available assets to finance only the most essential operational expenses (e.g., rent, printing, postage). Other purchases (e.g., collection items, archival storage materials, display furniture, computer hardware and software) have been delayed.

Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
Explore Buffalo Inc.	\$9,626	Highly Distressed Area√	Recommended for Funding
<p>Synopsis:</p> <p>Explore Buffalo is a non-profit organization providing tours and other educational opportunities for residents and visitors to discover Buffalo's great architecture, history, and neighborhoods. In 2019, Explore Buffalo offered more than 80 unique tours by foot, bike, kayak, boat, bus, to an estimated 25,748 people. Due to the NYS Pause Order, Explore Buffalo was forced to suspend tours for four (4) months. Tours (outdoor only) resumed in a limited capacity beginning in July. Explore Buffalo has been negatively impacted by the loss of revenue from tour limitations throughout most of 2020 as well as the uncertainty around when mass gatherings will be deemed safe and allowed to resume. Explore Buffalo is seeking funding assistance to retrofit their office, which consists of an open floor plan, with partitions that will enable staff to return to office to improve collaboration and communication.</p>			

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION	
1.	Applicant Legal Name: <u>Explore Buffalo Inc</u>
2.	Applicant Address: <u>One Symphony Circle, Buffalo NY 14201</u>
3.	Legal Structure: <input type="checkbox"/> C-Corp. <input type="checkbox"/> S-Corp <input type="checkbox"/> LLC <input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> Sole Proprietorship <input checked="" type="checkbox"/> Not-for-Profit
4.	Applicant Contact Name: <u>Brad Hahn, Executive Director</u>
5.	Contact Phone Number: <u>(716) 245-3032 x201</u> Contact Email Address: <u>brad@explorebuffalo.org</u>
6.	Type of Business: Please Describe <u>Guided Architecture & History Tours</u>
7.	Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020. <input checked="" type="checkbox"/> ATTACHED
8.	Number of years in business in Erie County <u>7</u>
9.	Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors. <input checked="" type="checkbox"/> ATTACHED
10.	Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable <u>713990</u>
11.	Company's Annual Revenue:
12.	What share of the company's product or service is sold within Erie County: <u>100 %</u>
13.	Miscellaneous Questions: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals or Board Members presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principal's delinquent on property, personal, and/or employment taxes?

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION



- Yes No Has the Company or any of its principals or Board Members ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?
- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or lien pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business? Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at <https://www.ecidan.com/documents/HighlyDistressedAreaMap7-2-2013.pdf>)
- Yes No Is the Applicant a Certified Minority or Certified Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

15.

- A. Provide a summary of all PPE equipment and fixture purchases previously purchased and the reason for their purchase.
- B. Provide a summary for all future PPE and fixture purchases the entity will be making, including an explanation of how it will be used (if applicable).
- C. Briefly discuss Applicants ties to the community and the impact of your work/service in Erie County.

**Explore Buffalo:
Erie County COVID-19 Disaster
Emergency Grant Application**

15 – Narrative:

A. Explore Buffalo has not previously purchased any PPE. We received face masks at no cost from the Department of Health & Human Services to provide to anyone on our tours who needs one; we also received a donation of face shields from Nisha Medical Technologies for our volunteer docents to use.

B. This funding will support the purchase of partitions for Explore Buffalo’s office that will enable our staff to safely return to work in our office space inside First Presbyterian Church on Symphony Circle, where we have leased our office space since 2014. Our office space has always been an open-plan office with no walls or other dividers between any of our staff; the addition of these partitions is required to make this a safe work environment for our employees. Our staff successfully managed the transition to working remotely, but we do wish to return to working out of our office space, to return to the collaboration and communication that working in the same space provides, along with the better defined work/life balance.

C. Explore Buffalo is an integral part of the Buffalo community and plays a key role in developing our city’s reputation as a cultural tourism destination. Our mission is to promote the architecture, history, and neighborhoods of Buffalo and Western New York through quality education to learners of all ages. In 2019, Explore Buffalo’s tours and programs were attended by 25,748 people, exceeding 25,000 for the first time. For comparison, our total attendance in 2014 was 6,200 people.

In 2019, we offered more than 80 unique tours by foot, bike, kayak, boat, and bus, with more than 1,500 tour dates on our calendar. This included tours of downtown Buffalo landmarks, city neighborhoods from Black Rock to Hamlin Park to the Old First Ward, and historic villages across Erie County from Hamburg to Lancaster to Williamsville. We work with dozens of community partners for our tours, ranging from historic churches and house museums to neighborhood associations and local restaurants.

Our tours and programs are made possible by more than 200 volunteers who give their time to share our community’s stories with K-12 students, WNY residents, and visitors from across the country. In 2019, visitors from 42 states attended an Explore Buffalo tour and we received the “Best of WNY” award for Best Tours from Buffalo Spree magazine. Explore Buffalo tours have frequently been included in travel profiles of Buffalo – arranged by our partners at Visit Buffalo Niagara – including in The Wall Street Journal, Boston Globe, USA Today, Toronto Star, Washington Post, and Chicago Tribune.

In 2019, Explore Buffalo hosted the first Doors Open Buffalo event, a day of free public tours at 40 significant downtown buildings that was attended by 3,800 people. Doors Open Buffalo visitors reported an average expense of \$44 in our visitor survey, producing an estimated economic impact on that single day for downtown businesses of over \$100,000.

An essential part of our mission is providing tours to K-12 students. We believe it is essential that our community's future citizens and leaders learn to appreciate our city's history and architecture from an early age, and we were proud to see about 5,000 students on a tour in 2019 at places such as City Hall and Canalside. This included more than 1,000 Buffalo Public School students who received a free tour. While we do not anticipate seeing students on field trips in the coming academic year, we are working to provide alternative programs to continue to work with K-12 students.

After suspending our tours in March due to COVID-19, we resumed some of our tours on July 9. In accordance with NYS reopening guidelines and our reopening plan, our tours are fully outdoors and do not include building interiors; we have limited tour groups to 10 people and we now require reservations for all tours; and we require masks and distancing for all volunteers and tour guests. The response from our community to our tours has been very positive this summer, with many people commenting that they are happy to be able to do something out of the house and that they feel very safe doing. Thus far, our average attendance per tour for walking tours in summer 2020 is close to and in some cases higher than it was in 2019. However, we are not offering a range of tours that have historically been strong sources of revenue such as our bus tours and home tours, and do not plan to resume such tours anytime soon.

We have always been supported primarily by earned revenue from our tours and programs, annual memberships (Explorer Passes), and events. In 2019, more than 75% of our revenue came from these earned sources, with the balance coming from grants, corporate sponsors, and donations. With the near-elimination of earned revenue for nearly four months while our tours were suspended, plus the continued decline in earned revenue due to many of our high-earning tours not resuming this year, we are now far more dependent on support from grants, donations, and sponsors.

We have been fortunate to receive funding through a variety of sources to sustain our organization and our staff, including funding from the Paycheck Protection Program, National Endowment for the Arts, Humanities NY, Ralph Wilson Legacy Fund at the Community Foundation for Greater Buffalo, and Wells Fargo, along with generous donations from our Board of Directors and many individual community members. This support has been critical to sustain our organization and especially our payroll costs, but we are still faced with great uncertainty about what 2021 will look like for our organization. With necessary COVID-19 restrictions expected to remain in place well into next year, we would be unable to afford this purchase to make our office space a safe work environment for our employees without outside support. We greatly appreciate your consideration of this funding request.

Explore Buffalo

Attachment to ECIDA COVID-19 Disaster Emergency Grant

This proposed partition system, from Buffalo Office Interiors, will add partitions to Explore Buffalo's leased space within historic First Presbyterian Church on Symphony Circle. Explore Buffalo's leased space there comprises both office and classroom space. All employees have been working in the office space, which is one room that is open with no barriers between any employees. As our employee count has grown – we had three employees when we initially leased this space – more desks have been added to this office space and employees are now much closer together (generally 3-4 feet apart). In addition to our six employees (4 FT, 2 PT), we also typically have college interns in our office during each semester (our internship program is currently suspended, and these partitions would enable us to safely resume that program), and also have our contract accountant in our office two days per week (our accounting is provided by Arts Services of WNY). These partitions will be built in part of our current classroom space to move some employees to that space, reducing density of employees and also providing a barrier between each employee so that all employees can have a safe work environment. A rendering from Buffalo Office Interiors is attached.

The proposed partitions for which Explore Buffalo is requesting funding will serve both Explore Buffalo employees and volunteers. The partitions will be installed in what is currently our classroom space inside First Presbyterian Church, creating a barrier between our employees and those using the classroom. The primary user of the classroom is Explore Buffalo volunteers. We currently have approximately 250 active volunteers. The classroom is used for our docent training classes, which we conduct three times per year to train new volunteer docents to lead our tours. New docents undertake a rigorous training class of 8-10 sessions to ensure that they are well trained and qualified to lead tours of our city's architecture and history. The classroom is also used for training classes for our Tour Assistants who assist docents during the tours, as well as for continuing education programs for all volunteers. This classroom space is also used for youth education programs, such as our Boy Scout Architecture Merit Badge program that we provide in partnership with the Darwin Martin House. This program is currently being offered completely outdoors in fall 2020, and these partitions would enable us to return to hosting this program indoors. By installing these physical partitions between our employees and various classroom users, we will be able to begin to resume some of these programs for volunteers and other groups, as appropriate per NYS Reopening Guidelines.

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION



EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS # Jobs in Erie County 5

Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	Partitions - Buffalo Office Interiors	\$10,696	
	Total Vendor Expense	\$10,696	\$
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$9,626	\$

CERTIFICATION

18. Brad Hahn being duly sworn, state that I have read and understand all the questions and answers contained in the forgoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

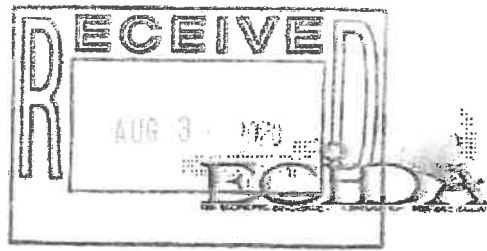
Name of Company Official Completing Worksheet: Brad Hahn Title: Executive Director Date Completed: 8/28/20

Signature: Brad Hahn

Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
Kirchmyer & Goode Physical Therapists, P.C.	\$4,791.83	Highly Distressed Area√	Recommended for Funding
<p>Synopsis:</p> <p><i>Kirchmyer & Goode Physical Therapist (hereafter K&G)</i> is a small business with an office located on Ridge Road in West Seneca near the border with the City of Lackawanna. K&G, which have been in business for 15 years, provides physical therapy and sports rehab services to 40-50 clients daily. Although the business was able to remain open during most of the pandemic, the NYS Pause restrictions and the challenges of operating a physical therapy business during the coronavirus pandemic has resulted in a significant reduction in income for K&G. To ensure the safety of staff and patients, the practice has been vigilant about disinfecting equipment and promoting mask wearing as well as monitoring the temperatures of patients and employees before entering the facility. K&G is requesting funding assistance from the ECIDA for reimbursement of PPE expenditure (masks, disinfectant) and the proposed purchase of a thermal camera and tablet system that would allow the patient to automatically be scanned for temperature and proper face mask usage upon entering the facility.</p>			

ERIE COUNTY COVID-19 DISASTER EMERGENCY GRANT APPLICATION



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION	
1.	Applicant Legal Name: <u>Kirchmyer & Goode Physical Therapists, P.C.</u>
2.	Applicant Address: <u>1900 Ridge Rd, Ste 116, West Seneca, NY 14224</u>
3.	Legal Structure: <input type="checkbox"/> C-Corp. <input checked="" type="checkbox"/> S-Corp <input type="checkbox"/> LLC <input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Not-for-Profit
4.	Applicant Contact Name: <u>Jeffrey Kirchmyer, P.T.</u>
5.	Contact Phone Number: <u>(716) 674-9600</u> Contact Email Address: <u>contact@proactivepartnersrehab.com</u>
6.	Type of Business: Please Describe <u>Physical therapy</u>
7.	Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020.
8.	Number of years in business in Erie County <input checked="" type="checkbox"/> ATTACHED
9.	Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors. <input checked="" type="checkbox"/> ATTACHED
10.	Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable <u>621340</u>
11.	Company's Annual Revenue:
12.	What share of the company's product or service is sold within Erie County: <u>100%</u>
13.	Miscellaneous Questions:
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals or Board Members presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principal's delinquent on property, personal, and/or employment taxes?

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or lien pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business?
Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at <https://www.ecidany.com/documents/HighlyDistressedAreaMap7-2-2013.pdf>)
- Yes No Is the Applicant a Certified Minority or Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

- 15.**
- A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.
 - B. Briefly discuss the Applicant's ties to the community and the impact of your work in Erie County.
400 characters (attach separate sheet)

See attached.

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16.	Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS	# Jobs in Erie County	3
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Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	Amazon (3 Ply face masks)		\$21.52
	Amazon (2 iHealth forehead thermometers)		\$83.83
	Office Depot (3 Ply face masks)		\$32.60
	Office Depot (3 Ply face masks)		\$65.23
	Simple Green Pro 3 Plus antibacterial disinfectant	\$3,436.00	\$31.96
	Intelligent Systems (2 Thermal kiosk - skin temp measurement)	\$6,723.38	
	Office Depot (3 Ply face masks & hand sanitizer) x 1 year	\$1,653.12	
	Total Vendor Expense	\$5,089.12	\$235.14
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$4,672.95	\$211.63
		\$4,530.20	

CERTIFICATION

18. I, Jeffrey D. Kirchmyer P.T. being duly sworn, state that I have read and understand all the questions and answers contained in the foregoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet:	Title:	Date Completed:
Jeffrey D. Kirchmyer P.T.	Co-owner	8/26/2020
Signature: <u>[Signature]</u> P.T.		



1900 Ridge Road
Suite 116
West Seneca, NY 14224
Phone: 716-674-9600
Fax: 716-674-9700

4535 Southwestern Blvd
Suite 805
Hamburg, NY 14075
P: 716-648-8700
F: 716-648-0400

Narrative:

ProActive Sports Rehab is a small physical therapy clinic with two locations in Western New York, with our main office being located in West Seneca, NY. We have been in business since 2005 and are members of the West Seneca Chamber of Commerce and Paragon PT Group. Due to COVID-19, we require PPE in order to operate our facilities.

ProActive Sports Rehab was founded by Jeffrey Kirchmyer, PT of West Seneca and Antony Goode, PT of Buffalo, NY. We attend numerous health fairs across WNY to offer free advice/handouts and demonstrations for injury prevention.

Face masks are required for all employees and are used 1-2x/day. We have a total of 5 employees.

We also monitor patient and employee temperatures upon entering our facilities. This takes employees away from their job. We would like to purchase an automatic temperature scanner to monitor anyone walking in the front door of each office.

We have included proposals for the face masks and the purchase of 2 automatic temperature scanners.



1900 Ridge Road
Suite 116
West Seneca, NY 14224
Phone: 716-674-9800
Fax: 716-674-9700

4535 Southwestern Blvd
Suite 805
Hamburg, NY 14075
P: 716-648-8700
F: 716-648-0400

September 2, 2020

To Whom It May Concern;

ProActive Sports Rehab would like to purchase the Thermal Camera and Tablet system with funds received if approved by the ECIDA NY grant.

Being a small healthcare business, we are considered an essential business. Due to COVID-19, we have remained open, with the exception of a few weeks at the peak of the virus.

ProActive Sports Rehab checks each patient's temperature upon entry. This takes one of us away from treating patients or from secretarial/billing work required to run our business.

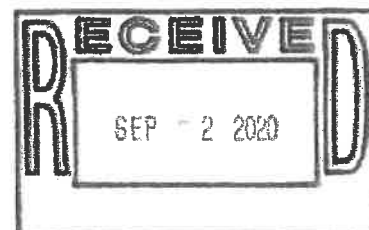
Having the Thermal Camera and Tablet system would allow a patient to be scanned for temperature and proper facemask usage upon entering our clinic, which would allow our staff to perform their normal work duties. One of our colleagues has purchased the system and finds it a necessity due to the pandemic in order to keep his staff and patients safe.

With the fear of a second wave of COVID-19 occurring, we feel that having the Thermal Camera and Tablet system can help reduce the spread of COVID-19 and ensure that our staff and patients would remain safe.

Sincerely,

Jeffrey Kirchmyer, PT
Co-owner ProActive Sports Rehab

9/4/20:
Per Jeff, approx 40-50 people
come into facility each
day.



Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
MidCity Office Equipment, Inc.	\$6,168.49	Highly Distressed Area WBE	Recommended for Funding
<p>Synopsis:</p> <p><i>MidCity Office Equipment, Inc.</i>, (hereafter MidCity) a certified Woman Owned Business Enterprise located on Main Street in Buffalo, has been in business in Erie County for 50 years. MidCity's clients include the medical campus, universities, and large non-profit organizations. Although the business was deemed essential and remained open during the NYS Pause order, MidCity has been negatively impacted by the NYS emergency declaration. With the coronavirus forcing large and small companies to adapt to remote work environments, MidCity needed to adjust its business model. The company's large office design and sales have been replaced with installing or reconfiguring home office environments. Midcity incurred significant expenditures to operate during the pandemic and is requesting funding assistance from the ECIDA for reimbursement of PPE (masks, gloves, hand sanitizer, air purifier, disinfectant, etc.) that is necessary to ensure the safety of staff (warehouse, sales, delivery) and customers.</p>			

ERIE COUNTY COVID-19 DISASTER EMERGENCY GRANT APPLICATION



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION	
1.	Applicant Legal Name: MID-CITY OFFICE EQUIPMENT INC
2.	Applicant Address: 295 Main St Ste 240 Buffalo NY 14214
3.	Legal Structure: <input type="checkbox"/> C-Corp. <input checked="" type="checkbox"/> S-Corp <input type="checkbox"/> LLC <input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Not-for-Profit
4.	Applicant Contact Name: Kurt Amico
5.	Contact Phone Number: 716 308 2188 Contact Email Address: kurt@midcityoffice.com
6.	Type of Business: Distribution Please Describe: Office Furniture Distributor
7.	Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020.
8.	Number of years in business in Erie County: 50 <input checked="" type="checkbox"/> ATTACHED
9.	Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors. <input checked="" type="checkbox"/> ATTACHED
10.	Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable 442110
11.	Company's Annual Sales:
12.	What share of the company's product or service is sold within Erie County: 75 %
13.	Miscellaneous Questions:
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Is the Company or any of its principals delinquent on property, personal, and/or employment taxes?
	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Has the Company or any of its principals ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or lien pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business?
Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law")?

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at <https://www.ecidany.com/documents/HighlyDistressedAreaMap7-2-2013.pdf>)
- Yes No Is the Applicant a Certified Minority or Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

15.

- A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.
- B. Briefly discuss the Applicant's ties to the community and the impact of your work in Erie County.

400 characters (attach separate sheet)

9, 15A, 15B, Attached

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS **13** # Jobs in Erie County ***Plus 5-10**

Grant Request Budget

17.	PPE and/or Fixture Installation Description	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	Items or Vendor Contract (attach additional sheet as necessary) Attached		
	Total Vendor Expense	\$	\$
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$	\$

CERTIFICATION

18. Kurt Amico being duly sworn, state that I have read and understand all the questions and answers contained in the foregoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet:	Title:	Date Completed:
Kurt Amico	President	8-21-2020

Signature:



For a Better Day at the Office

Kurt Amico
2495 Main Street
Buffalo, NY 14214
Suite #240

Lori Szewczyk,

Question #9 Ownership... Midcity is an S Corp. and an NYS Certified WBE Kathleen Clark owns 55% Kurt Amico owns 45%.

Question #15A Obviously, no one budgeted for a pandemic. On March 23rd 2020 or about Midcity was shut down as an office environment for my sales, design, and logistics team. Very soon after we were deemed to be essential by some of our customers. General Mills, Roswell Park, Ellicott Development, and NYS required us to continue delivering and installing or reconfiguring their office environments. We searched and spent on an HVAC virus killer that was installed in our system. We also spent on plexiglass to divide and protect our staff from infecting each other once they started coming back. We also spent on thermometers, hand sanitizer, and masks of every ilk we could find.

Question #15B Midcity has been in business for 50 years. Kathleen and I have owned the business since 2005. We are very involved in the community. We sold and installed most of the private offices at the New UB School of BioMedicine. We sell and install to Roswell Park, People Inc, Best Self, and many other Non for Profits in WNY(ErieCounty). Kathleen and myself are graduates of the UB Center for Entrepreneurial Leadership program. Kathleen went through the Leadership Buffalo program. Our children went to school in Boston and Philadelphia but felt such a connection to Buffalo that they came home and both have worked in the NonforProf world since graduating. Midcity gives back heavily through donations either in kind or in cash to many Non for Profits in WNY. Some of last years examples to which we gave are Feed and More (we also volunteer with Meals on Wheels), Junior Achievement, Camp Good Days, Child and Family Services, People Inc, Southeast Works, Alzheimers Ass., Best Self, Journeys End , & WNY Heroes. We are definitely tied to the community.

Question #16 We also outsource all marketing thru 2 people, bookkeeping 1 person, and 5-10 installers per day on average with an outsourced operations firm. If we are not selling or designing we are outsourcing that portion of our business.

Question #17 Credit card statements and other checks or receipts will be attached. We easily spent more than 15k on products I could not imagine buying during the last 3 or 4 months. I will be applying for the easiest that I can find.

Kathleen Clark CEO

Kurt Amico President

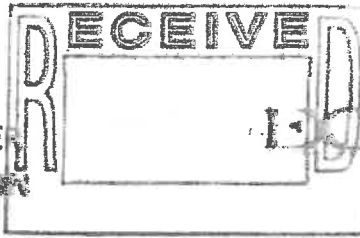
MidCity Office Furniture | 716 - 832 - 0138 (F) 716 - 832 - 0892
2495 Main Street, Buffalo, NY 14214 Suite 240 www.midcityoffice.com

19

Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
Peaceprints of WNY	\$7,046.86	Highly Distressed Area	Recommended for Funding
<p>Synopsis:</p> <p>Peaceprints of WNY (hereafter Peaceprints) is a not-for-profit organization that provides services to individuals who have been incarcerated to facilitate successful reentry into society and reduce recidivism. The organization currently provides services to 680 clients working and living in Peaceprints supported housing and food pantry locations. The NYS Pause order has hindered fundraising efforts and caused the organization to incur significant COVID-19 related unbudgeted expenses necessary to ensure the safety of staff, volunteers and clients. Peaceprints is requesting funding assistance from the ECIDA for reimbursement of PPE expenditures (masks, disinfectants, gloves, hand sanitizer, etc.) as well anticipated supplies that will be necessary to prevent the community spread of COVID through the end of the year.</p>			

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION

1. **Applicant Legal Name:** Prescriptions of WNY DBA: Prescriptions of WNY
2. **Applicant Address:** 690 South Street Buffalo, NY 14210
3. **Legal Structure:** C-Corp. S-Corp LLC General Partnership
 Limited Partnership Sole Proprietorship Not-for-Profit
4. **Applicant Contact Name:** Christian Holdridge
5. **Contact Phone Number:** (716)858.6131 **Contact Email Address:** chd@holdridgeprescriptionsny.com
6. **Type of Business:** Please Describe comprehensive pharmacy services
7. **Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020.**
8. **Number of years in business in Erie County** ATTACHED
35
9. **Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors.** ATTACHED
10. **Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable** 624221
11. **Company's Annual Sales:**
12. **What share of the company's product or service is sold within Erie County:** 100%

13. Miscellaneous Questions:

- Yes No Is the Company or any of its principals presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition?
- Yes No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding?
- Yes No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors?
- Yes No Is the Company or any of its principals delinquent on property, personal, and/or employment taxes?
- Yes No Has the Company or any of its principals ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, State, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or lien pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business?
Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? If yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at <https://www.ecidany.com/documents/HighlyDistressedAreaMap7-2-2013.pdf>)
- Yes No Is the Applicant a Certified Minority or Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

15.

- A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.
- B. Briefly discuss the Applicant's ties to the community and the impact of your work in Erie County.

400 characters (attach separate sheet)

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



EMPLOYMENT INFORMATION

Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS # Jobs in Erie County 16

Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	Masks	1760	2949.94
	UV Lamps	311	
	UV Wands	1350	
	Disinfectant	460	153.66
	Disinfectant Spray	294	73.58
	Gloves	60	
	Sanitizer	208	209.66
	Total Vendor Expense	\$ 4,443	\$ 3,386.84
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$3,998.70	\$ 3,048.16

~~\$7,046.86~~

CERTIFICATION:

18. I, Christian Holdridge, being duly sworn, state that I have read and understand all the questions and answers contained in the forgoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.

In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet: Title: Date Completed:

Christian Holdridge Development Officer 8/27/2020

Signature: C. Christian Holdridge 8/27/2020

15b.

Peaceprints of WNY Community Impact Statement

Peaceprints of WNY works to end the cycle of incarceration and reduce recidivism by serving incarcerated and re-entering clients and providing them with the individualized support and resources they need to thrive. We serve upwards of 680 clients annually between our transitional, supported, and independent housing facilities, our Project Blue and Empower Youth local reentry programs, our food pantry, and our in-prison skills based learning and support groups.

**Peaceprints of WNY Budget Narrative of Anticipated Expenses
(through December 31, 2020)**

In addition to the actual expenditure of PPE supplies already purchased between the months of March and June, 2020 (receipts attached and totaling \$3,386.84). We anticipate needing additional PPE supplies to restock and continue to provide a safe and sanitized experience for our 20 staff members, 15 volunteers, and 680 clients. We anticipate that these additional supplies (below) will be purchased between the months of September and December, 2020.

An itemized breakdown of the products and supplies can be found below:

Masks (1,000 per month X 4 months at \$.44 each)	1,760
UV Lamps (2 at \$155.50 each)	311
UV Wands (15 at \$90 each)	1,350
Disinfectant (12 cases at \$38.33 each)	460
Disinfectant Spray (8 cases at \$36.75 each)	294
Gloves (4 boxes at \$15 each)	60
<u>Sanitizer (2 cases at \$104 each)</u>	<u>208</u>
TOTAL	\$ 4,443

All products will be used for the benefit of staff, volunteers, and the clients working and living in our locations. We additionally provide masks and disinfectant to any visitors (client family members, parole officers/service providers, ect.) who require them so that our staff and clients remain safe from the spread of infection.

Hope House (Supported Housing)
660 Smith Street
Buffalo, NY 14210
3 Staff Members
13 Clients Living in Facility

Bissonette House (Transitional 120 day housing)
335 Grider Street
Buffalo, NY 14215
8 Staff (24-hour awake supervision)
120 Clients Living in Facility (annually)
(24 Clients living on-site at one time)

Project Offices
170 Kearns Avenue
Buffalo, NY 14211
7 Staff Members
170 Clients Served Off-site annually

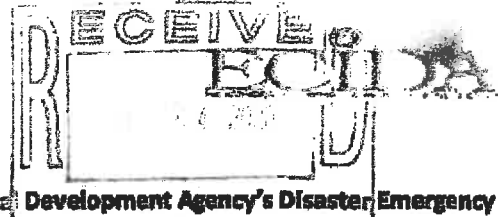
St. Patrick's Food Pantry
1119 William Street
Buffalo, NY 14206
2 Staff Members plus 15 volunteers
75 Families Served Annually

On-site Prison/Jail support groups- Prior to COVID these groups took place across various jails and prisons in Erie County. Once jails reopen visitation, we will resume our on-site services and providing the appropriate PPE to our 9 volunteers and 300 clients served annually.

Grant Application Overview

APPLICANT	GRANT AMOUNT	PROGRAM PRIORITIES	STAFF RECOMMENDATION
Theodore Roosevelt Inaugural Site	\$4,498	Highly Distressed Area	Recommended for Funding
<p>Synopsis:</p> <p>The Theodore Roosevelt Inaugural Site (hereafter TR Site) is a not-for-profit organization that manages the Theodore Roosevelt Inaugural National Historic Site/Museum on Delaware Avenue in Buffalo, where Theodore Roosevelt became the 26th President of the United States in 1901. The TR Site promotes opportunities for the public to understand the historic events surrounding the inauguration; and fosters discussion of Roosevelt, his presidency, and his legacy. The TR Site is both a local and national landmark – listed on the National Registry of Historic Places, designated by the U.S. Congress as a National Historic Site, and WNY’s only unit of the National Parks Service. The TR Site is one of the top tourism destinations in WNY. The NYS Pause order closed the TR Site to visitors for four (4) months and limited the organization’s fundraising/revenue efforts – admissions are down 60% from last year. Although the TR Site reopened to visitors (limited capacity) in July, the significant loss of revenue and unbudgeted expenses related to COVID-19 have negatively impacted the organization. The TR Site is requesting assistance from the ECIDA for reimbursement of PPE expenditures (masks, disinfectants, gloves, hand sanitizer, plexi shields, no touch trash can, etc.) as well anticipated supplies that will be necessary to prevent the community spread of COVID through the end of the year.</p>			

ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION



Thank you for your interest in the Erie County Industrial Development Agency's Disaster Emergency Grant Program to assist small businesses and not-for-profits with purchasing Personal Protective Equipment (PPE) and fixtures necessary to prevent the spread of Novel coronavirus, COVID-19. We look forward to working with you to evaluate your project for possible financial assistance. To begin this process, please complete and return this Application along with required documentation.

COMPANY INFORMATION

1. Applicant Legal Name: Theodore Roosevelt Inaugural Site Foundation

2. Applicant Address: 641 Delaware Avenue Buffalo, NY 14202

3. Legal Structure: C-Corp. S-Corp LLC General Partnership
 Limited Partnership Sole Proprietorship Not-for-Profit

4. Applicant Contact Name: Stanton H. Hudson, Jr., Executive Director

5. Contact Phone Number: 716 884-2095 Contact Email Address: shudson@trsite.org

6. Type of Business: MUSEUM Please Describe location where TR became 20th US Pres

7. Please submit a completed W-9, a signed copy of the organization's 2019 Federal Tax Return including all schedules or a 2019 CPA Audited Financial Statement and an Interim Profit & Loss Statement and Balance Sheet through at least June 30, 2020.

8. Number of years in business in Erie County 49 ATTACHED

9. Ownership: Privately held companies, please attach a description of the company's ownership structure, including the % of ownership for each individual and entity owning 20% or more of the company. Not for Profit organizations, please attach a list of the organization's officers and directors. ATTACHED

10. Primary North American Industrial Classification System (NAICS) Code of the Company. Please provide at least the three-digit code, but the six-digit code is preferable

11. Company's Annual Sales:

12. What share of the company's product or service is sold within Erie County: 100%

13. Miscellaneous Questions:

Yes No Is the Company or any of its principals presently the subject of any litigation, or is any litigation threatened, which would have a material adverse effect on the Company's financial condition?

Yes No Has the Company or any of its principals ever settled a debt with a lending institution for less than the full amount outstanding?

Yes No Has the company, its affiliates or any of its principals ever filed bankruptcy, a creditor's rights or receivership proceeding, or sought protection from creditors?

Yes No Is the Company or any of its principals delinquent on property, personal, and/or employment taxes?

Yes No Has the Company or any of its principals ever been convicted of any felony or misdemeanor, other than a minor traffic violation, or are any charges pending?

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



- Yes No Has the Company, its affiliates, or any of its principals, been cited for a violation of federal, state, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution, or operating practices?
- Yes No Are there any outstanding judgments or liens pending against the Company, its affiliates, or any of its principals other than liens in the normal course of business? Amount: \$
- Yes No Has the company been accused of false or misleading statements, or been the subject of a proceeding or had any allegations made against them, by any federal, state, local agency or authority including but not limited to the SEC, FCC, FDA, or OSHA? if yes, please attach a written explanation to this application.
- Yes No Is the Applicant in compliance with the provisions prohibiting wage discrimination on the basis of gender as found in federal law, including the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, Federal Executive Order 11246 of September 24, 1965 and New York State Labor Law Section 194 (together "Equal Pay Law").

14. Qualifying Questions:

- Yes No Is the Applicant a small business or small not-for-profit corporation with not more than 50 employees?
- Yes No Is the Applicant a business or not-for-profit with a primary place of business located in Erie County, New York?
- Yes No Is the Applicant's primary place of business located in a highly distressed area? (see map at https://www.ecidany.com/documents/Highly_DistressedAreaMap7-2-2013.pdf)
- Yes No Is the Applicant a Certified Minority or Women-Owned Business?
- Yes No Is the Applicant a Certified Service-Disabled Veteran-Owned Business?
- Yes No Was the Applicant in business at least one year prior to March 7, 2020?
- Yes No Was the PPE expenditure made, or is it contemplated to be made, on or after March 7, 2020?
- Yes No Has the Applicant applied for and/or received grant funding from another IDA and/or state or federal funding source to support the purchase of PPE identified in the Project budget below?
- Yes No Has the Applicant been negatively impacted by the COVID-19 Pandemic?

Narrative:

15.

- A. Provide a summary of the need for the expenditures including all PPE and/or Fixtures the business or non-profit entity will be purchasing and how they will be used.
- B. Briefly discuss the Applicant's ties to the community and the impact of your work in Erie County.

400 characters (attach separate sheet)

**ERIE COUNTY COVID-19 DISASTER
EMERGENCY GRANT APPLICATION**



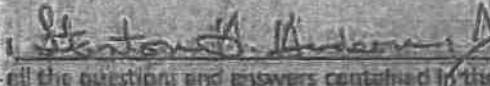
EMPLOYMENT INFORMATION

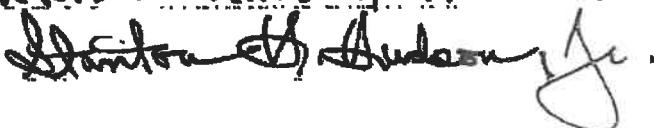
Existing Jobs – A full-time equivalent job equals any combination of two or more part-time jobs that, when combined, constitute the equivalent of a job of at least 35 hours per week.

16. Indicate how many existing full-time equivalent jobs the Applicant and its related entities employ in all ERIE COUNTY LOCATIONS # Jobs in Erie County **8.5**

Grant Request Budget

17.	PPE and/or Fixture Installation Description Items or Vendor Contract (attach additional sheet as necessary)	Est. Cost of PPE/Fixtures (attach copy of proposal)	Actual Expenditure on PPE/Fixtures (attach paid receipts)
	See attached sheets		
	Total Vendor Expense	\$ 1550.52	\$ 3446.44
	GRANT REQUESTED (grant will be calculated by multiplying eligible costs x 90%)	\$ 1395.47	\$ 3101.77
		total = 4998	

18. **CERTIFICATION**

 I, Stanton H. Hudson Jr., being duly sworn, state that I have read and understand all the questions and answers contained in this foregoing application and the documents that I have attached hereto; that I have supplied full and complete information in the answer to each question herein to the best of my knowledge, information and belief; and that all information I have supplied is true and correct. I further understand that false statements or intentional omissions made in this Application or in connection with the verification process may have an adverse consequence to my application/submission to the Erie County Industrial Development Agency.
 In addition, I acknowledge that the Agency is subject to New York State's Freedom of Information Law (FOIL). I understand that all grant information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.

Name of Company Official Completing Worksheet: Stanton H. Hudson Jr. Title: Executive Director Date Completed: 8/21/20
 Signature: 

NARRATIVE

A. Summary of Need

The Executive Committee of the Board of Trustees of the Theodore Roosevelt Inaugural National Historic Site determined that providing personal protective equipment (PPE), including facemasks, and using protective panels to maintain a safe distance between staff and visitors was essential. It also suggested to the management of the TR Site take measures to practice social distancing, provide hand sanitizers for staff, and install hand sanitizing stations throughout museums. The Board also recognized that the required purchases of PPEs and various supplies for individuals and for the organization were unbudgeted items and would have an adverse effect on the museum's bottom line, already ravaged. Admissions through July, for example, were down approximately 60% from the previous year, with revenues down by even a greater percentage.

Nonetheless, the Board leadership recognized that the safety of staff and the public was paramount if the Site were to begin the re-opening process. Also included in this application is the Re-Opening Plan, which the Executive Committee reviewed and approved (along with estimated unbudgeted expenditures of up to \$7500 for safety and hygiene equipment/materials).

B. Applicant's Ties to the Community

The Theodore Roosevelt Inaugural National Historic Site (TR Site) is both a local and national landmark-listed on the National Register of Historic Places, designated by the U.S. Congress as a National Historic Site, and Western New York's only unit of the National Park Service (NPS). Perhaps, most importantly, the Inaugural Site at 641 Delaware Avenue is one of only four locations outside the nation's capital where a U.S. president has taken the oath of office. This year, the Site is marking its 49th anniversary as a museum, serving as a heritage tourism destination that helps to fuel our region's economic development. Indeed, the Site currently ranks #6 among nearly 150 destinations in Buffalo and WNY, as measured by TripAdvisor.com.

Open seven days a week, the TR Site offers tours for walk-in visitors and scheduled groups—schoolchildren, scouts, seniors, organizations, and tourist groups. Additionally, the Site provides a range of programs and events that also seek to inform, educate, and enlighten visitors of all ages. Since the opening of the Site's Visitor Center in 2009, our new visitor experience has incorporated multi-media and interactive exhibits that bring the Site's tour to life. Visitors experience the Pan-Am Exposition, McKinley's assassination, and the circumstances surrounding Roosevelt's inauguration, as well as explore his presidency and legacy by examining important issues Roosevelt faced that are still relevant today—immigration/urban poverty, race/social inequities, environmental conservation, big business/labor, and the U.S. role in global affairs.

Through its very unique partnership with the federal government and NPS, the Inaugural Site benefits from local oversight and financial support (more than 60% of annual operating dollars are raised through the generosity of Western New Yorkers, including the County of Erie) In 2019, this amounted to approximately \$500,000.

**MINUTES OF A MEETING OF THE
POLICY COMMITTEE OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

- MEETING:** September 3, 2020, at Erie County Industrial Development Agency (the “ECIDA” or “Agency”), meeting held via phone conference. Governor Cuomo’s Executive Order 202.1, as amended from time to time, issued in response to the Coronavirus (COVID-19) crisis, suspended Article 7 of the Public Officers Law to the extent necessary to permit any public body to take actions without permitting in public in-person access to such meetings and authorized such meetings to be held remotely by conference call or other similar service, provided the public has the ability to view or listen to such proceedings and that the meeting is recorded and transcribed.
- LIVE STREAMED:** This meeting is being live-audio streamed and made accessible on the Agency’s website at www.ecidany.com.
- PRESENT:** Denise Abbott, Hon. April Baskin, Rev. Mark E. Blue, Hon. William J. Krebs, Richard Lipsitz, Jr., Brenda McDuffie, Hon. Glenn R. Nellis, David J. State and Lavon Stephens
- ABSENT:** Hon. Byron W. Brown, Hon. Johanna Coleman, Richard Cummings, Colleen DiPirro, Laura Smith and Maria Whyte
- OTHERS PRESENT:** John Cappellino, President & CEO; Mollie Profic, Chief Financial Officer; Atiqa Abidi, Assistant Treasurer; Karen M. Fiala, Assistant Treasurer/Secretary; Dawn Boudreau, Director of Compliance; Grant Lesswing, Business Development Officer; Brian Krygier, Systems Analyst; Carrie Hocieniec, Administrative Assistant; Robbie Ann McPherson, Director of Marketing; Pat Smith, Bookkeeper; and Robert G. Murray, Esq., General Counsel/Harris Beach PLLC
- GUESTS:** Andrew Federick, Erie County Senior Economic Development Specialist; Alex Carducci on behalf of the City of Buffalo; Deep Katdare on behalf of Related Affordable; and Terrence Gilbride on behalf of Hodgson Russ

There being a quorum present at 9:05 a.m., the Meeting of the Policy Committee was called to order by Mr. Lipsitz.

MINUTES

The minutes of the August 6, 2020 Policy Committee meeting were presented. Upon motion made by Mr. Nellis and seconded by Ms. Abbott, the aforementioned Policy Committee meeting minutes were then unanimously approved.

PROJECT MATRIX

Mr. Cappellino reviewed the Agency’s Project Matrix. Mr. Lipsitz directed that the report be received and filed.

PROJECT PRESENTATIONS

Related Affordable LLC/Elmwood Square Apartments, 505 Elmwood Avenue (a/k/a 501-505 Elmwood and 258 West Utica), Buffalo, New York. Mr. Cappellino presented this proposed sales tax and mortgage recording tax exemption benefits project also involving the Agency’s issuance of its multi-family housing tax exempt revenue bonds in an amount not to exceed \$9,000,000. The project will involve the acquisition, renovation and upgrading of the facility.

Mr. Cappellino stated that in exchange for providing the sales and use tax and mortgage recording tax exemption, the approval of this project will be conditioned upon adherence to certain material terms and conditions with respect to the potential modification, recapture and/or termination of financial assistance as follows:

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total Project Amount = \$15,826,891 85% = \$13,452,857
Employment	Same as recapture period	Maintain base: 4 No new jobs projected
Local Labor	Construction Period	Adherence to policy including quarterly reporting
Pay Equity	Same as recapture period	Adherence to policy
Unpaid Tax	Same as recapture period	Adherence to policy
Recapture Period	2 years after project completion	Recapture of state and local sales tax, mortgage recording tax

General discussion ensued. Ms. McDuffie moved and Ms. Baskin seconded to recommend the project as proposed be forwarded to the members of the ECIDA for approval. Mr. Lipsitz called for the vote and the project was then unanimously approved.

COMPLIANCE REPORT 2019

Dawn Boudreau provided the 2019 Compliance Report to the members. Mr. Lipsitz directed that the report be received and filed.

WMBE UPDATE

Mr. Lipsitz noted that a Policy Committee special meeting will be called on September 30, 2020 to continue WMBE policy discussions.

There being no further business to discuss, Mr. Lipsitz adjourned the meeting at 9:59 a.m.

Dated: September 3, 2020

Karen M. Fiala, Secretary

**Related Affordable, LLC/Elmwood Square Apartments
\$15,826,891
INDUCEMENT RESOLUTION/TAX EXEMPT BOND
ANTICIPATED BOND AMOUNT UP TO \$9,000,000**

ELIGIBILITY
<ul style="list-style-type: none"> • NAICS Section - 53110
COMPANY INCENTIVES
<ul style="list-style-type: none"> • Anticipated Bond Amount - Up to \$9,000,000 • Approximately \$332,500 in sales tax savings • Up to 3/4 of 1% of the final mortgage amount estimated at \$67,500
EMPLOYMENT
<ul style="list-style-type: none"> • Current Jobs 4 • Jobs after 2 years - 4 • Annual payroll: \$159,000 • Estimated salary of jobs to be retained: \$43,000
PROJECT HISTORY
<ul style="list-style-type: none"> • 09/18/2020 - Public hearing held. • 09/23/2020 - Type 2 Action not subject to SEQRA Review • 09/23/2020 - Inducement and Bond Sale Resolution presented to Board of Directors.

Project Title: Related Affordable, LLC/Elmwood Square Apartments
Project Address: 505 Elmwood Avenue (A.K.A. 501-505 Elmwood and 258 West Utica) Buffalo, New York 14222 (Buffalo City School District)

Agency Request

Issuance of federally tax exempt bond, a sales tax and mortgage recording tax exemption in connection with the acquisition, renovation and upgrading of the Elmwood Square Apartments

Building Acquisition	\$ 6,000,000
Renovation	\$ 4,845,171
Non-Manufacturing Equipment	\$ 1,346,880
Soft Costs/Other	\$ 3,634,840

Total Project Cost	\$15,826,891
85%	\$13,452,857

Company Description

The applicant will be a single-asset entity formed for the purpose of acquiring, rehabbing, owning, financing, leasing and operating Elmwood Square Apartments, a multi-family rental property. The proposed owner will engage a related to-be-formed entity as developer to carry out the rehabilitation activities and a related company – Related Management Company, LP to manage the property.

Project Description

Elmwood Square Apartments is a 138-unit affordable apartment community built in 1974. The proposed project entails acquisition and renovation of the complex in order to preserve and improve an important affordable housing resource in the City of Buffalo. The property consists of an approximately 1- acre lot with one 12-story tower containing 32 studio units, 106 one-bedroom units and a non-revenue producing employee unit. In addition, the property contains a management office, community room, gated resident parking lot, outdoor mezzanine common area, rear courtyard, multiple laundry rooms and five (5) commercial spaces. In total the building is just over 107,000 sq. ft. The property is located within Buffalo's Bryant neighborhood which provides affordable living for singles seniors and families. It is home to many long-term residents, with over a third having lived there for 10 years or more.

In connection with the substantial rehabilitation of the property in 2004, the project entered into a PILOT Agreement with the City of Buffalo and County of Erie which PILOT has been further extended through 2034. In the 15 years since the 2004 renovation the property has been well maintained but now has physical needs that require a significant capital investment. The applicant proposes to work with New York State Housing Finance Agency ("HFA") to obtain an allocation of 4% LIHTC's and tax-exempt financing through the ECIDA. The acquisition closing and renovation is expected to occur in the 4th quarter of 2020 with renovation to be completed over a nine-month period and the applicant proposes to invest approximately \$36,000 per unit in direct hard costs (\$45,000 in total construction costs) to complete a comprehensive rehab that will improve the property functionality and aesthetically.

The proposed renovation is expected to include building envelope site work (roof replacement, façade repair, lighting, repaving, landscaping and concrete work), building system and common area improvement (elevator modernization, mechanical upgrades, common area

renovation and upgrades, lighting efficiency and upgrades, and storefront repairs) and updates to 100% of the apartments units (counters, cabinets, appliances, vanities, sinks & faucets, toilets, tubs, lighting, outlets, smoke detectors, range hoods, and accessibility upgrades.)

The property will remain livable throughout construction so it is not expected that any tenants will be displaced during the construction period.

In addition to the physical upgrades, the proposed owner is planning to enter into regulatory agreements in connection with the LIHTC's and tax exempt bonds to ensure that 100% of the units remain affordable for residents with incomes at or below 60% AMI for at least another 30 years.

Related Affordable most recently was approved by the ECIDA Board of Directors in connection with the rehabilitation of the Marina Vista Apartments.

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$15,826,891 85% = \$13,452,857
Employment	Same as recapture period	Maintain base: 4 No new jobs projected
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Same as recapture period	Adherence to Policy
Unpaid Tax	Same as recapture period	Adherence to Policy
Recapture Period	2 years after project completion	Recapture of Mortgage recording tax, state and local sales taxes

Recapture applies to:
State and Local Taxes
Mortgage Recording Tax

Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; ii) company has maintained base 4 FT jobs, iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

EVALUATIVE CRITERIA
 Elmwood Square Apartments – 2020

Evaluative Criteria	Notes
Distressed Census Tracts	The property is located in census tract 67.02 which is considered highly distressed under the State statute. It is also surrounded by several other highly distressed tracts.
Age of Structure (must be at least 20 years old and present functional challenges to redevelopment)	Project represents renovation of an existing facility.
Structure has been vacant or underutilized for a minimum of 3 years (defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended). Project promotes elimination of slum and blight	Elimination of slum and blight: The project sits within census tract 67.02 and is surrounded by will serve to enhance the area and eliminate the many years of disinvestment which has plagued the neighborhood.
Structure is not generating significant rental income (defined as 50% or less than the market rate income average for that property class.	Not applicable
Redevelopment Supports or aligns with Regional or Local Development Plans	The project complies with the investment and growth criteria of the Framework for Regional Growth.
Environmental or Safety Issues.	Not applicable.
LEED/Renewable resources	Not applicable
Building or site has historic designation	Not applicable
Site or structure has delinquent or other local taxes	Taxes are current.
MBE/WBE utilization	Related will work with the Beverly Grey Center, informing them about this upcoming project and will utilize their resources to connect with potential contractors who will be given the opportunity to bid on the project. Related is also actively involved in enabling greater access to employment opportunities for community residents and even works to direct residents that could aid them in getting certified for building trades.
Demonstrated support of local gov't.	We have reached out the Mayor's office for a support letter.
Project/developer's return on investment	Not applicable

Impediments to conventionally financing project.	According to the developer, the project could not be undertaken without financial assistance from the Agency. The project requires tax exempt bond financing to be eligible for 4% LIHTC's and they are not currently aware of any other source from which the project would be able to obtain tax exempt bond financing.
Transit oriented development	The immediate area is served by the NFTA with bus stops on Elmwood Avenue (#12) and West Utica (#20)

September 23, 2020

PILOT Worksheet: Estimate of Real Property Tax Abatement Benefits* and Percentage of Project Costs financed from Public Sector sources**

**** The PILOT Worksheet will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

PILOT Estimate Table Worksheet-Related Affordable/Elmwood Square Apartments - 2020

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000
\$4,845,171	N/A			

*Apply equalization rate to value

N/A

PILOT Year	% Payment	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption

***** Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff**

Percentage of Project Costs financed from Public Sector Table Worksheet:

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
\$15,826,891	N/A	\$332,500	\$67,500	\$0

Calculate %

(Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 2.5%

MBE/WBE Utilization



ECIDA encourages applicants to utilize MBE/WBE contractors for their projects. Describe your company's internal practices that promote MBE/WBE hiring and utilization:

MBE/WBE outreach is a part of contracting process not just for construction but also for third party reporting. As we begin our process of diligence related to the preservation and rehabilitation of the property, we are actively getting bids for third party reports from firms that are MBE/WBE. Later during the construction bidding process, our Construction Management team monitors the General Contractor's process of reaching out to MBE/WBE contractors and sub-contractors. In this case, we will be reaching out to the Beverly Grey Center, informing them about our upcoming projects and utilizing their resources to connect with potential MBE/WBE contractors who will be given the opportunity to bid on the project. Related Affordable is also actively involved in enabling greater access to employment opportunities for community residents and even working to direct residents to resources that could aid them in getting certified for building trades.

**Demographic statistics
Elmwood**

Report created on calendar date: 09/08/2020 (property date: 09/03/2020)

As Of : 09/03/2020

Resident Status : Approved applicant, Current resident

Category	Count	Percentage	Category	Count	Percentage
Total Number of Units:	145	100.00%	Current Occupants/Leases:	141	97.24%
Number of Occupied Units:	141	97.24%			
Occupants/Demographics:	148	100.00%			
Male	77	52.03%			
Female	65	43.92%			
Single	18	12.16%			
Married	0	0.00%			
Divorced	1	0.68%			
Separated	0	0.00%			
Widow/Widower	2	1.35%			
Occupant Status:			Ethnicity:		
Adult co-head of household	4	2.70%	Hispanic or Latino	16	11.27%
Adult Occupant	1	0.68%	Not-Hispanic or Latino	114	80.28%
Co-Head of Household	1	0.68%	Member did not specify	12	8.45%
Head of household	141	95.27%	Total	142	100.00%
Minor Occupant	1	0.68%			
Total	148	100.00%			
Occupation:			Citizenship:		
Merchandising	1	2.44%	United States	21	100.00%
Not applicable	24	58.54%	Total	21	100.00%
Other	13	31.71%			
Professor/Teacher/Education	1	2.44%			
Trader	2	4.88%			
Total	41	100.00%			
Age Range:					
Under 18	0	0.00%			
18 - 21	0	0.00%			
22 - 25	1	0.68%			
26 - 29	1	0.68%			
30 - 33	6	4.05%			
34 - 37	5	3.38%			
38 - 41	6	4.05%			
42 - 45	8	5.41%			
46 - 49	7	4.73%			
50 - 53	9	6.08%			
54 - 57	20	13.51%			
58 - 61	27	18.24%			
62 - 65	26	17.57%			
66 - 69	8	5.41%			
70 - 73	9	6.08%			
74 - 77	1	0.68%			
78 - 81	3	2.03%			
82 - 85	2	1.35%			
86 - 89	2	1.35%			
90 - 93	1	0.68%			
94 - 97	0	0.00%			
98 - 99	0	0.00%			
Over 99	0	0.00%			

Unknown	6	4.05%
Total	148	100.00%

Category	Count	Percentage	Category	Count	Percentage
Individual income:			Household income:		
Below 10,000	148	100.00%	Below 10,000	141	100.00%
10,000 - 16,000	0	0%	10,000 - 16,000	0	0%
16,001 - 21,000	0	0%	16,001 - 21,000	0	0%
21,001 - 26,000	0	0%	21,001 - 26,000	0	0%
26,001 - 31,000	0	0%	26,001 - 31,000	0	0%
31,001 - 36,000	0	0%	31,001 - 36,000	0	0%
36,001 - 41,000	0	0%	36,001 - 41,000	0	0%
41,001 - 46,000	0	0%	41,001 - 46,000	0	0%
46,001 - 51,000	0	0%	46,001 - 51,000	0	0%
51,001 - 56,000	0	0%	51,001 - 56,000	0	0%
56,001 - 60,000	0	0%	56,001 - 60,000	0	0%
60,001 - 65,000	0	0%	60,001 - 65,000	0	0%
65,001 - 70,000	0	0%	65,001 - 70,000	0	0%
70,001 - 75,000	0	0%	70,001 - 75,000	0	0%
75,001 - 80,000	0	0%	75,001 - 80,000	0	0%
80,001 - 85,000	0	0%	80,001 - 85,000	0	0%
85,001 - 90,000	0	0%	85,001 - 90,000	0	0%
90,001 - 95,000	0	0%	90,001 - 95,000	0	0%
95,001 - 100,000	0	0%	95,001 - 100,000	0	0%
100,001 - 110,000	0	0%	100,001 - 110,000	0	0%
110,001 - 120,000	0	0%	110,001 - 120,000	0	0%
120,001 - 130,000	0	0%	120,001 - 130,000	0	0%
130,001 - 140,000	0	0%	130,001 - 140,000	0	0%
140,001 - 150,000	0	0%	140,001 - 150,000	0	0%
Above 150,000	0	0%	Above 150,000	0	0%
Mean	52.00	N/A%	Mean	54.58	N/A%
Median	0.00	N/A%	Median	0.00	N/A%
Mode	0.00	N/A%	Mode	0.00	N/A%

Cost-Benefit Analysis for Elmwood Square Apartments

Prepared by Erie County IDA using InformAnalytics

Executive Summary

INVESTOR Related Affordable, LLC	TOTAL INVESTED \$15.8 Million	LOCATION 505 Elmwood Avenue, Buffalo, NY 14222	TIMELINE 15 Years
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FIGURE 1

Discounted* Net Benefits for Elmwood Square Apartments by Year

Total Net Benefits: \$14,159,000

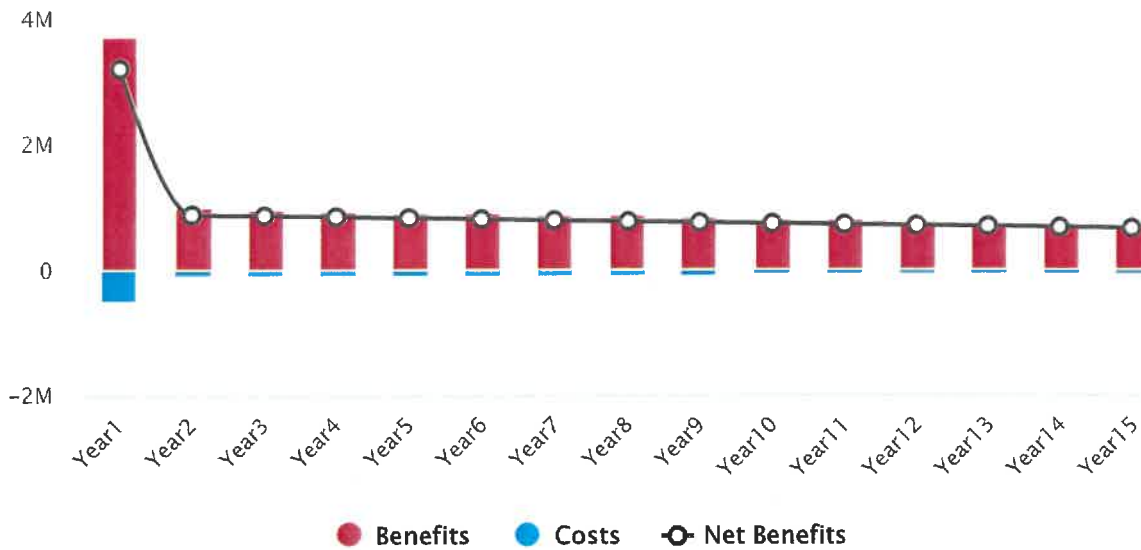


FIGURE 2

Total Jobs

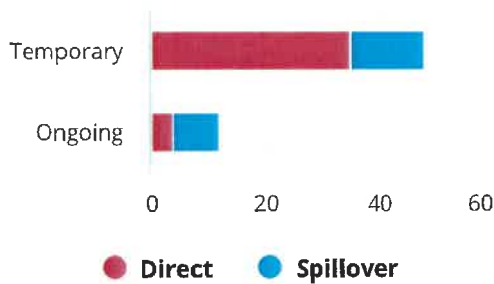
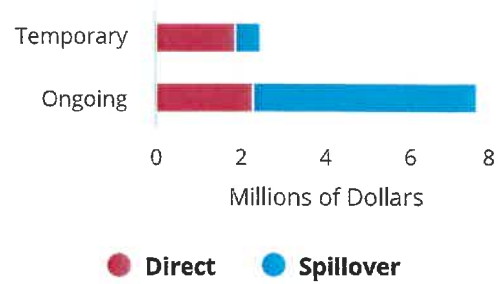


FIGURE 3

Total Payroll



Proposed Investment

Related Affordable, LLC proposes to invest \$15.8 million at 505 Elmwood Avenue, Buffalo, NY 14222 over 15 years.

TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
Renovation	\$4,845,000
OTHER SPENDING	
Building Acquisition	\$6,000,000
Non-Manufacturing Equipment	\$1,347,000
Soft Costs/Other	\$3,635,000
Total Investments	\$15,827,000
Discounted Total (2%)	\$15,827,000

FIGURE 4

Location of Investment



May not sum to total due to rounding.

Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by Erie County IDA. The report calculates the costs and benefits for specified local taxing districts over the first 15 years, with future returns discounted at a 2% rate.

 TABLE 2

Estimated Costs or Incentives

Erie County IDA is considering the following incentive package for Related Affordable, LLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$333,000	\$333,000
Mortgage Recording Tax Exemption	\$68,000	\$68,000
Bond Interest Savings	\$2,119,000	\$1,719,000
Total Costs	\$2,520,000	\$2,120,000

May not sum to total due to rounding.

* Discounted at 2%

 TABLE 5

State & Regional Impact (Life of Project)

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
REGIONAL BENEFITS	\$10,793,000	\$11,291,000	\$17,574,000
To Private Individuals	\$4,442,000	\$6,672,000	\$11,115,000
Temporary Payroll	\$1,862,000	\$646,000	\$2,508,000
Ongoing Payroll	\$2,580,000	\$6,026,000	\$8,606,000
To the Public	\$6,351,000	\$4,618,000	\$6,460,000
Property Tax Revenue	\$1,769,000	N/A	\$1,769,000
Temporary Sales Tax Revenue	\$30,000	\$11,000	\$41,000
Ongoing Sales Tax Revenue	\$42,000	\$98,000	\$140,000
Bond Interest	\$2,119,000	N/A	\$2,119,000
STATE BENEFITS	\$273,000	\$397,000	\$671,000
To the Public	\$273,000	\$397,000	\$671,000
Temporary Income Tax Revenue	\$91,000	\$32,000	\$123,000
Ongoing Income Tax Revenue	\$120,000	\$272,000	\$391,000
Temporary Sales Tax Revenue	\$26,000	\$9,000	\$35,000
Ongoing Sales Tax Revenue	\$36,000	\$85,000	\$121,000
Total Benefits to State & Region	\$11,066,000	\$11,688,000	\$18,245,000
Discounted Total Benefits (2%)	\$9,918,000	\$10,073,000	\$16,279,000

May not sum to total due to rounding.

 TABLE 4

Benefit to Cost Ratio

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$15,673,000	\$1,943,000	8:1
State	\$606,000	\$177,000	3:1
Grand Total	\$16,279,000	\$2,120,000	8:1

May not sum to total due to rounding.

* Discounted at 2%

CGR has exercised reasonable professional care and diligence in the the production and design of the InformAnalytics™ tool. However, the data used is provided by users. InformAnalytics does not independently verify, validate or audit the data supplied by users. CGR makes no representations or warranties with respect to the accuracy of the data supplied by users.

VIRTUAL PUBLIC HEARING SCRIPT

Related Affordable, LLC Project

Public Hearing to be held on September 18, 2020 at 9:00 a.m.
via Virtual Conference Software

ATTENDANCE

Deep Katdare – Related Affordable
Karen Fiala – ECIDA
Carrie Hocienec – ECIDA
Brian Krygier – ECIDA

1. WELCOME: Call to Order and Identity of Hearing Officer.

Hearing Officer: Welcome. This public hearing is now open; it is 9:02 a.m. My name is Grant Lesswing. I am the Business Development Officer of the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this virtual public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at www.ecidany.com. Pre-registration for anyone wishing to speak at today's public hearing was required through our website. Today I am joined by Brian Krygier, ECIDA Systems Analyst who will be the Hearing Moderator and he will be managing the public comment portion of this hearing.

2. PURPOSE: Purpose of the Hearing.

Hearing Officer: Pursuant to and in accordance with Section 147(f) of the Internal Revenue Code of 1986, as amended (the "Code"), the Issuer is conducting this public hearing in connection with a certain proposed project, as more fully described below (the "Project"), to be undertaken by the Issuer for the benefit of Related Affordable, LLC (the "Company").

The Issuer published a Notice of Public Hearing with respect to the Project in The Buffalo News on September 5, 2020.

3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.

Hearing Officer: The proposed Project shall consist of the financing of a certain project (the "Project") to be undertaken by the Issuer for the benefit of Related Affordable, LLC consisting of: (A) (1) the acquisition of an interest in a portion of approximately 0.99 acres of land located at 501 Elmwood

Avenue in the City of Buffalo, Erie County, New York (the “Land”), (2) the acquisition, reconstruction and renovation of an existing 12-story tower consisting of 138 apartment units and containing approximately 107,000 square feet in the aggregate known as the Elmwood Square Apartments located on the Land (the “Facility”) and (3) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other personal property (the “Equipment”) (the Land, the Facility and the Equipment being collectively referred to hereinafter as the “Project Facility”), all of the foregoing to constitute a low-income housing facility to be operated by the Company and leased to residential tenants, together with incidental and related commercial space leased to various commercial entities, and any other directly and indirectly related activities; (B) the financing of all or a portion of the costs of the foregoing by the issuance of taxable and/or tax-exempt revenue bonds of the Issuer in one or more issues or series in an aggregate principal amount sufficient to pay the cost of undertaking the Project, together with necessary incidental costs in connection therewith, in an aggregate principal amount not to exceed \$9,000,000 (the “Obligations”); (C) the payment of a portion of the costs incidental to the issuance of the Obligations, including issuance costs of the Obligations and any reserve funds as may be necessary to secure the Obligations; (D) the granting of certain other “financial assistance” (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including exemption from certain sales taxes, deed transfer taxes and mortgage recording taxes (collectively with the Obligations, the “Financial Assistance”); and (E) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Issuer.

The Issuer is considering whether (A) to undertake the Project, (B) to finance the Project by issuing, from time to time, the Obligations, (C) to use the proceeds of the Obligations to pay the cost of undertaking the Project, together with necessary incidental costs in connection therewith, and (D) to provide certain exemptions from taxation with respect to the Project, including (1) exemption from mortgage recording taxes with respect to any documents, if any, recorded by the Issuer with respect to the Project in the office of the County Clerk of Erie County, New York or elsewhere, (2) exemption from deed transfer taxes on any real estate transfers, if any, with respect to the Project and (3) exemption from sales taxes relating to the acquisition, reconstruction, renovation and installation of the Project Facility. If any portion of the Financial Assistance to be granted by the Issuer with respect to the Project is not consistent with the Issuer’s uniform tax exemption policy, the Issuer will follow the procedures for deviation from such policy set forth in Section 874(4) of the Act prior to granting such portion of the Financial Assistance.

If the issuance of the Obligations is approved, with respect to any portion of the Obligations intended to be issued as federally tax-exempt obligations (the “Tax-Exempt Obligations”), the interest on the Tax-Exempt Obligations will not be excludable from gross income for federal income tax purposes unless (A) pursuant to Section 147(f) of the Code and the regulations of the United States Treasury Department thereunder, the issuance of the Tax-Exempt Obligations is approved by the County Executive of Erie County, New York (the “County Executive”) after the Issuer has held a public hearing on the nature and location of the Project Facility and the issuance of the Tax-Exempt Obligations; and (B) pursuant to Section 142(a)(7) of the Code, at least ninety-five percent (95%) of the net proceeds of the Tax-Exempt Obligations are used to provide a “qualified residential rental project” within the meaning of such quoted term in Section 142(d) of the Code.

If the Issuer determines to proceed with the Project and the issuance of the Obligations, (A) the Project Facility will be acquired, reconstructed, renovated and installed by the Issuer and will be leased (with an obligation to purchase) or sold by the Issuer to the Company or its designee pursuant to a project agreement (the “Agreement”) requiring that the Company or its designee make payments equal to debt service on the Obligations and make certain other payments and (B) the Obligations will be a special obligation of the Issuer payable solely out of certain of the proceeds of the Agreement and certain other assets of the Issuer pledged to the repayment of the Obligations. THE OBLIGATIONS SHALL NOT BE A DEBT OF THE STATE OF NEW YORK OR ERIE COUNTY, NEW YORK, AND NEITHER THE STATE OF NEW YORK NOR ERIE COUNTY, NEW YORK SHALL BE LIABLE THEREON.

The Issuer has not yet made a determination pursuant to Article 8 of the Environmental Conservation Law (the “SEQR Act”) regarding the potential environmental impact of the Project.

The Issuer will at said time and place hear all persons with views on the location and nature of the proposed Project Facility, the financial assistance being contemplated by the Issuer in connection with the proposed Project or the proposed plan of financing the proposed Project by the issuance from time to time of the Obligations. A copy of the Application filed by the Company with the Issuer with respect to the Project, including an analysis of the costs and benefits of the Project, is available for public inspection during business hours at the offices of the Issuer. A transcript or summary report of the hearing will be made available to the members of the board of directors of the Issuer and to the County Executive. If the Issuer determines to issue the Tax-Exempt Obligations, approval of the issuance of the Tax-Exempt Obligations by Erie County, New York, acting through its elected County Executive, is

necessary in order for the interest on the Tax-Exempt Obligations to qualify for exemption from federal income taxation.

Pursuant to the Code, interest on Tax-Exempt Obligations intended to be issued as federally tax-exempt obligation will not be excluded from gross income for Federal income tax purposes unless the issuance of the Tax-Exempt Obligations is approved by the Erie County Industrial Development Agency Board of Directors. It is anticipated that the Erie County Industrial Development Agency Board of Directors will approve of the issuance of the Tax-Exempt Obligations at its meeting on September 23, 2020.

4. FORMAT OF HEARING: Review rules and manner in which the hearing will proceed.

Hearing Officer: All those who have joined this conference call were required to pre-register through our website (www.ecidany.com). Everyone who has pre-registered will be given an opportunity to make statements and/or comments on the Project.

If you have a written statement or comment to submit for the record, please submit it on the Agency's website or mail to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes at 4:00 p.m. on September 22, 2020. There are no limitations on written statements or comments.

5. PUBLIC COMMENT: Hearing Officer gives the Public an opportunity to speak.

Hearing Officer: Those interested in making a statement or comment will be called upon by Brian in the order that they registered for this meeting. Please begin by stating your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes, and if possible, 3 minutes.

The Hearing Moderator introduces each participant in the order they registered for this meeting.

My name is Deep Katdare. I am with Related Affordable, an affiliate of Related Companies. I am Senior Vice President and I work in the Portfolio Management Group. I will keep my comments brief. Elmwood Square Apartments is an apartment complex that is a 138-units of affordable necessary affordable housing in the City of Buffalo. The Related Companies and Steven Ross built the project in 1974 and has maintained it as an affordable housing community for almost 50 years now. In 2004 we rehabilitated the property; did a substantial rehabilitation using bonds that were issued by the ECIDA in fact at 4% low income housing tax credits. Since that time we have continued to maintain, manage and own the apartment complex and kept it affordable and it has been a very important affordable housing resource in Buffalo and the area around the property has only gotten better over the years. We think it is very important now that we eclipsed the 15-year time frame since the last rehabilitation that we endeavor to substantially rehabilitate the property again. The property as you probably know benefits from a PILOT with

the City of Buffalo and the County of Erie which was extended in 2019 as a result of the City of Buffalo and the County of Erie really feeling as though it is an important affordable housing resource and needs our assistance.

Our ask now is to get an issuance of tax-exempt bonds to once again aid in the rehabilitation and bring the property back to the ECIDA. Our proposal is to put in roughly \$36,000 per-unit in direct hard costs and \$45,000 per unit in total construction costs to rehabilitate the property. One final comment that I will make is that Related Companies and Related Affordable are long term housing preservationists and we really feel as though this property is a property we have cared for a long time and we would like to make the necessary changes and upgrades to the facilities for the benefit of the tenants and the community as well. Thank you and if you have any questions, I am available.

6. ADJOURNMENT.

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 9:15 a.m.

**SIGN IN SHEET
VIRTUAL PUBLIC HEARING**

Public Hearing to be held on September 18, 2020 at 9:00 a.m.
via Virtual Conference Software

Related Affordable, LLC

Project Location: 501 Elmwood Avenue, Buffalo, New York 14222

Name	Company and/or Address	X box to speak/ comment
Deep Katdare	Related Affordable 60 Columbus Circle, 18 th Floor New York, NY 10023	X
Karen Fiala	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Carrie Hocieniec	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Brian Krygier	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	

**BOND RESOLUTION
ELMWOOD SQUARE HOUSING, L.P. PROJECT**

A regular meeting of Erie County Industrial Development Agency (the “Agency”) was convened in public session in the offices of the Agency located at 95 Perry Street – Suite 403, Buffalo, New York on September 23, 2020 at 12:00 o’clock p.m., local time.

The meeting was called to order by the (Vice) Chairperson of the board of directors of the Agency (the “Board of Directors”) and, upon roll being called, the following members of the Board of Directors were:

PRESENT:

Brenda McDuffie	Chairperson
Richard Lipsitz	Vice Chairperson
Denise Abbott	Member
Hon. Diane Benczkowski	Member
Rev. Mark Blue	Member
Hon. Byron Brown	Member
James Doherty	Member
Hon. Joseph Emminger	Member
Dottie Gallagher	Member
Hon. Howard Johnson	Member
Tyra Johnson	Member
Hon. Brian Kulpa	Member
Glenn Nellis	Member
Hon. Mark Poloncarz	Member
Hon. Darius Pridgen	Member
Sister Denise Roche	Member
Kenneth Schoetz	Member
Renee Wilson	Member
Art Wingerter	Member

Each of the members of the board of directors of the Agency present participated in the meeting telephonically pursuant to Executive Order No. 202.1, as supplemented by subsequent Executive Orders, each as issued by New York State Governor Andrew M. Cuomo, suspending provisions of Article 7 of the Public Officers Law that require public in-person access to public meetings and authorizing board members to participate in said meetings by conference call or similar service.

ABSENT:

ISSUER STAFF PRESENT INCLUDED THE FOLLOWING:

John Cappellino	President and Chief Executive Officer
Mollie Profic	Vice President
Jerry Manhard	Assistant Treasurer/Assistant Secretary
Atiqa Abidi	Assistant Treasurer
Karen M. Fiala	Vice President

Dawn Boudreau
Robert G. Murray, Esq.
Christopher C. Canada, Esq.

Assistant Secretary
Agency Counsel
Bond Counsel

The following resolution was offered by _____, seconded by _____, to wit:

RESOLUTION (A) AUTHORIZING THE ISSUANCE, AND SALE OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY TAX-EXEMPT AND/OR TAXABLE MULTIFAMILY HOUSING REVENUE BONDS (ELMWOOD SQUARE HOUSING, L.P. PROJECT), IN ONE OR MORE SERIES, IN AN AGGREGATE PRINCIPAL AMOUNT NOT TO EXCEED \$9,000,000; (B) THE EXECUTION AND DELIVERY OF RELATED DOCUMENTS; AND (C) MAKING A FINDING IN COMPLIANCE WITH THE NEW YORK STATE ENVIRONMENTAL QUALITY REVIEW ACT.

WHEREAS, the Erie County Industrial Development Agency (the "Agency") is authorized and empowered by Article 18-A of the General Municipal Law of the State of New York (the "State"), as amended (the "Enabling Act"), together with Section 891-a of the General Municipal Law, as amended (said Section and the Enabling Act, collectively referred to as, the "Act"), to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research and recreation facilities, including industrial pollution control facilities, railroad facilities and certain horse racing facilities, for the purpose of promoting, attracting, encouraging and developing recreation and economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State, to improve their recreation opportunities, prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to issue its revenue bonds to finance the cost of the acquisition, construction, installation and equipping of one or more "projects" (as defined in the Act), to acquire, construct, equip and install said projects or to cause said projects to be acquired, constructed, equipped and installed and to convey said projects or to lease said projects with the obligation to purchase; and

WHEREAS, RELATED AFFORDABLE, LLC and ELMWOOD SQUARE HOUSING, L.P. on behalf of themselves and/or an entity or entities formed or to be formed on behalf of the foregoing (collectively, the "Company"), has submitted an application (the "Application") to the Agency on or about August 14, 2020, a copy of which is on file at the office of the Agency, requesting the Agency to issue up to \$9,000,000 of its Tax-Exempt and/or Taxable Multifamily Housing Revenue Bonds (Elmwood Square Housing, L.P. Project), Series 2020, to be issued in one or more series (the "Bonds"), to assist in financing all or a portion of a certain project (the "Project") consisting of: (A) (1) the acquisition of an interest in a portion of approximately 0.99 acres of land located at 501 Elmwood Avenue in the City of Buffalo, Erie County, New York (the "Land"), (2) the acquisition, reconstruction and renovation of an existing 12-story tower consisting of 138 apartment units and containing approximately 107,000 square feet in the aggregate known as the Elmwood Square Apartments located on the Land (the "Facility") and (3) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other personal property (the "Equipment") (the Land, the Facility and the Equipment being collectively referred to hereinafter as the "Project Facility"), all of the foregoing to constitute a low-income housing facility to be operated by the Company and leased to residential tenants, together with incidental and related commercial space leased to various commercial entities, and any other directly and indirectly related activities; (B) the financing of all or a portion of the costs of the foregoing by the issuance of the Bonds in an aggregate principal amount not to exceed \$9,000,000; (C) the payment of a portion of the costs incidental to the issuance of the Bonds,

including issuance costs of the Bonds and any reserve funds as may be necessary to secure the Bonds; (D) the granting of certain other “financial assistance” (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including exemption from certain sales taxes, deed transfer taxes and mortgage recording taxes (collectively with the Bonds, the “Financial Assistance”); and (E) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Issuer.

WHEREAS, the Agency is contemplating providing financial assistance to the Company with respect to the Project in the form of (i) the issuance of the Bonds in an amount not to exceed \$9,000,000, (ii) an exemption from sales and use taxes and (iii) an exemption from all mortgage recording taxes with respect to any qualifying mortgage on the Land and the Improvements to secure the Bonds (collectively, the “Financial Assistance”); and

WHEREAS, in accordance with Section 147(f) the Code and pursuant to Section 859-a of the Act, the Agency conducted a public hearing with respect to the issuance of the Bonds, the Project and the Financial Assistance on September 18, 2020, at 9:00 a.m. via video conference, following the publication on September 5, 2020, in *The Buffalo News* of a notice of said public hearing; and

WHEREAS, the Company reasonably expects that it will (i) pay or incur certain capital expenditures in connection with the Project prior to the issuance of the Bonds, (ii) use funds from sources other than proceeds of the Bonds which are or will be available on a short-term basis to pay for such capital expenditures, and (iii) reimburse itself for the use of such funds with proceeds of the Bonds; and

WHEREAS, it is contemplated that the Bonds will be issued as Multifamily Housing Revenue Bonds and, as such, pursuant Section 142(d) of the Code, at least ninety-five percent (95%) of the net proceeds of the Bonds must be used to provide a “qualified residential rental project,” as defined in Section 142 of the Code to include a project for residential rental property where, for a period of at least as long as the Multifamily Housing Revenue Bonds remain outstanding, at least twenty percent (20%) of such units are occupied by individuals whose income is fifty percent (50%) or less of Area Median Gross Income as determined by the United States Department of Housing and Urban Development (“HUD”) or at least forty percent (40%) of such units are occupied by individuals whose income is sixty percent (60%) or less of Area Median Gross Income as determined by HUD; and

WHEREAS, the Bonds are being issued pursuant to an Indenture of Trust (the “Indenture”), to be dated such appropriate date as agreed to by the Chairperson, Vice Chairperson, President and Chief Executive Officer, Chief Financial Officer, Vice President and Assistant Treasurer of the Agency (each an “Authorized Officer”), by and between the Agency and a designated trustee (the “Trustee”); and

WHEREAS, the Agency will sell its interest in the Facility to the Company pursuant to a certain Installment Sale Agreement, to be dated the appropriate date as agreed to by an Authorized Officer Authorized Officer (the “Installment Sale Agreement”), by and between the Agency and the Company, with the installment purchase payments by the Company thereunder being sufficient to pay the principal of, premium, if any, purchase price and interest on the Bonds; and

WHEREAS, as security for the Bonds, (i) the Company will pledge and grant a security interest to the Agency in its revenues, (ii) the Company will grant to the Agency a mortgage lien on and security interest in the Project Facility pursuant to a certain Mortgage, Assignment of Leases and Rents and Security Agreement, to be dated such appropriate date as agreed to by an Authorized Officer from the Company to the Agency (the “Mortgage”), which such Mortgage will be assigned by the Agency to the Trustee pursuant to a certain Assignment of Mortgage, to be dated such appropriate date as agreed to by an Authorized Officer, from the Agency to the Trustee (the “Assignment of Mortgage”); and (iii) the Agency will assign

its rights under the Installment Sale Agreement to the Trustee pursuant to that certain Pledge and Assignment, to be dated such appropriate date as agreed to by an Authorized Officer), from the Agency to the Trustee (the “Pledge and Assignment”); and

WHEREAS, the Bonds will initially be purchased by the Company, pursuant to a certain Bond Purchase Agreement, to be dated such appropriate date as agreed to by an Authorized Officer (the “Bond Purchase Agreement”), by and between the Agency and the Company; and

WHEREAS, the Agency and the Company will enter into a certain Tax Compliance Agreement, dated the date of delivery of the Bonds (the “Tax Compliance Agreement”), in which the Agency and the Company will make certain representations and covenants, establish certain conditions and limitations and create certain expectations, relating to compliance with the requirements imposed by the Code and the Agency will execute a completed Internal Revenue Service (“IRS”) Form 8038 (Information Return for Private Activity Bonds) relating to the Tax-Exempt Multifamily Housing Revenue Bonds (Elmwood Square Housing, L.P. Project), Series 2020 (“Form 8038”), pursuant to Section 149(e) of the Code and will cause the Form 8038 to be filed with the IRS; and

WHEREAS, it is further contemplated that the Agency will (i) designate the Company as its agent for the purpose of undertaking the Project pursuant to an Agent and Financial Assistance Project Agreement (the “Agent Agreement”), (ii) negotiate and enter into a lease agreement (the “Lease Agreement”) and related leaseback agreement (the “Leaseback Agreement”) with the Company, pursuant to which the Agency will retain a leasehold interest in the Project Facility; and (iii) provide (a) an exemption benefit from all New York State and local sales and use taxes for purchases and rentals related to the Project with respect to the qualifying personal property included in or incorporated into the Facility or used in the acquisition, construction, reconstruction and/or renovation, rehabilitation or equipping of the Facility, and (b) a mortgage recording tax exemption benefit for the financing related to the Project; and

WHEREAS, pursuant to Section 146 of the Code, in order for interest on the Bonds to be excludable from gross income of the holder thereof the Agency must allocate the private activity volume cap (“Volume Cap”) to the Bonds in an amount equal the face amount of the Bonds; and

WHEREAS, pursuant to a letter entitled “Notification of Allocation Adjustment” dated September 17, 2020, from Empire State Development Corporation, the Agency received confirmation of an allocation of 2020 Volume Cap from the State in an amount equal to the amount of Bonds expected to be issued; and

WHEREAS, the Agency has given due consideration to the Application and the representations by the Company that undertaking the Project and issuing the Bonds (a) will be an inducement to the Company to acquire, renovate, construct, equip and operate the Project Facility in the City of Buffalo, Erie County; and (b) will not result in the removal of any commercial, industrial, fabricating or manufacturing plant or facility of the Company or any other proposed occupant of the Project Facility from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project Facility located in the State; and

WHEREAS, the Agency has received the Environmental Assessment Form (the “EAF”) from the Company; and

WHEREAS, the Agency has considered the policy, purposes and requirements of the Enabling Act in making its determinations with respect to taking official action regarding the Project; and

WHEREAS, as required by Section 2824(8) of the New York Public Authorities Law, the Agency’s Finance and Audit Committee, on September 16, 2020, at 10:00 a.m., reviewed the proposal for the issuance

of debt by the Agency related to the Project, recommended that the Agency undertake the Project and proceed with the issuance thereof, and determined that it is in the best interest of economic development in Erie County for the Agency to issue the Bonds; and

WHEREAS, approval of the County Executive of Erie County, being the highest elected official of Erie County, and an allocation of sufficient Volume Cap are required as conditions to the issuance of Bonds pursuant to the Code.

NOW, THEREFORE, be it resolved by the Agency as follows:

Section 1. It is the policy of the State to promote the economic welfare, recreation opportunities and prosperity of its inhabitants and to actively promote, attract, encourage and develop recreation and economically sound commerce and industry for the purpose of preventing unemployment and economic deterioration.

Section 2. It is among the purposes of the Agency to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of certain facilities, including commercial facilities, and thereby advance the job opportunities, health, general prosperity and economic welfare of the people of the State and to improve their recreation opportunities, prosperity and standard of living.

Section 3. The Company has presented an Application in a form acceptable to the Agency. Based upon representations made by the Company to the Agency and any other correspondence submitted by the Company to the Agency, public hearing comments, if any, the Agency's Policy Committee review of and recommendations related to the Project and its September 3, 2020 resolution to approve the Project subject to the terms and conditions as described therein, Agency board member review, discussion, and consideration of same, and such other information and investigation as the Agency has deemed appropriate, the Agency makes the following findings and determinations and hereby authorizes the undertaking of the Project and the provision of the Financial Assistance to the Company as described herein:

- (a) The Project constitutes a "project" within the meaning of the Act.
- (b) The issuance of the Bonds and the grant of the other Financial Assistance will be an inducement to the Company to acquire, renovate, construct, equip and operate the Project Facility in the City of Buffalo, Erie County, thereby advancing job opportunities, general prosperity and economic welfare of the people of the State and Erie County in furtherance of the Act.
- (c) It is desirable and in the public interest for the Agency to appoint the Company as its agent for purposes of acquiring, constructing and/or renovating and equipping the Project.
- (d) The Agency has the authority to take the actions contemplated herein under the Act.
- (e) The issuance of the Bonds to undertake the Project and the Project itself constitutes a Type II action under the State Environmental Quality Review Act ("SEQR") and therefore no other determination or procedures under SEQR are required.
- (f) The Project will not result in the removal of a civic, commercial, industrial, or manufacturing plant of the Company or any other proposed occupant of the Project from one area of the State to another area of the State or result in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project located within the State; and the Agency hereby finds that, based on the Company's application, to the extent occupants are relocating from one plant or

facility to another, the Project is reasonably necessary to discourage the Project occupants from removing such other plant or facility to a location outside the State and/or is reasonably necessary to preserve the competitive position of the Project occupants in their respective industries, and, to the extent occupants are relocating from one plant or facility to another in another area of the State, the Agency has complied with the Intermunicipal Movement procedures as required in the Countywide Industrial Development Agency Uniform Tax Exemption Policy.

(g) The Agency has prepared a written cost-benefit analysis identifying the extent to which the Project will create or retain permanent, private sector jobs, the estimated value of any tax exemption to be provided, the amount of private sector investment generated or likely to be generated by the Project, the likelihood of accomplishing the Project in a timely fashion, and the extent to which the Project will provide additional sources of revenue for municipalities and school districts, and any other public benefits that might occur as a result of the Project.

(h) The Agency has assessed all material information included in connection with the Application necessary to afford a reasonable basis for the decision by the Agency to provide Financial Assistance for the Project as described herein. It is desirable and in the public interest for the Agency to issue its Bonds to finance the costs of the Project, together with certain related costs, reserves and other amounts, in an aggregate amount not to exceed \$9,000,000.

(i) The Agency reasonably expects to reimburse the Company for expenses made for the Project from the Bonds.

(j) The Company has provided a written statement confirming that the Project as of the date of the Application is in substantial compliance with all provisions the Act.

(k) The Project is compliant with the Countywide IDA Eligibility Policy, constitutes a commercial facility as defined in the General Municipal Law and will promote employment opportunities and prevent economic deterioration in the City of Buffalo. The Agency has reviewed the opinion of the State Comptroller (OSC Op. 85-51) and hereby specifically finds that the Project will create temporary construction jobs and maintain approximately four (4) full-time jobs, and, thus, by rehabilitating existing affordable housing units, will reverse deterioration trends within this sensitive area of the City of Buffalo.

(l) The Project qualifies for Agency Financial Assistance as it is compliant with the Agency's Community Development Project Policy and meets and is consistent with the Agency's evaluative criteria for Community Development projects, said criteria established by the Agency as required under General Municipal Law Section 859-a(5) as evidenced by the following:

(i) The Project is located in a highly distressed census tract and is surrounded by several other highly distressed tracts.

(ii) The Projects entails the renovation of an existing facility that is at least 20 years old and that presents functional challenges to redevelopment.

(iii) The Project sits within a highly distressed census tract and will serve to enhance the area and eliminate the many years of disinvestment which has plagued the neighborhood.

(iv) The Project complies with the investment and growth criteria of the Framework for Regional Growth.

(v) The Company will work with the local not-for-profit community to attempt to utilize their resources to connect with MBE/WBE contractors who will be given the opportunity to bid on the Project and the Company will continue its active engagement to enable greater access to employment opportunities for community residents and work directly with residents to assist them in getting certified for building trades.

(vi) The Project is challenged in relying on conventionally financing only and would not be undertaken without Financial Assistance from the Agency.

(vii) The Project is serviced by several bus routes thus meeting transit oriented development criteria.

Section 4. The form and substance of the Bonds (in substantially the form presented to this meeting) are hereby approved.

Section 5. The form and substance of the Indenture (or other similar document) (in substantially the form presented to this meeting) are hereby approved.

Section 6. The form and substance of the Installment Sale Agreement (or other similar document) (in substantially the form presented to this meeting) are hereby approved.

Section 7. The form and substance of the Mortgage, Assignment of Mortgage and Pledge and Assignment (or other similar documents) (in substantially the forms presented to this meeting) are hereby approved.

Section 8. The form and substance of the Bond Purchase Agreement (or other similar document) (in substantially the form presented to this meeting) are hereby approved.

Section 9. The form and substance of the Tax Compliance Agreement (or other similar document) (in substantially the form presented to this meeting) are hereby approved.

Section 10. The Agency hereby authorizes its Authorized Officer to approve the Indenture, in a form consistent with the intent and substance of this resolution, such approval to be conclusively evidenced by the execution of the Indenture by the Authorized Officer in accordance with Section 16 hereof.

Section 11. The Agency hereby authorizes its Authorized Officer to approve the Installment Sale Agreement, in a form consistent with the intent and substance of this resolution, such approval to be conclusively evidenced by the execution of the Agreement by the Authorized Officer in accordance with Section 16 hereof.

Section 12. The Agency hereby authorizes its Authorized Officer to approve the Mortgage, Assignment of Mortgage and Pledge and Assignment, in a form consistent with the intent and substance of this resolution, such approval to be conclusively evidenced by the execution of the Mortgage, Assignment of Mortgage and Pledge and Assignment by the Authorized Officer in accordance with Section 16 hereof.

Section 13. The Agency hereby authorizes its Authorized Officer to approve the Bond Purchase Agreement, in a form consistent with the intent and substance of this resolution, such approval to be conclusively evidenced by the execution of the Bond Purchase Agreement by the Authorized Officer in accordance with Section 16 hereof.

Section 14. The Agency hereby authorizes the Authorized Officer to approve the Tax Compliance Agreement, in a form consistent with the intent and substance of this resolution, such approval to be conclusively evidenced by the execution of the Tax Compliance Agreement by the Authorized Office in accordance with Section 16 hereof.

Section 15. The Agency hereby determines to execute the Form 8038 in such form as is hereafter approved by the Authorized Officer in accordance with Section 17 hereof, and to file the same with the IRS.

Section 16. (a) The Authorized Officer is hereby authorized, on behalf of the Agency, to execute and deliver the Installment Sale Agreement, the Mortgage, the Assignment of Mortgage, the Pledge and Assignment, the Bond Purchase Agreement, the Tax Compliance Agreement, the Bonds and any document or instrument necessary and incidental thereto as approved by Bond Counsel to the Agency (hereinafter collectively called the "Financing Documents"), and the Secretary of the Agency is hereby authorized to affix the seal of the Agency thereto where appropriate and to attest the same, all in substantially the forms thereof presented to this meeting with such changes (including without limitation any change in the dated date of such documents), variations, omissions and insertions as the Authorized Officer shall approve. The execution of the Financing Documents and the Form 8038 by the Authorized Officer shall constitute conclusive evidence of such approval.

(b) The Authorized Officer is hereby further authorized and directed, on behalf of the Agency, to approve, without further action of the Agency, any variations in the terms of the Bonds from those set forth in the form of Bond, respectively, submitted to this meeting, including, without limitation, the aggregate principal amounts of the Bonds (not in excess of the maximum aggregate principal amount authorized in Section 3(h) of this resolution), the interest rates, maturities, redemption premiums, optional redemption dates and sinking fund redemption dates and amounts. The execution and delivery of the Indenture by the Authorized Officer shall constitute conclusive evidence of such approval.

(c) The Authorized Officer is further hereby authorized, on behalf of the Agency, to designate any additional authorized representatives of the Agency.

Section 17. The officers, employees, and agents of the Agency are hereby authorized and directed for and in the name and or behalf of the Agency to do all acts and things required or provided by the provisions of the Financing Documents, and to execute and deliver all such additional certificates, instruments and documents, including the Financing Documents and the Form 8038, and to do all such further acts as may be necessary or in the opinion of the officer, employee, or agent acting, desirable and proper to effect the purposes of the foregoing resolution and to cause compliance by the Agency with all of the terms, covenants, and provisions of the Financing Documents binding upon the Agency.

Section 18. (a) Financial Assistance. Subject to the conditions set forth herein and the Company executing an Agent Agreement and the delivery to the Agency of a binder, certificate or other evidence of insurance for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the acquisition, renovation, construction, upgrading and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency: (i) to acquire, renovate, construct, upgrade and equip the Project; (ii) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent for the Agency with the authority to delegate such Agency, in whole or in part, to agents, subagents, contractors, and subcontractors of such agents and subagents and to such other parties as the Company chooses; and (iii) in general, to do all things which may be requisite or proper for completing the Project, all with the same powers and the same validity that the Agency could do if acting in its own behalf, provided, however, the appointment of the Company as agent

of the Agency, if utilized, shall expire one year from the date of this resolution (unless extended for good cause by the Authorized Officer).

With respect to the foregoing, and based upon the representations and warranties made by the Company in its application for Financial Assistance, the Agency hereby:

(i) authorizes and approves the Company, as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount estimated up to \$3,800,000 and, therefore, the value of the sales and use tax exemption benefits (“sales and use tax exemption benefits”) authorized and approved by the Agency cannot exceed \$332,500, however, the Agency may consider any requests by the Company for increases to the amount of sales and use tax exemption benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services; and

(ii) authorizes and approves that the value of the mortgage recording tax exemption benefit (“mortgage recording tax exemption benefits”) shall not exceed \$67,500.

(b) Terms and Conditions of Financial Assistance. Pursuant to Section 875(3) of the New York General Municipal Law, and per the policies of the Agency, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any New York State and local sales and use tax exemption benefits, and/or mortgage recording tax exemption benefits taken or purported to be taken by the Company if it is determined that: the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, is not entitled to the State and local sales and use tax exemption benefits; the State and local sales and use tax exemption benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; the State and local sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the Project; the Company has made a material false statement on its application for Financial Assistance; the State and local sales and use tax exemption benefits and/or mortgage recording tax exemption benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, fails to comply with the Investment Commitment, the Employment Commitment, and/or the Local Labor Commitment, said commitments, as described below, being a material term or condition to use property or services in the manner approved by the Agency in connection with the Project; and/or the State and local sales and use tax exemption benefits, and/or mortgage recording tax exemption benefits are taken in cases where the Company fails to comply with the Equal Pay Commitment and/or the Unpaid Real Property Tax Policy Commitment, as described below, being a material term or condition to use property or services in the manner approved by the Agency in connection with the Project.

As a condition precedent of receiving Financial Assistance, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, must cooperate with the Agency in its efforts to recover or recapture any Financial Assistance, and promptly pay over any such amounts to the Agency that the Agency demands.

As an additional condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as described below, submit,

on an annual basis or as otherwise indicated below through the conclusion of the later of two (2) years following either the construction completion date or the termination of the Agent Agreement, a certification, as so required by the Agency, confirming:

(i) Investment Commitment – the total investment actually made with respect to the Project at the time of Project completion equals or exceeds \$13,452,857 (which represents the product of 85% multiplied by \$15,826,891, being the total project cost as stated in the Company’s application for Financial Assistance).

(ii) Employment Commitment – that there are at least Four (4) existing full time equivalent (“FTE”) employees located at, or to be located at, the Facility as stated in the Company’s application for Financial Assistance (the “Baseline FTE”); and

- the number of current FTE employees in the then current year at the Facility; and
- that the Company has maintained Facility employment equal to Four (4) FTE employees.

In an effort to confirm and verify the Company’s employment numbers, the Agency requires that, at a minimum, the Company provide employment data to the Agency on a quarterly basis, said information to be provided on the Agency’s “Quarterly Employment Survey” form to be made available to the Company by the Agency.

(iii) Local Labor Commitment – that the Company adheres to and complies with the Agency’s Local Labor Workforce Certification Policy on a quarterly basis during the construction period.

(iv) Equal Pay Commitment – that the Company adheres to and complies with the Agency’s Pay Equity Policy.

(v) Unpaid Real Property Tax Policy Commitment – that the Company is compliant with the Agency’s Unpaid Real Property Tax Policy.

Section 19. Subject to the terms of this resolution, the Authorized Officer is hereby authorized, on behalf of the Agency, to negotiate, execute and deliver (a) an Agent Agreement, (b) the Lease Agreement whereby the Company leases the Project to the Agency, (c) the related Leaseback Agreement whereby the Agency leases the Project back to the Company, and (d) related documents; provided, however, that the rental payments under the Leaseback Agreement to the Company include payments of all costs incurred by the Agency arising out of or related to the Project and indemnification of the Agency by the Company for actions taken by the Company and/or claims arising out of or related to the Project.

Section 20. Subject to the conditions set forth herein and in the last sentence of this Section 21, the Agency will (a) issue the Bonds in such principal amount and with such maturities, interest rate or rates, redemption terms and other terms and provisions to be determined by a further resolution of the Agency; (b) acquire a leasehold interest in the Project Facility and acquire, renovate, construct, equip and install the Project Facility; (c) lease with an obligation to purchase or sell the Project Facility to the Company or its designee pursuant to an agreement to be entered into between the Agency and the Company whereby the Company will be obligated, among other things, to make payments to the Agency in amounts and at a time so that such payments will be adequate to pay the principal of, premium, if any, and interest on the Bonds; (d) secure the Bonds in such manner as the Agency, the Company and the purchaser(s) of the Bonds mutually deem appropriate and (e) grant the other Financial Assistance. The Issuance of the Bonds and the grant of the other Financial Assistance contemplated by this Resolution are subject to (i)

obtaining all necessary governmental approvals; (ii) agreement by the Agency, the Company and the purchaser(s) of the Bonds upon mutually satisfactory terms for the Bonds (and any such additional bonds) and for the sale and delivery thereof; (iii) the condition that there are no changes in the Code and State Law, including regulations thereunder, which prohibit or limit the Agency from fulfilling its obligations hereunder; and (iv) payment by the Company of the Agency's Bond Issuance Fee, the State Bond Issuance Charge and all costs and expenses of the Agency with respect to the Bond transaction and the granting of the other Financial Assistance.

Section 21. Subject to the conditions contained within this Resolution and the acceptance by the Company of this Resolution, the Company is appointed the true and lawful agent of the Agency (1) to acquire, renovate, construct equip and install the Project Facility, and (2) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent of the Agency, and in general to do all things which may be requisite or proper for acquiring, renovating, constructing, equipping and installing the Project Facility, all with the same powers and same validity as if the Agency were acting on its own behalf.

Section 22 The law firm of Hodgson Russ LLP is hereby appointed bond counsel to the Agency in relation to the proposed issuance of the Bonds contemplated by the Application.

Section 23. The Agency hereby declares that this Resolution shall represent its declaration of "official intention" in accordance with Treasury Regulation Section 1.150-2. The Agency reasonably expects to reimburse the Company for its expenditures incurred in connection with the Project Facility with the proceeds of the Bonds.

Section 24. Bond counsel for the Agency are hereby authorized to work with the Company, the purchaser(s) of the Bonds and others to prepare, for submission to the Agency, all documents necessary to effect the authorization, issuance, sale and delivery of the Bonds.

Section 25. The Authorized Officer is hereby authorized and directed to distribute copies of this Resolution to the Company and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.

Section 26. No covenant, stipulation, obligation or agreement contained in this Resolution shall be deemed to be the covenant, stipulation, obligation or agreement of any member, director, agent or employee of the Agency in his or her individual capacity and neither the member or directors of the Agency nor any officer executing the Bonds shall be liable personally on the Bonds or be subject to any personal liability or accountability by reason of the issuance thereof. Neither the member, directors or officers of the Agency, nor any person executing the Bonds or other documents referred to above on behalf of the Agency, shall be liable thereon or be subject to any personal liability or accountability by reason of the execution, issuance or delivery thereof. The Bonds and the interest therein shall not be a debt of the State or Erie County or any political subdivision thereof (other than the Agency), and none of the State, Erie County nor any political subdivision thereof (other than the Agency) shall be liable thereon. The Bonds shall be issued solely for the purposes set forth in this Resolution. The Bonds and the interest thereon shall constitute a special, limited obligation of the Agency payable solely from the revenues derived or to be derived from the lease or sale of the Project Facility and from the enforcement of the security pledged to the payment of the Bonds.

Section 27. Any expense incurred by the Agency with respect to the Project and the financing thereof shall be reimbursed out of the proceeds of the Bonds or, in the event such proceeds are insufficient after payment of other costs of the Project, or the Bonds are not issued by the Agency for any reason whatsoever, shall be paid by the Company. By acceptance hereof, the Company hereby agrees to pay such

expenses and further agrees to indemnify the Agency, its members, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency with respect to the Project and the financing thereof.

Section 28. The provision by the Agency of Financial Assistance with respect to the Project as described herein is subject to the execution and delivery of the Agency's Administrative Fee Agreement (the "Fee Agreement") and payment by the Company of an administrative fee calculated in accordance with the Fee Agreement, all within sixty (60) days of the date of this resolution. In the event the Agency has not received the executed Fee Agreement and the appropriate fee within such sixty (60) day period, this resolution shall become automatically null and void and of no further effect and the Agency shall have no liability to the Company hereunder or otherwise, unless extended in the discretion of the Authorized Officer for good cause shown.

Section 29. This resolution shall take effect immediately.

The question of the adoption of the foregoing Bond Resolution was duly put to a vote on roll call, which resulted as follows:

Brenda McDuffie	VOTING	_____
Richard Lipsitz	VOTING	_____
Denise Abbott	VOTING	_____
Hon. Diane Benczkowski	VOTING	_____
Rev. Mark Blue	VOTING	_____
Hon. Byron Brown	VOTING	_____
James Doherty	VOTING	_____
Hon. Joseph Emminger	VOTING	_____
Dottie Gallagher	VOTING	_____
Hon. Howard Johnson	VOTING	_____
Tyra Johnson	VOTING	_____
Hon. Brian Kulpa	VOTING	_____
Glenn Nellis	VOTING	_____
Hon. Mark Poloncarz	VOTING	_____
Hon. Darius Pridgen	VOTING	_____
Sister Denise Roche	VOTING	_____
Kenneth Schoetz	VOTING	_____
Renee Wilson	VOTING	_____
Art Wingerter	VOTING	_____

The foregoing resolution was thereupon declared duly adopted.

[Remainder of page left blank intentionally]

STATE OF NEW YORK)
) SS.:
COUNTY OF ERIE)

I, the undersigned (Assistant) Secretary of Erie County Industrial Development Agency (the “Agency”), DO HEREBY CERTIFY that I have compared the foregoing annexed extract of the minutes of the meeting of the members of the Agency, including the resolution contained therein, held on September 23, 2020 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such resolution contained therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the board of directors of the Agency (the “Board of Directors”) had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the “Open Meetings Law”) except as modified by Executive Order 202.1, as modified by subsequent Executive Orders, said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Board of Directors present, either in-person or appearing telephonically in accordance with Executive Order 202.1, as modified by subsequent Executive Orders, throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Issuer this 23rd day of September, 2020.

(Assistant) Secretary

(SEAL)



Elmwood Bond Application

Instructions and Insurance Requirements Document

Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

Applicant Information - Company Receiving Benefit

Project Name	Elmwood Square Apartments
Project Summary	Elmwood Square - Preservation
Applicant Name	Related Affordable, LLC (proposed owner is a to-be-formed entity to be owned by Related Affordable, LLC)
Applicant Address	60 Columbus Circle
Applicant Address 2	18th Floor
Applicant City	New York
Applicant State	New York
Applicant Zip	10023
Phone	(212) 801-3738
Fax	(212) 801-3731
E-mail	dpearson@related.com
Website	www.related.com
NAICS Code	531110

Business Organization

Type of Business	Expected to be a Limited Partnership
Year Established	2020
State in which Organization is established	New York

Individual Completing Application

Name	Deep Katdare
Title	Senior Vice President
Address	c/o The Related Companies, L.P.
Address 2	60 Columbus Circle, 18th Fl
City	New York
State	New York
Zip	10023

Phone (646) 767-3251
Fax (212) 301-3731
E-Mail deep.katdare@related.com

Company Contact (if different from individual completing application)

Name David Pearson
Title Senior Vice President
Address The Related Companies,
 L.P.
Address 2 60 Columbus Circle, 18th
 Fl
City New York
State New York
Zip 10023
Phone (212) 301-3738
Fax (212) 301-3731
E-Mail dpearson@related.com

Company Counsel

Name of Attorney David Boccio
Firm Name Levitt & Boccio, LLP
Address 423 West 55th Street
Address 2 8th Fl
City New York
State New York
Zip 10019
Phone (212) 801-3769
Fax (212) 801-3762
E-Mail dboccio@levittboccio.com

Benefits Requested (select all that apply).

Exemption from Sales Tax Yes
Exemption from Mortgage Tax Yes
Exemption from Real Property Tax No
Tax Exempt Financing* Yes

* (typically for not-for-profits & small qualified manufacturers)

Applicant Business Description

Describe in detail company background, history, products and customers. Description is critical in determining eligibility.

The proposed owner will be a single-asset entity formed for the purposes of acquiring, rehabilitating, owning, financing, leasing and operating Elmwood Square Apartments, a multi-family rental property located at 505 Elmwood Avenue, Buffalo, Erie County, New York 14222. The proposed owner will engage a to-be-formed entity as developer to carry out the rehabilitation activities and related management company, Related Management Company, L.P., to manage the property.

Estimated % of sales within Erie County

100 %

Estimated % of sales outside Erie County but within New York State	0 %
Estimated % of sales outside New York State but within the U.S.	0 %
Estimated % of sales outside the U.S.	0 %

(*Percentage to equal 100%)

For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?

45

Describe vendors within Erie County for major purchases

For the proposed rehabilitation, it is expected that approximately 20% of materials will be sourced from firms in Erie County and approximately 50% of the cost for goods and services will be subject to State and local sales and use tax. The vendors and suppliers are yet to be determined. For the management of the property, it is expected that approximately 45% of supplies and vendor services will be purchased from firms in Erie County.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

505 Elmwood Avenue (also referenced as 501-515 Elmwood Avenue and 258 West Utica Street)

Town/City/Village of Project Site

City of Buffalo

School District of Project Site

Buffalo School District

Current Address (if different)

Current Town/City/Village of Project Site (if different)

SBL Number(s) for proposed Project

140200: 100.46-1-1,100.46-1-61,100.46-1-61./Z

What are the current real estate taxes on the proposed Project Site

100,733.02

If amount of current taxes is not available, provide assessed value for each.

Land

\$

Building(s)

\$

If available include a copy of current tax receipt.

Are Real Property Taxes current at project location?

Yes

If no please explain

*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?

Yes

If No, indicate name of present owner of the Project Site

Elmwood Square Preservation, L.P.

Does Applicant or related entity have an option/contract to purchase the Project site?

No

Describe the present use of the proposed Project site (vacant land, existing building, etc.)

The Proposed Project site is currently being used as low-income affordable multi-family rental housing.

Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

The Proposed Project is the acquisition and renovation of Elmwood Square Apartments, a 138-unit affordable apartment community built in 1974, in order to preserve and improve an important affordable housing resource in the City of Buffalo. The property is situated on a 0.99 acre lot with one 12-story tower containing 32 studio units and 106 one-bedroom units. One of the one-bedroom units is a non-revenue employee unit. In addition, the property contains a management office, community room, gated resident parking lot, outdoor mezzanine common area, rear courtyard, multiple laundry rooms, and five (5) commercial spaces. The subject property is located within Buffalo's Bryant neighborhood which provides affordable living for singles, seniors and families. This trendy, densely populated neighborhood sits about 1.5 miles to the north of downtown Buffalo. This area of Buffalo is experiencing a renaissance and consequently an increase in development activity. The property is home to many long-term residents, with over a third having lived at the apartment complex for 10 years or more. While the property does not have a senior designation, the majority of the existing tenancy is senior. Over the last few years, as the neighborhood has transformed, the tenancy has diversified. The property was originally financed in August of 1973 with a HUD loan assisted by interest reduction payments ("IRP") under Section 236 of the National Housing Act. The Section 236 mortgage loan was provided by the Urban Development Corporation ("UDC") and at the time of the original closing, the Project signed a Rent Supplement Contract under Section 101 of the HUD Act of 1965 so that federal assistance payments could be made to the Project on behalf of qualified tenants that met HUD criteria for lower rents. The UDC loan was prepaid in November of 2004 as part of a substantial rehabilitation of the Project which resulted in the termination of the Rent Supplement Contract. In November of 2004, Elmwood Square Preservation, L.P., an affiliate of the Related Companies, L.P. ("TRCLP"), acquired the Project from Elmwood Square Associates, also an affiliate of TRCLP. The acquisition and substantial rehabilitation of the property was financed through the issuance of tax-exempt bonds funded by the Erie County Industrial Development Agency ("ECIDA") and insured by the Federal Housing Administration ("FHA") through the Section 221(d)(4) HUD insurance program. Deutsche Bank Berkshire Mortgage ("DBBM") was the designated HUD underwriter. Another source of financing for the rehabilitation of the property came in the form of Low-Income Housing Tax Credit ("LIHTC") equity from the sale of 4% "as-of-right" tax credits that the project qualified for due to its receipt of tax-exempt bonds. These credits were purchased by Alden Torch Financial (fka Centerline Capital) and are administered by The New York State Division of Housing and Community Renewal ("DHCR"). Due to its receipt of LIHTC, the Project is regulated under Federal IRC Section 42 which stipulates that 100% of the units at the property be set aside for households earning no more than 60% of AMI for a period of 15 years ("Tax Credit Compliance Period"). Additionally, the Project is governed by an Extended Low-Income Housing Commitment ("ELIHC") which extends the 60% AMI affordability restriction 15 years past the end of the Tax Credit Compliance Period. Upon prepayment of the original UDC Section 236 loan, the IRP was decoupled and the property was governed by a Section 236(e)(2) Use Agreement requiring that 100% of the units be occupied by residents earning no more than 80% of the Area Median Income ("AMI") and restricting rents based on Section 236 basic and market rent levels. A collateral IRP Agreement stipulated that the Project would continue to receive IRP subsidy through 2017 provided it remained in compliance with the Use Agreement. Upon expiration of the IRP in May of 2017, the property executed an Amended Section 236(e)(2) Use Agreement with HUD which terminated the IRP Agreement and obligated the property to maintain the 236 rent regime for all in-place tenants for a 5-year period through May of 2022. In conjunction with the substantial rehabilitation of the property in 2004, the Project entered into a PILOT Agreement with the City of Buffalo and the County of Erie. Organized as a redevelopment company under Article V of the Private Housing Finance Law of the State of New York ("PHFL"), Elmwood Square Preservation, L.P. qualified for and received a 15-year PILOT for the Project in 2004 which stipulated a schedule of annual PILOT payment for the term of the agreement. Annual tax payments were determined as the greater of the scheduled payment and the 10% shelter rent calculation. In August of 2019, the ECIDA bonds were prepaid and the property was refinanced with an M&T Bank balance sheet loan. As part of the refinancing of the property in 2019, a reserve was set aside to address immediate capital needs. In addition, the City of Buffalo and the County of Erie agreed to extend the PILOT for an additional 15 years through August of 2034. The PILOT payments under the extension are the greater of the 10% shelter tax payment and the scheduled payment (3% annual escalation from last payment under the original PILOT). In the 15 years since its renovation, Elmwood Square has been well-maintained, but now has physical needs that require significant capital investment. The Applicant proposes to work with New York State Housing Finance Agency ("HFA") to obtain an allocation of 4% LIHTCs and work with ECIDA to obtain an allocation of tax-exempt bonds to finance an acquisition and rehabilitation of the property. The acquisition closing and start of renovation is expected to occur in the 4th quarter of 2020 with renovation to be completed over a nine-month period. The Applicant proposes to invest approximately \$36,000 per unit in direct hard costs (approximately \$45,000 per unit in total construction costs) to complete a comprehensive rehabilitation that will improve the property functionally and aesthetically. The proposed renovation is expected to include building envelope and site work (roof replacement, window replacement, façade repair, lighting, repaving, landscaping, and concrete work), building system and common area improvement (elevator modernization, mechanical upgrades, common area renovation and upgrades, lighting efficiency and upgrades, and storefront repairs), and updates to 100% of the apartment units (counters, cabinets, appliances, vanities, sinks & faucets, toilets, tubs, lighting, outlets, smoke detectors, range hoods, and accessibility upgrades). The property will remain livable throughout construction so it is not expected that any tenants will be displaced during the construction period. In addition to the physical upgrades, the proposed owner is planning to enter into regulatory agreements in connection with the LIHTCs and tax-exempt bonds to ensure that 100% of the units remain affordable for residents with incomes at or below 60% AMI for at least another 30 years. The ultimate objective is to preserve and improve existing affordable housing in the City of Buffalo for current and future residents.

Municipality or Municipalities of current operations

City of Buffalo

Will the Proposed Project be located within a Municipality identified above?

Yes

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

No

If the Proposed Project is located in a different Municipality within New York State than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

No

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

No

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available

Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?

No

If yes, please indicate the Agency and nature of inquiry below

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

The Project could not currently be undertaken without Financial Assistance from the Agency. The Project requires tax-exempt bond financing to be eligible for 4% LIHTCs and we are not currently aware of any other source from which the Project would be able to obtain tax-exempt bond financing. The bond financing and LIHTC equity are critical for the Applicant to undertake the Project.

Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

The tax-exempt bond financing and LIHTC equity are critical for the Applicant to undertake the proposed acquisition and rehabilitation of the property. The renovation of the property will enable an investment of approximately \$5 million in direct hard costs (an average of \$36,000 per unit) and over \$6 million in total construction costs, to address physical needs at the property. Built over 45 years ago and renovated 15 years ago, the property has been maintained but now has significant capital needs. The proposed renovation includes roof replacement, window replacement, façade repair, lighting, repaving, landscaping, concrete work, elevator modernization, mechanical upgrades, common area upgrades, lighting upgrades, storefront repairs, and updates to 100% of units to update appliances, fixtures, and finishes. The proposed renovation will allow the Applicant to preserve and improve an important affordable housing resource in a burgeoning neighborhood of Buffalo which continues to have a need for affordable housing. Through this renovation, the Applicant will protect the affordability of 100% of the 138 units with new extended regulatory agreements. The project is also expected to generate approximately 25 construction jobs through the rehabilitation, with an expected average salary of \$65,000/year for full-time roles and \$20/hour for part-time roles, in addition to enabling the retention of four positions on the property management team.

Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency

Yes

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?

If the Applicant is unable to obtain Financial Assistance for the Project, the Applicant will need to seek other resources to enable the acquisition and rehabilitation, however it is unclear at this time whether other resources will be available for the Project. If other resources are not available, then the Applicant will not be able to acquire the property and complete a much needed rehabilitation. The current owner will continue to work with management to operate the property given available resources, however the property will undoubtedly experience increasing physical needs and declining conditions.

Will project include leasing any equipment?

Yes

If yes, please describe equipment and lease terms.

It is expected that the Project will lease some equipment such as laundry machines, postage machine, printer/copier/scanners and computer equipment.

Site Characteristics

Is your project located near public transportation?

Yes

If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)

Public transportation is available near the property. The immediate area is served by the Niagara Frontier Transportation Authority, with bus stops on Elmwood Avenue (Route #12) and West Utica Street (Route #20).

Has a project related site plan approval application been submitted to the appropriate planning department?

No

If Yes, include the applicable municipality’s and/or planning department’s approval resolution, the related State Environmental Quality Review Act (“SEQR”) “negative declaration” resolution, if applicable, and the related Environmental Assessment Form (EAF), if applicable.

If No, list the ECIDA as an “Involved Agency” on the related EAF that will be submitted to the appropriate municipality and/or planning department for site plan approval.

Will the Project meet zoning/land use requirements at the proposed location?

Yes

Describe the present zoning/land use

According to the City of Buffalo Planning and Zoning Department, the property is currently zoned as N-2C for Mixed-Use Center. The current land use is as a Multifamily Dwelling and other Retail Uses which are all Permitted Uses

Describe required zoning/land use, if different

The proposed project does not involve a change to the required zoning or land use.

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements

N/A

Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?

Yes

If yes, please explain

The Applicant is not aware of any known or potential presence of contaminants that would complicate the development/use of the property. As part of the refinancing, the Applicant conducted a Phase I environmental study that required a Phase II as well as a limited sub-surface investigation to measure the flow of groundwater under the property. Some of the groundwater under the property was determined to have chlorinated volatile organic compounds (“CVOC”) above NYSDEC standards. However this was not determined to be a recognized environmental condition (“REC”) given that (i) groundwater is not used for drinking, (ii) groundwater flow is away from the property, and (iii) there is no permeation of any contamination into the building slab.

Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?

Yes

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?

No

If yes, please provide copies of the study.

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

Yes

If yes, describe the efficiencies achieved

Yes, new equipment purchased as part of the Project will provide energy efficiency benefits. The proposed renovation will include the replacement of equipment in residential units, including energy-efficient lighting, windows and appliances. The renovation will also include mechanical equipment upgrades which are expected to meet certain efficiency standards. And there will be roof upgrades to improve energy efficiency.

You may also attach additional information about the machinery and equipment at the end of the application.

Does or will the company or project occupant perform research and development activities on new products/services at the project location?

No

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

Project occupancy : estimated starting date of occupancy

9/1/2021

Project Information**Estimated costs in connection with Project****Land and/or Building Acquisition**

\$ 6,000,000	107,512 square feet	1 acres
--------------	---------------------	---------

New Building Construction

\$ 0	square feet
------	-------------

New Building addition(s)

\$ 0	square feet
------	-------------

Reconstruction/Renovation

\$ 4,845,171	107,512 square feet
--------------	---------------------

Manufacturing Equipment

\$ 0

Infrastructure Work

\$ 0

Non-Manufacturing Equipment: (furniture, fixtures, etc.)

\$ 1,346,880

Soft Costs: (Legal, architect, engineering, etc.)

\$ 2,601,624

Other Cost

\$ 1,033,216

Explain Other Costs	The Other Costs include an estimated \$620,826 in financing and legal costs (e.g. attorneys' fees, issuer fees, lender fees, tax credit equity-related fees) and an estimated \$412,390 in lender and investor reserves and escrows.
----------------------------	--

Total Cost	15,826,891
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Construction Cost Breakdown:

Total Cost of Construction	\$6,192,051 (sum of 2, 3, 4 and 5 in Project Information, above)
Cost of materials	\$3,800,000.00
% sourced in Erie County	20%

Sales and Use Tax:

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit	\$3,800,000.00
Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):	\$332,500

** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency

may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

Project refinancing estimated amount, if applicable (for refinancing of existing debt only) \$0

Have any of the above costs been paid or incurred as of the date of this Application? Yes

If Yes, describe particulars: The Applicant has ordered third-party reports required for the tax-exempt bond financing and low income housing tax credit applications (e.g. market study, environmental Phase I report).

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits): \$286,100
Bank Financing: \$2,519,791
Tax Exempt Bond Issuance (if applicable): \$9,000,000
Taxable Bond Issuance (if applicable): \$0
Public Sources (Include sum total of all state and federal grants and tax credits): \$4,021,000
Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources) 0
Total Sources of Funds for Project Costs: \$15,826,891
Have you secured financing for the project? No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing). 9,000,000
Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%): \$67,500

Real Property Tax Benefit:

Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other): The Project will benefit from a PILOT that has already been issued by the City of Buffalo and the County of Erie. The PILOT is effective as of October 2019 through October of 2034. The PILOT payments under the extension are the greater of the 10% shelter tax payment and the scheduled payment which escalates by 3% per annum.

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

ECIDA encourages applicants to utilize MBE/WBE contractors for their projects. Describe your company's internal practices that promote MBE/WBE hiring and utilization

MBE/WBE outreach is a part of contracting process not just for construction but also for third party reporting. As we begin our process of diligence related to the preservation and rehabilitation of the property, we are actively getting bids for third party reports from firms that are MBE/WBE. Later during the construction bidding process, our Construction Management team monitors the General Contractor's process of reaching out to MBE/WBE contractors and sub-contractors. In this case, we will be reaching out to the Beverly Grey Center, informing them about our upcoming projects and utilizing their resources to connect with potential MBE/WBE contractors who will be given the opportunity to bid on the project. Related Affordable is also actively involved in enabling greater access to employment opportunities for community residents and even working to direct residents to resources that could aid them in getting certified for building trades.

Is project necessary to expand project employment?

No

Is project necessary to retain existing employment?

Yes

Will project include leasing any equipment?

Yes

If yes, please describe equipment and lease terms.

It is expected that the Project will lease some equipment such as laundry machines, postage machine, printer/copier/scanners and computer equipment.

Employment Plan (Specific to the proposed project location)

You must include a copy of the most recent NYS-45 Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return.

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time	4	4	0	0
Part time	0	0	0	0
Total	4	4	0	

Salary and Fringe Benefits for Jobs to be Retained and Created

Category of Jobs to be Retained and/or Created	# of Employees Retained and/or Created	Average Salary for Full Time	Average Fringe Benefits for Full Time	Average Salary for Part Time (if applicable)	Average Fringe Benefits for Part Time (if applicable)
Management	3	\$43,000	\$8,100	\$0	\$0
Professional	0	\$0	\$0	\$0	\$0
Administrative	1	\$30,000	\$8,100	\$0	\$0
Production	0	\$0	\$0	\$0	\$0
Independent Contractor	0	\$0	\$0	\$0	\$0
Other	0	\$0	\$0	\$0	\$0

** Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Employment at other locations in Erie County: (provide address and number of employees at each location):

Address

Full time	0	0	0
Part time	0	0	0
Total	0	0	0

Payroll Information

Annual Payroll at Proposed Project Site upon completion

159,000

Estimated average annual salary of jobs to be retained (Full Time)

43,000

Estimated average annual salary of jobs to be retained (Part Time)

0

Estimated average annual salary of jobs to be created (Full Time)

0

Estimated average annual salary of jobs to be created (Part Time)

0

Estimated salary range of jobs to be created

From (Full Time)	0	To (Full Time)	0
From (Part Time)	0	To (Part Time)	0

Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

General Background Information

Address of Premises

505 Elmwood Avenue (also referenced as 501-515 Elmwood Avenue and 258 West Utica Street), Buffalo, New York 14222

Name and Address of Owner of Premises

(Proposed owner is a to-be-formed entity) c/o Related Affordable 60 Columbus Circle, 18th Fl New York, NY 10023

Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

The property consists of the Elmwood Square Apartments a 12-story residential apartment building with commercial store fronts on the ground floor. The building is located on the western half of the property with drives, lawn and landscaped areas located on the eastern half of the property. The property is listed as 0.99 acres in size. The building is comprised of residential apartments with the management office, maintenance, storage, mechanical rooms and five store fronts located on the first floor of the building. The laundry and community rooms are located on the second floor of the building and an elevator control room is located in a penthouse on the roof. The upper ten floors have thirteen apartments per floor consisting of one bedroom and studio models. The building is surrounded on the east side by parking (33 spaces) and access drives. Lawns and landscaped areas are also located to the east. The topography is generally level with a slight slope to the west and the Niagara River, the dominant local, natural feature.

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

The Premises consist of one 12-story building built in 1974 and renovated in 2004 along with a surface parking lot and 5 commercial spaces on the ground floor. The building is constructed of steel and reinforced concrete, slab on grade. Basements are not present. The building has an entrance and exit to Elmwood Avenue to the west and an entrance and exit to the courtyard to the east of the building. The Elmwood Square building is a total of twelve stories (ground plus eleven). One hundred and six one-bedroom and thirty-two studio apartments are present in the eleven residential floors. Each apartment has an attached concrete balcony. An elevator system is present in the building along with two stair wells. A laundry room and a community room are located on the second floor of the building.

Describe all known former uses of the Premises

The historical use of the property is consistent with the current use of the property which is mixed use of residential and commercial uses.

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

Yes

If yes, please identify them and describe their use of the property

There are five (5) commercial tenants that lease retail space on the first floor of the property. They are as follows: (i) The Finery NY, LLC - tattoo removal and skincare company (ii) Blue Mountain Coffee - coffee shop (iii) Chayban's Custom Tailoring - drycleaners (iv) Lon & Lean Pilates - Pilates studio (v) Modern Nails - Nail Salon In addition, the property currently has a rooftop lease with Spectrum/Sprint. The carrier has placed an antenna and other related equipment in a dedicated area on the rooftop.

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

No

If yes, describe and attach any incident reports and the results of any investigations

According to the Phase I report issue by Partner Engineering in September of 2018, there are no known spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at the Premises.

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas

of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

Yes

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

In the normal course of business, the property has received local code violations in the normal course of business. As part of the refinancing of the mortgage that was completed in August of 2019, the property cured all outstanding local code violations. At this time, the Applicant is not aware of any outstanding code violations however to the extent that any such violations are uncovered as a result of our diligence associated with the proposed bod/ credit rehabilitation, the Applicant intends to cure such violations.

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

Yes

If yes, describe in full detail

Yes, as is typical for multi-family residential properties, Elmwood Square Preservation, L.P. has been named in civil suits largely stemming from slip & fall and personal injury in the past. The Applicant is not aware of any such cases that are pending, and to the extent such cases arise as a result of the normal course of business, they are typically covered by insurance.

Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

No

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

No

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

The rubbish removal company is Modern Disposal Corporation.

Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years

The solid waste disposal facility is not known.

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

The current and contemplated use of the property does not involve industrial process discharges.

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

The Applicant is not aware of any discharges of waste water, process water, or contact or non-contact cooling water at the property nor any septic tanks on the site. According to the Phase I report, stormwater is removed primarily by sheet flow action across the paved surfaces towards stormwater drains located throughout the subject property and in the public right of way. Site stormwater from the roofs of the property, landscaped areas, and paved areas is directed to on-site concrete swales, which drain to the public right of way, and to on-site stormwater drains.

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

Storage Tanks

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

The Applicant is not aware of any storage tanks above ground or below the Premised. This has been corroborated by the Phase I report.

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?

No

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

According to the Phase I report, One pad mounted transformer was observed on the property and was noted to be utility-owned. It was not labeled with respect to PCB content. No leakage or staining was observed in the vicinity of the transformer. In addition, a trash compactor was observed with no evidence of leakage or staining. Based on the good condition of the equipment and third-party ownership, the hydraulic equipment does not represent a significant environmental concern to the property.

Do the Premises have any asbestos containing materials?

Yes

If yes, please identify the materials

According to the Phase I report, based on a visual inspection conducted by the environmental engineer, no friable asbestos was observed in the drywall systems, floor tiles or floor tile mastic. That being said, due to the age of construction there is likely suspect asbestos containing materials ("ACM") present in the drywall and floor tiles. The proposed rehabilitation will use best practices for managing ACM during the proposed renovation and the site will have an ACM Operations & Maintenance Plan in place for both construction and ongoing operations.

Section IV: Facility Type - Single or Multi Tenant

Is this a Single Use Facility or a Multi-Tenant Facility?

Multi-Tenant Facility

Multi-Tenant Facility (to be filled out by developer).

Please explain what market conditions support the construction of this multi-tenant facility

Erie County and the City of Buffalo has a significant need for safe and decent affordable housing. According to the U.S. Census Bureau (2014-2018 American Community Survey 5-Year Estimates), the percentage of households living in rental units and paying 30% or more of their household income in gross rent has been 50% in Erie County and 54% in the City of Buffalo. As the region continues to experience redevelopment activity, the need for preserving affordable housing will continue to grow. In addition the recent COVID-19 crisis has resulted in unprecedented unemployment which has put significant financial strain on many residents in the City of Buffalo and the County of Erie. This strain only increases the need for safe, decent and affordable rental housing stock. Elmwood Square Apartments provides much needed affordable rental units in a transit accessible location near the heart of downtown Buffalo. The property had an average occupancy rate of 98% in 2019 and has had an average occupancy rate of 98% so far through 2020. This further indicates the need for this valuable affordable housing resource in the community. The proposed rehabilitation will be a tenant in-place renovation and the property will remain inhabitable throughout construction, maintaining the availability of these units for current and future residents.

Have any tenant leases been entered into for this project?

Yes

If yes, please list below and provide square footage (and percent of total square footage) to be leased to tenant and NAICS Code for tenant and nature of business

Tenant Name	Current Address (city, state, zip)	# of sq ft and % of total to be occupied at new project site	SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.
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*fill out table for each tenant and known future tenants

Section VI: Retail Determination

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

Yes

If yes, complete the Retail Questionnaire Supplement below.

Will any portion of the project consist of facilities or property that is primarily used in making sales of goods or services to customers who personally visit the project site?

<BLANK>

If the answer is yes, please continue. **If no, proceed to the next section.**

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?

0 %

If the answer to this is **less than 33%** do not complete the remainder of the page, proceed to the next section.

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

Will the project be operated by a not-for-profit corporation?

<BLANK>

Is the project location or facility likely to attract a significant number of visitors from outside the economic development region (Erie, Niagara, Allegheny, Chautauqua and Cattaraugus counties) in which the project will be located?

<BLANK>

If yes, please provide a third party market analysis or other documentation supporting your response.

Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality? Are services provided at the proposed project site needed because of a lack of reasonably accessible retail trade facilities offering such goods or services?

<BLANK>

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York?

<BLANK>

If yes, explain

Is the project located in a Highly Distressed Area?

<BLANK>

Section VII: Adaptive Reuse Projects

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

Are you applying for tax incentives under the Adaptive Reuse Program?

No

Section VIII: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

Current Address

505 Elmwood Avenue (also referenced as 501-515 Elmwood Avenue and 258 West Utica Street)

City/Town

Buffalo

State

New York

Zip Code

14222

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?

No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:

N/A

Does this project involve relocation or consolidation of a project occupant from another municipality?

Within New York State

No

Within Erie County

No

If Yes to either question, please, explain

N/A

Will the project result in a relocation of an existing business operation from the City of Buffalo?

No

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

N/A

If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?

No

What factors have lead the project occupant to consider remaining or locating in Erie County?

N/A

If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?

N/A

Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.

N/A

Section IX: Senior Housing

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

Are you applying for tax incentives under the Senior Rental Housing policy?

No

2019 ECIDA Progress Assessment Report

Agenda

- Compliance Monitoring - Material Terms
- Compliance Summary
- Local Labor Results
- Sales Tax Compliance
- Compliance Meetings

Compliance Monitoring - Material Terms

- Investment
 - Requires a private investment equal to at least 85% of the project cost
 - Clients submit an investment certification and a copy of their project budget after construction is complete
- Job Retention
 - Clients are required to maintain 90 or 95% of their jobs at application (150 or less retain 90%; 150+ retain 95%)
 - Monitored by quarterly employment surveys and NYS-45 form (or other supporting documentation)
- Job Creation
 - Clients are required to create 85% of their job projections
 - Monitored by quarterly employment surveys and NYS-45 form (or other supporting documentation)
- Local Labor Policy
 - Requires that 90% of all contractors/sub-contractors to reside within the 8 counties of WNY (Erie, Niagara, Cattaragus, Chautaugua, Allegany, Wyoming, Genesee, Orleans)
 - Monitored by quarterly local labor reports
- Pay Equity Policy
 - Requires clients to pay male and female employees the same wages for similar work
 - Monitored by random pay equity audits; audits are performed by the Erie County Division of Equal Employment Opportunity
 - 3 audits in 2019 - Column Development, 570 Associates, Iroquois Bar; no issues
- Unpaid Real Property Tax Policy
 - Requires individuals who hold at least a 25% ownership interest in the applicant (entity receiving benefits) to pay all taxes on all properties located within Erie County
 - ECIDA staff monitors by requesting a list of all properties in which the applicant has a 25% or more ownership interest. The property list is forwarded to the Erie County Commissioner of Real Property Services for confirmation that all real property taxes, special district charges and/or PILOT payments are current.

Compliance Summary

- In 2019, 76 projects were obligated under the recapture policy
- These companies fulfilled their agreements with the ECIDA in 2019 and are no longer active:
 - 432 Abbott Road/PAMS Properties
 - 4455 Genesee Street/Calspan Corp.
 - Curtiss Buffalo
 - Fisher-Price
 - Latina Boulevard Foods
 - Lazarus Properties
 - Rosina Food Products
 - Sodexo
- 100% compliance with the Local Labor Policy
- 100% compliance with the Pay Equity Policy
- 100% compliance with the Unpaid Tax Policy
- 92.1% compliance with job retention/job creation requirements
 - 5 clients are subject to benefit adjustments in 2019
 - Custom Sheet Metal repaid \$1,956.02 in benefits & terminated its PILOT
- 98.7% compliance with investment requirement documentation requests
 - ECIDA staff is in the process of obtaining the outstanding investment verification

2019 Local Labor Results

➤ 1st Quarter

- 1,116 total construction workers
- 98.75% resided within the 8 counties of WNY
- 1.25% resided outside the 8 counties of WNY
- 74.4% resided in Erie County

➤ 2nd Quarter

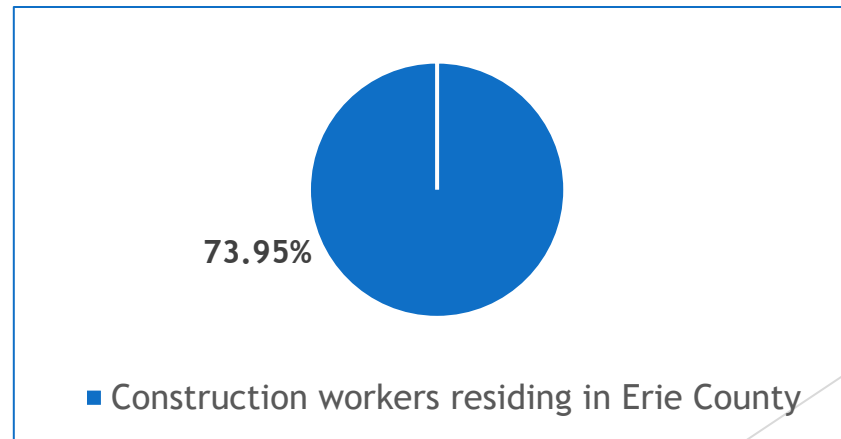
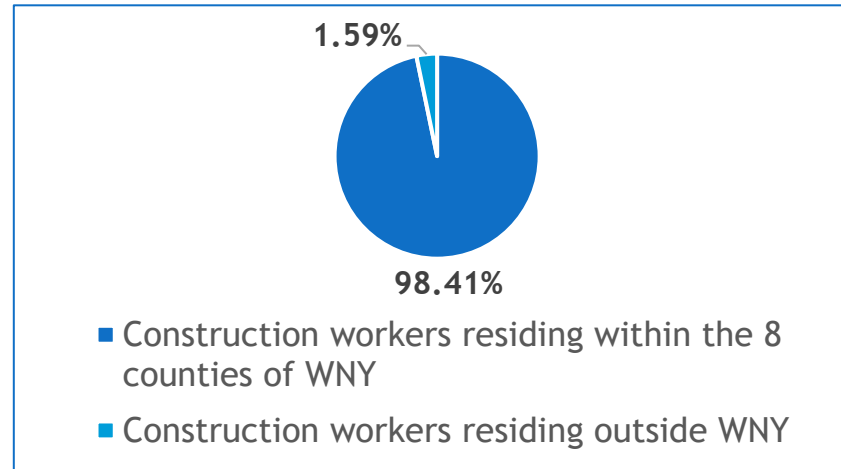
- 1,053 total construction workers on-site
- 99.05% resided within the 8 counties of WNY
- .95% resided outside the 8 counties of WNY
- 71.6% resided in Erie County

➤ 3rd Quarter

- 1,430 total construction workers on-site
- 98.32% resided within the 8 counties of WNY
- 1.68% resided outside the 8 counties of WNY
- 76.3% resided in Erie County

➤ 4th Quarter

- 1,289 total construction workers on-site
- 97.52% resided within the 8 counties of WNY
- 2.48% resided outside the 8 counties of WNY
- 73.5% resided within Erie County



Sales Tax Compliance

- ▶ The Board approves the amount that a company can receive in sales tax savings
- ▶ When a company reports more than the approved amount, it must repay the overage
- ▶ Sales tax savings are monitored through the ST-340 forms that companies submit to the NYS Tax Dept.; ECIDA requests a copy of the form
- ▶ Staff compares the sales tax savings amount approved by the Board with the ST-340 forms that clients submit; if a client exceeds the approved amount, staff informs the client that they must pay the overage
- ▶ Client sends a check to the ECIDA; ECIDA staff completes the ST-65 form and forwards the check to the NYS Tax Dept.
 - ▶ In 2019, one company repaid the NYS Tax Dept. for sales tax overages (Group V Real Estate, Inc./Athenex)
 - ▶ Total amount repaid \$13,991.28 (paid in March 2020 for the 2019 year)

Compliance Meetings

- ▶ ECIDA Client Meeting
 - ▶ Overview of all compliance requirements, material terms & recapture policy
 - ▶ Meeting held on September 18, 2019
 - ▶ 8 attendees from 6 companies
- ▶ Individual compliance meeting
 - ▶ 467 Richmond/REVPAC project on April 16, 2019

ECIDA 2019 Progress Assessment Report

Project Code	Project Name	Investment Required	Investment Confirmed	Compliant with Local Labor Policy	Compliant with Pay Equity Policy	Compliant with Unpaid Tax Policy	Jobs at Application Required	Jobs to be created	2019 Full-Time	2019 Part-Time	2019 Total Jobs	2019 Job Status (see notes for formulas)	Jobs Creation Due Date	Recapture End Date	Notes
10358	128 Pearl Street, LLC/St. Paul's Apartments	\$1,564,362	Y	N/A	Y	Y	0	1	0	3	1.5	1.5	3/31/20	3/31/20	
10273	1391 Hertel, LLC	\$4,599,881	Y	N/A	N/A	N/A	0	3	5	3	6.5	6.5	2/28/20	2/28/20	
10377	166 Chandler Holdings, LLC	\$3,990,750	Y	N/A	Y	Y	0	5.5	34	14	41	41	5/31/21	5/31/21	
10230	337 Ellicott Street, LLC/Big Ditch Brewing Company	\$2,176,000	Y	N/A	N/A	N/A	0	11	52	42	73	62	12/31/18	12/31/23	
10231A	500 Seneca Street, LLC	\$26,976,980	Y	N/A	N/A	N/A	18	10	739	54	766	738	6/30/19	12/31/25	
10203	555 Riverwalk Parkway, LLC	\$10,628,000	Y	N/A	N/A	N/A	732	70	941	10	946	144	8/31/16	12/31/24	
10355	570 Associates VI, LLC	\$17,633,250	N/A	Y	Y*	Y	0	105	0	0	0	0	12/31/22	12/31/27	
10372	683 Northland Avenue/Workforce Training Center	\$49,357,729	N/A	Y	Y	Y	0	7	75	17	83.5	83.5	6/30/22	12/31/27	
10315	722 Group	\$4,896,000	Y	N/A	Y	N/A	0	2	1	1	1.5	1.5	3/31/21	3/31/21	
10283	9271 Group, LLC/960 Busti	\$5,916,000	Y	Y	N/A	N/A	0	1	1	1	1.5	1.5	12/31/21	12/31/21	
10285A	93 NYRPT, LLC/Randall Benderson 1993-I Trust	\$5,508,000	N/A	Y	N/A	N/A	0	30	13	0	13	13	12/31/21	12/31/24	
10298	95 Pirson Parkway, LLC	\$2,808,825	Y	N/A	N/A	N/A	128	26	188	2	189	35	12/31/18	12/31/27	
10359	Aakron Rule Corporation	\$2,269,500	Y	N/A	Y	Y	131	11	147	9	151.5	20.5	9/11/21	12/31/28	
10208	Automated Machine Technologies, Inc.	\$786,250	Y	N/A	N/A	N/A	3	1	5	0	5	1	7/31/16	12/31/24	
10373	Barker Street Apartments/Glendale	\$4,243,200	Y	N/A	N/A	Y	0	1	1	1	1.5	1.5	9/30/20	9/30/20	
10340	Calspan Corporation/Genesee Holdings	\$6,009,500	Y	Y	Y	Y	102	9	121	8	125	23	6/30/21	12/31/28	
10394	Column Development	\$2,550,000	Y	Y	Y*	Y	27	6	26	0	26	-1	9/30/21	12/31/26	
2123	Curtis Niagara, LLC	N/A	N/A	N/A	N/A	N/A	157	0	162	0	162	5	N/A	12/31/20	In 2014, MacLean Curtis LLC purchased the assets of Curtis Screw. Recapture applies to employment only.
10227	Custom Sheet Metal Fabricating, LLC	\$935,000	Y	N/A	N/A	N/A	10	2	10	0	10	-2	8/31/16	N/A	PILOT terminated; Custom Sheet repaid 2019 benefits & terminated PILOT due to employment shortages which they could not overcome
10286A	David Gordon/Gordon Companies, Inc./Colvin Oakdale, LLC	\$1,551,250	Y	N/A	N/A	N/A	74	5	89	0	89	10	7/31/19	12/31/24	
10363	Delaware Lodge Apartments	\$1,059,100	N	Y	Y	Y	0	0	0	0	0	0	N/A	5/31/21	No employment obligations
10225	DNC 250, Inc.	\$44,017,851	Y	N/A	N/A	N/A	332	55	534	49	558.5	171.5	3/31/19	12/31/27	
10395	Ebenezer Railcar Services, Inc.	\$5,100,000	N/A	Y	Y	Y	76	11	89	3	90.5	14.5	12/31/22	End of PILOT	
10385	Emerson Huron, LLC	\$32,231,525	N/A	Y	Y	Y	54	0	60	0	60	6	9/30/22	9/30/22	
10352	Flexo-Transparent, Inc.	\$5,227,500	Y	N/A	Y	Y	104	5	122	0	122	18	12/31/20	12/31/25	
10317A	Flexovit USA, Inc.	\$6,817,753	Y	N/A	Y	N/A	41	30	67	0	67	-4	12/31/18	12/31/27	
10254A	Flying Bison Brewing Co.	\$2,125,000	Y	N/A	N/A	N/A	5	3	7	5	9.5	1.5	7/7/17	12/31/23	

ECIDA 2019 Progress Assessment Report

Project Code	Project Name	Investment Required	Investment Confirmed	Compliant with Local Labor Policy	Compliant with Pay Equity Policy	Compliant with Unpaid Tax Policy	Jobs at Application Required	Jobs to be created	2019 Full-Time	2019 Part-Time	2019 Total Jobs	2019 Job Status (see notes for formulas)	Jobs Creation Due Date	Recapture End Date	Notes
10330	Great Lakes Orthodontics, Ltd.	\$4,254,446	Y	N/A	Y	Y	210	8	260	15	267.5	49.5	12/31/19	12/31/28	
10389	Group V Real Estate, Inc.	\$1,289,875	N/A	Y	Y	Y	50	21	67	0	67	17	12/31/21	12/31/29	
10350	Iroquois Bar Corporation	\$782,000	Y	N/A	Y*	Y	59	2	73	0	73	12	9/30/19	12/31/25	
10380	ITT Enidine, Inc.	\$1,020,000	Y	N/A	Y	Y	248	8	288	0	288	40	12/31/20	12/31/20	
10331	Kohler Awning, Inc.	\$722,500	Y	N/A	Y	Y	45	1	71	16	79	33	7/31/19	12/31/24	
10209A	McGard, LLC	\$7,012,500	Y	N/A	N/A	N/A	434	19	725	0	725	272	6/30/17	12/31/22	
10356	Moog, Inc.	\$27,710,000	N/A	Y	Y	Y	274	36	401	0	401	127	12/31/22	12/31/30	
10390	Niagara Label/12715 Lewis Road, LLC	\$1,627,750	N/A	Y	Y	Y	44	4	59	4	61	17	12/31/21	12/31/30	
10234	North American Salt Company	\$6,205,000	Y	N/A	N/A	N/A	0	6	9	0	9	3	6/30/17	12/31/22	
10256	Orchard Heights, Inc.	\$24,310,000	Y	N/A	N/A	N/A	65	11	84	47	107.5	31.5	6/30/19	12/31/24	
10378	Pearl Group, LLC	\$6,158,250	Y	Y	Y	Y	0	29	8	14	15	15	12/31/21	12/31/21	
10366	Pierce Arrow Kanaka LLC	\$29,354,750	Y	Y	Y	Y	0	2	0	0	0	0	12/31/22	12/31/22	
10354	Pine Pharmaceuticals	\$4,760,000	Y	N/A	Y	Y	14	10	60	13	66.5	52.5	6/30/20	12/31/28	
10212	Pollock Research & Design d/b/a Simmers Crane Design & Services	\$1,453,500	Y	N/A	N/A	N/A	27	4	41	7	44.5	13.5	5/31/17	12/31/26	
10357	R&M Leasing, LLC/Pierce Arrow Business Park	\$9,002,350	Y	N/A	Y	Y	45	17	128	7	131.5	86.5	7/31/20	7/31/20	
10211	Richardson Center Corporation/Richardson Olmsted Complex	\$46,880,714	Y	N/A	N/A	N/A	0	47	48	149	122.5	75.5	9/30/19	12/31/28	
10269	SelectOne RE Holdings	\$1,445,000	Y	N/A	N/A	N/A	13.5	5	14	0	14	-4.5	5/3/19	12/31/25	Recapture due to employment shortfall in 2018
10365	Shea's Seneca Street, LLC	\$7,685,470	Y	Y	Y	Y	0	14	15	47	38.5	38.5	3/31/21	3/31/21	
10341	Shell Fab	\$2,324,750	Y	N/A	Y	Y	41	8	55	5	57.5	16.5	7/31/20	12/31/25	
10292A	Shevlin Land & Cattle Company	\$1,445,000	Y	N/A	Y	N/A	63	8	58	0	58	-13	6/30/18	12/31/24	Employment of Upstate Pharmacy. Recapture due to employment shortfall in 2018
10374	Silos at Elk Street	\$1,746,750	Y	N/A	Y	Y	29	3	46	0	46	17	12/31/20	12/31/20	
10384	St. Paul Group, LLC	\$3,217,250	N/A	Y	Y	Y	0	15	0	0	0	0	12/31/23	12/31/23	
10360	Sumitomo Rubber USA, Inc.	\$8,252,650	Y	Y	Y	Y	1179	0	1402	0	1402	223	N/A	12/31/29	No job creation
10351	The Alexandre Apartments, LLC	\$3,629,165	Y	N/A	Y	Y	0	4	1	0	1	1	1/31/20	1/31/20	
10295A	The Uniland Partnership of Delaware, LP	\$17,899,380	Y	N/A	N/A	N/A	485	0	507	0	507	22	11/30/19	12/31/27	Connected to Sodexo #10297
10388	Tomric Systems Expansion	\$1,338,750	Y	N/A	Y	Y	23	2	28	1	28.5	5.5	12/31/20	12/31/20	
10221	Tonawanda Pirson, LLC/Wythe Will Tzetzto	\$15,895,000	Y	N/A	N/A	N/A	206	29	312	1	312.5	77.5	8/31/18	12/31/26	
10328A	Trahwen-G, LLC	\$4,573,000	Y	N/A	Y	Y	0	30	0	0	0	0	12/31/21	12/31/24	
10326	Triad Recycling and Energy Corp.	\$2,544,050	Y	Y	Y	N/A	0	2	23	1	23.5	23.5	3/31/21	3/31/21	
10260A	Unifrax 1, LLC	\$28,050,000	Y	N/A	N/A	N/A	255	21	262	0	262	-14	6/30/18	12/31/26	Recapture due to employment shortfall in 2018

ECIDA 2019 Progress Assessment Report

Project Code	Project Name	Investment Required	Investment Confirmed	Compliant with Local Labor Policy	Compliant with Pay Equity Policy	Compliant with Unpaid Tax Policy	Jobs at Application Required	Jobs to be created	2019 Full-Time	2019 Part-Time	2019 Total Jobs	2019 Job Status (see notes for formulas)	Jobs Creation Due Date	Recapture End Date	Notes
10362	Unifrax 1, LLC	\$20,400,000	Y	N/A	Y	Y	0	21	33	0	33	33	3/31/20	12/31/25	
10379	WNY Foreign Trade Zone Operations/Punto Franco Ltd.	\$1,496,000	Y	Y	Y	Y	5	2	10	0	10	5	3/31/21	12/31/27	
10339	791 Washington Street/Trico	\$76,916,960	N/A	Y	Y	Y	0	110	0	0	0	0	7/31/24	7/31/24	New 2019
10376	467 Richmond/REVPAC	\$9,159,290	N/A	Y	Y	Y	3	1	3	0	3	0	9/30/22	9/30/22	New 2019
10393	ROAR Logistics, Inc.	\$2,218,500	N/A	Y	Y	Y	39	12	59	2	60	21	11/1/22	End of PILOT	New 2019
10397	1485 Niagara, LLC	\$4,760,000	N/A	Y	Y	Y	48	1	60	2	61	13	12/31/22	12/31/22	New 2019
10407	Unifrax Line 7/55 Pirson	\$30,600,000	N/A	Y	Y	Y	24	8	27	0	27	3	7/31/22	End of PILOT	New 2019
10408	CPI Process Systems, Inc.	\$2,365,000	N/A	Y	Y	Y	12	2	14	0	14	2	7/31/22	End of PILOT	New 2019
10409	McKesson Corporation	\$15,470,000	N/A	Y	Y	Y	56	11	68	11	73.5	17.5	6/30/22	6/30/22	New 2019
10410	Steuben Foods, Inc.	\$14,326,055	N/A	Y	Y	Y	527	23	568	22	579	52	3/31/22	12/31/30	New 2019
10411	201 Ellicott, LLC/Braymiller	\$5,866,615	N/A	Y	Y	Y	0	38	0	0	0	0	12/31/23	End of PILOT	New 2019
10412	Michigan-Seneca Group	\$4,855,220	N/A	Y	Y	Y	1	29	1	0	1	0	12/31/23	12/31/23	New 2019
10413	Buffalo Material Handling/125 Taylor Holdings LLC	\$1,117,750	N/A	Y	Y	Y	27	2	49	0	49	22	12/31/22	12/31/27	New 2019
10415	Derby Warehousing LLC	\$1,132,200	N/A	Y	Y	Y	5	1	6	1	6.5	1.5	7/31/22	End of PILOT	New 2019
10417	Fisher-Price, Inc.	\$3,421,299	N/A	Y	Y	Y	260	4	300	0	300	40	2/28/23	2/28/23	New 2019
10418	Time Release Properties/TMP Technologies	\$19,295,000	N/A	Y	Y	Y	93	17	106	0	106	13	12/31/24	End of PILOT	New 2019
10419	Hertel Pacific/Cypress North	\$794,886	N/A	Y	Y	Y	14	2	17	0	17	3	12/31/22	12/31/28	New 2019
10420	Rosina Food Products, Inc.	\$49,300,000	N/A	Y	Y	Y	90	34	100	0	100	10	6/30/23	End of PILOT	New 2019
10397	Marina Vista Preservation, LP	\$20,059,671	N/A	N/A	Y	Y	5	0	5	0	5	0	N/A	6/30/23	New 2019; no job creation

NOTE: **Investment Confirmed:** "N/A" means the project was still in the construction phase in 2019 so the investment could not be confirmed in 2019; "N" means ECIDA staff is in the process of obtaining the investment confirmation.

Compliant With Local Labor: N/A means the project was not under construction during 2019, therefore, the company was not obligated under the Local Labor Policy.

Pay Equity: N/A means the project was approved by the Board prior to the Pay Equity Policy approval date. Accordingly, these companies are not subject to the Pay Equity Policy. The companies listed with a Y asterisk (Y*) were chosen to undergo a pay equity audit by the Erie County Division of Equal Employment Opportunity in 2019. Per the DEEO, none of these companies violated the ECIDA Pay Equity Policy.

Unpaid Tax Policy - N/A means the project was approved by the Board prior to the Unpaid Tax Policy approval date. Accordingly, these companies are not subject to the Unpaid Tax Policy. "Y" means the ECIDA is currently unaware of any violations relating to this Policy. ECIDA staff monitors this Policy by requesting a listing from the applicant of all properties in which he/she has a 25% or more ownership interest. The list of properties is forwarded to the Erie County Commissioner of Real Property Services for confirmation that all real property taxes, special district charges and/or PILOT payments are current.

Jobs At Application Required: This column takes into account the 90/95% jobs at application adjustment that the Board approved in 2018.

2019 Job Status: Formula for companies whose job creation is not due: 2019 total jobs - jobs at application required. Formula for companies whose job creation was due during or before 2019: 2019 total jobs - (jobs at application required + jobs to be created).

Recapture Expiration: The recapture period for the following companies expired in 2019: (1) 432 Abbott Road/PAMS Properties; (2) 4455 Genesee Street/Calspan; (3) Curtiss Buffalo; (4) Fisher-Price; (5) Latina Boulevard Foods; (6) Lazarus Properties; (7) Rosina Food Products; and (8) Sodexo, Inc.



ECIDA & RDC Board of Directors Meetings - 2021
Meetings start at 12:00 p.m.

95 Perry Street
5th Floor ESD Conference Room
Buffalo, New York 14203

Wednesday, January 27th

Wednesday, February 24th

Wednesday, March 24th

Wednesday, April 28th (Annual Meeting)

Wednesday, May 26th

Wednesday, June 23rd

Wednesday, July 28th

Wednesday, August 25th

Wednesday, September 29th

Wednesday, October 27th

Wednesday, November 24th

Wednesday, December 22nd