

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
BUFFALO & ERIE COUNTY REGIONAL DEVELOPMENT CORP  
BUFFALO & ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORP**

**2021 ANNUAL REPORT**  
**(For purposes of Section 2800(2) of the Public Authorities Law)**

**Description of the Agency:**

The Erie County Industrial Development Agency (ECIDA) is a public benefit corporation that provides tax incentives, financing programs, export assistance, land development and other economic development services to the City of Buffalo and Erie County, New York.

The ECIDA has two other affiliated not-for-profit organizations as follows:

- 1) **Buffalo and Erie County Regional Development Corporation (RDC).** This is a lending corporation that administers two revolving loan funds. The first was capitalized by an Economic Development Administration (EDA) grant with matching funds from the City of Buffalo, and the second was capitalized by a 2020 EDA grant as part of the Coronavirus Aid, Relief, and Economic Security (CARES) Act. During 2021, the EDA released its federal interest in the original (“Legacy”) revolving loan fund.
  
- 2) **Buffalo and Erie County Industrial Land Development Corporation (ILDC).** The ILDC takes ownership of distressed properties in order to remediate and return them to productive use. The ILDC was restructured in 2009 to allow it to issue tax-exempt interest debt on behalf of Erie County to assist local not-for-profit organizations finance development projects at a lower cost. On behalf of Erie County, the ILDC also administers the Erie County Business Development Fund, a micro-loan program funded from HUD Community Development Block Grant sources.

These corporations are related since they are managed by the same personnel. The ECIDA and RDC share the same Board of Directors as their oversight body. The ILDC board is comprised of five members, three of whom are ECIDA Board members. None of these corporations is owned by another corporation.

**Purpose of the Annual Report:**

As an industrial development agency, the ECIDA and its affiliates are required to comply with New York State’s Public Authorities Law. Under this Law, the ECIDA and its affiliates are required to submit a comprehensive annual report that includes information on:

1. Operations and accomplishments
2. Financial Reports
3. Mission Statement & Measurements
4. Bonds and notes outstanding
5. Compensation (for those earning \$100,000 +)
6. Projects undertaken during the year
7. Property Report
8. Code of Ethics
9. An assessment of internal control structure and effectiveness
10. Legislation that forms the statutory basis of the authority

11. Board structure
12. By-Laws
13. Listing of material changes in operations and programs
14. Four-year Financial Plan
15. Board Performance Evaluations
16. Assets/Services bought or sold without competitive bidding
17. Description of material pending litigation

In compliance with the Public Authorities Law, the following required information is presented for the fiscal year ended December 31, 2021.

### **1. Operations & Accomplishments:**

A report on the 2021 operations and accomplishments of the ECIDA and its affiliates is posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports>.

### **2. Financial Reports:**

#### **i) Audited Financial Statements:**

The audited financial statements for the ECIDA and its affiliates are posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports> while the financial statement certification is included on page 9.

The financial statements are audited on an annual basis by independent auditors, Freed Maxick CPAs, P.C. In their opinion, the financial statements present fairly, in all material respects, the financial position of the ECIDA and its affiliates as of December 31, 2021, and the changes in net assets and its cash flows for the years then ended in conformity with accounting principals generally accepted in the United States of America.

#### **ii) Grants & Subsidy Programs:**

The ECIDA and its affiliates are recipients of various pass-through Federal, State and local grant programs that are utilized for land development, loan, and other economic development programs. Details of the various grants are outlined in the notes to the audited financial statements.

In accomplishing its mission, the ECIDA does not receive any operational funding or subsidies from Federal, State, County or local sources. Instead, the ECIDA relies primarily upon administrative fees charged to those businesses that utilize its products and services.

#### **iii) Operating & Financial Risks:**

The following outline some of the operating and financial risks that impact the ECIDA and its affiliates:

- New York State Legislation – The New York State Legislature can impose various restrictions on the ability of Industrial Development Agencies to provide tax incentives which could significantly impact the revenue of the ECIDA.

- Collectability of loans receivable – The RDC and ILDC operate various revolving loan programs and as such their financial results are impacted by the collectability of the related loans.
- Litigation – To provide various tax incentives or grants, the ECIDA takes a leasehold or ownership interest in various properties and is often brought into various lawsuits that could impact the ECIDA’s financial results.
- Regulations – The ECIDA, RDC and ILDC are subject to various regulations including those imposed by the NYS Authorities Budget Office and the Federal Economic Development Administration. These regulations may increase the cost of compliance or impact the financial position of the Agency.
- Local economic conditions – Since the ECIDA relies upon fees generated from various projects that it assists, a reduction in the number and/or size of those projects would significantly impact the Agency’s revenues.

The ECIDA mitigates a portion of the above risks through prudent financial management, external legal guidance and comprehensive insurance coverage.

iv) Current bond ratings:

The ECIDA and ILDC act as conduits for tax-exempt bond financings by various not-for-profit and other eligible borrowers. As conduit bond issuers, the ECIDA and ILDC do not issue bonds on their own behalf and therefore are not rated by municipal bond rating agencies.

v) Long-term liabilities including leases and employee benefit plans:

The ECIDA has long-term liabilities that are recorded on its financial statements related to funds held on behalf of others under certain fiduciary arrangements as outlined in the notes to the ECIDA audited financial statements. The ECIDA does not have any long-term liabilities under employee benefit plans as ECIDA employees are not covered by any defined benefit pension plans or provided with any post-retirement benefits.

The ECIDA has a lease for its office space and three minor long-term leases for office equipment. All are recorded as operating leases in the audited financial statements.

**3. Mission Statement & Performance Measurements:**

The ECIDA’s Mission Statement & Measurements Report for 2021 is included in Attachment 1. This document was reviewed and approved by the Board at the March 24, 2021 Board meeting.

**4. Schedule of Bonds and Notes Outstanding:**

Attachment 2 summarizes the ECIDA’s and ILDC’s bonds and notes outstanding at December 31, 2021. The indebtedness shown on these schedules is conduit debt and is **not** an obligation of the ECIDA, ILDC, Erie County or New York State. Neither the ECIDA nor the ILDC records the assets or liabilities resulting from completed bond and note issues in their accounts since their primary function is to facilitate the financing between the borrowing companies and the bond and note holders.

## **5. Compensation Schedule:**

See Attachment 3 for a list of ECIDA employees who had a salary exceeding \$100,000 during 2021. Attachment 3A is a summary of benefits provided to those staff as per the New York State Public Authorities Reporting Information System (PARIS). Biographies for these individuals are posted on the ECIDA website at <http://www.ecidany.com/staff-directory>. Salaries and benefit information for other ECIDA staff are also reported under the PARIS system.

None of the directors of the ECIDA or its affiliates receive any compensation for their services as directors. None of the officers of the ECIDA or its affiliates receive any compensation for their services as officers beyond their compensation as employees. None of the ECIDA affiliates had any employees during 2021.

## **6. Projects Undertaken by the Corporation during 2021:**

Attachment 4 details the tax-exempt bonds and tax abatements that were approved during 2021. Attachments 4A and 4B detail the loans that were funded in 2021 by the RDC and ILDC, respectively.

## **7. Listing of Certain Property of the Corporation:**

Attachment 5 provides information regarding the real property holdings of the ECIDA and its affiliates. This listing excludes the hundreds of properties in which the ECIDA has technical title in order to convey certain tax or other benefits. The properties presented are those where the ECIDA and its affiliates have “real” beneficial ownership.

## **8. Code of Ethics:**

The Corporation’s Code of Ethics is posted on the ECIDA’s website at <http://www.ecidany.com/about-us-corporate-policies>.

## **9. Assessment of the Effectiveness of Internal Control Structure and Procedures:**

Management’s Assessment of the Effectiveness of Internal Controls of the ECIDA, RDC and ILDC is posted on the ECIDA’s website at <https://www.ecidany.com/about-us-corporate-reports>.

The ECIDA, RDC and ILDC’s independent auditors have conducted an audit of the internal control over financial reporting and their report is included in the audited financial statements posted on the ECIDA’s website at <https://www.ecidany.com/about-us-corporate-reports>.

## **10. Legislation that forms the Statutory Basis of the Authority:**

ECIDA

Industrial development agencies (“IDAs”) are formed under Article 18-A of New York State General Municipal Law, as public benefit corporations. IDAs were created to actively promote, encourage, attract and develop job and recreational opportunities and economically-sound commerce and industry in cities, towns, villages and counties throughout New York State (the “State”). IDAs are empowered to provide financial assistance to private entities through tax incentives in order to promote the economic welfare, prosperity and recreational opportunities for residents of a municipality (“Benefited Municipality”).

Section 891a of the General Municipal Law outlines the composition of the Erie County IDA membership and additional powers granted to the ECIDA. A copy of this specific legislation can be found at the following address:

[http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=\\$\\$GMU891-A\\$\\$@TXGMU0891-A+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW](http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=$$GMU891-A$$@TXGMU0891-A+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW)

#### RDC & ILDC

The RDC & ILDC are local development corporations which are formed and empowered to conduct certain projects pursuant to Not-For-Profit Corporation Law §1411. Distinguished from IDAs (which exist as public benefit corporations), LDCs are established as charitable corporations that are empowered to construct, acquire, rehabilitate and improve for use by others, industrial or manufacturing plants in the territory in which its operations are principally to be conducted (“Benefited Territory”) and to make loans. LDCs can provide financial assistance for the construction, acquisition, rehabilitation, improvement, and maintenance of facilities for others in its Benefited Territory. Specific LDC powers include the ability to: (i) disseminate information and furnish advice, technical assistance and liaison services to Federal, State and local authorities; (ii) to acquire by purchase, lease, gift, bequest, devise or otherwise, real or personal property; and (iii) to borrow money and to issue negotiable bonds, notes and other obligations. LDCs are empowered to sell, lease, mortgage or otherwise dispose of or encumber facilities or any real or personal property or any interest therein.

A copy of this specific legislation can be found at the following address:

[http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=\\$\\$NPC1411\\$\\$@TXNPC01411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW](http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=$$NPC1411$$@TXNPC01411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW)

### **11. Description of the Authority and its Board Structure:**

#### i) Names of Committees and Committee Members:

The ECIDA and its affiliates operate several committees as outlined on the ECIDA website at <http://www.ecidany.com/about-us-board-committees>. Attachment 6 outlines the committee members.

#### ii) Lists of Board Meetings & Attendance:

A list of the various Board meetings and Board attendance is outlined on Attachment 7.

iii) Description of major authority units, subsidiaries:

The ECIDA and its affiliates do not have any subsidiaries.

iv) Number of Employees:

The ECIDA had 18 full-time employees in 2021.

v) Organizational Chart:

The ECIDA's organizational chart is posted on the ECIDA's website at:

[https://www.ecidany.com/documents/Press\\_Room/Organizational%20Chart%20-%20as%20of%20June%202019.pdf](https://www.ecidany.com/documents/Press_Room/Organizational%20Chart%20-%20as%20of%20June%202019.pdf)

**12. Bylaws:**

The Bylaws for the ECIDA and its affiliates are posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-policies>.

**13. Listing of Material Changes in Operations and Programs:**

ECIDA, through its development arm ILDC, continued redevelopment work at the former Bethlehem Steel site in Lackawanna, NY, now known as Renaissance Commerce Park. An additional \$7.6 million was awarded through Empire State Development in 2021 for infrastructure improvements required for redevelopment of the site. Water and sewer engineering work began during the year, with a \$700,000 grant from Erie County, as well as Shoreline Trail enhancements with support from the NYS Department of State. Uniland Development agreed to purchase a ten-acre parcel of land for a new construction commercial warehouse building in 2021. Part 1 of Phase II of land acquisition was completed during the year as well, bringing the total acreage owned to approximately 161.

The ILDC began work on the Agri-Business Park's Master Plan/GEIS in 2021, the ILDC's other major property in Evans, NY. This work is being completed with grant support from National Grid (\$354,000) and Erie County (\$230,000).

The following programs/initiatives that began in 2020 in response to the COVID-19 pandemic continued during the year:

- ECIDA's grant program to assist businesses negatively impacted by the pandemic continued through the end of the program in June 2021. These grants reimbursed small businesses and not-for-profit entities for the cost of acquiring personal protective equipment and/or installing fixtures to help prevent the spread of COVID-19. The ECIDA Board allocated a total of \$1,000,000 of agency general funds this program in 2020-2021, and awarded \$700,900.
- ECIDA was awarded up to \$5 million by the Economic Development Administration under the federal CARES Act, which was sub-granted to RDC to establish a new revolving loan fund (RLF). The purpose of this loan fund is to alleviate sudden and severe economic dislocation caused by the COVID-19

pandemic, support economic resiliency, and further the long-term economic adjustment objectives of Erie County. The entire \$5 million was lent by the end of 2021.

In 2021 based on the overall performance and successful operation of the EDA (Legacy) revolving loan fund (RLF) since its inception in 1979, the EDA released its Federal interest in the RLF. This courtesy was only offered to RLF operators that have operated satisfactorily for at least seven years beyond the disbursement of grant funds.

ECIDA's Board approved updates to the Procurement Policy, Sexual Harassment Policy, and Employee Compensation Program in 2021.

**14. Four-Year Financial Plan:**

A copy of the four-year financial plan is posted on the ECIDA's website at <https://www.ecidany.com/about-us-corporate-reports>.

**15. Board Performance Evaluations:**

The ECIDA, RDC and ILDC Boards of Directors conducted a Board Performance Evaluation in 2021 and forwarded the results to the Authority Budget Office. The surveys are not subject to disclosure under article six of the Public Officers Law.

**16. Assets/Services bought or sold without competitive bidding:**

Attachments 8, 8A, and 8B are Procurement Reports that are filed under PARIS for the ECIDA, RDC, and ILDC respectively. These reports outline the assets and services purchased through competitive and non-competitive bidding for all procurements in excess of \$5,000.

**17. Description of material pending litigation:**

The audited financial statements for the ECIDA, RDC, and ILDC outline any material pending litigation. The audited financial statements are posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports>.



## Certification Pursuant to Section 2800(3) of the Public Authorities Law

Pursuant to Section 2800 (3) of the Public Authorities Law, each of the undersigned officers of Erie County Industrial Development Agency, Buffalo and Erie County Regional Development Corporation, and the Buffalo and Erie County Industrial Land Development Corporation does hereby certify with respect to the annual financial report of the Corporation (the "Annual Financial Report") posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports> that based on the officer's knowledge:

1. The information provided in the Annual Financial Report is accurate, correct and does not contain any untrue statement of material fact;
2. Does not omit any material fact which, if omitted, would cause the financial statements contained in the Annual Financial Report to be misleading in light of the circumstances under which such statements are made; and
3. Fairly presents in all material respects the financial condition and results of operations of the Corporation as of, and for, the periods presented in such financial statements.

  
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John Cappellino  
President & CEO

  
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Mollie Profic  
Vice President/CFO

**Erie County Industrial Development Agency (ECIDA)  
Buffalo & Erie County Industrial Land Development Corp. (ILDC)  
Buffalo & Erie County Regional Development Corporation (RDC)**

***2021 Mission Statement and Performance Measurements***

***Approval Date: March 24, 2021***

**Purpose:**

The Public Authorities Law requires public authorities to develop and adopt a mission statement and to develop performance measures to assist them in determining how well they are carrying out their mission. The Authorities Budget Office (ABO) requires that all public authorities utilize the following format to annually review their mission statement and performance measures and publish a measurement report. This report is designed to satisfy these requirements.

Please note: The ECIDA publishes an annual report outlining detailed project information and accomplishments called "Year in Review." The Year in Review is on the ECIDA's website at <https://www.ecidany.com> under "About Us" then "Annual Reports".

**Mission Statement:**

The mission of the Erie County IDA and its affiliates is to provide the resources that encourage investment, innovation, workforce development and international trade resulting in a successful business climate focused on growth, economic stability, job creation and retention for businesses and individuals which improve the quality of life for the residents of the region.

**Performance Goals, Measures & Results:**

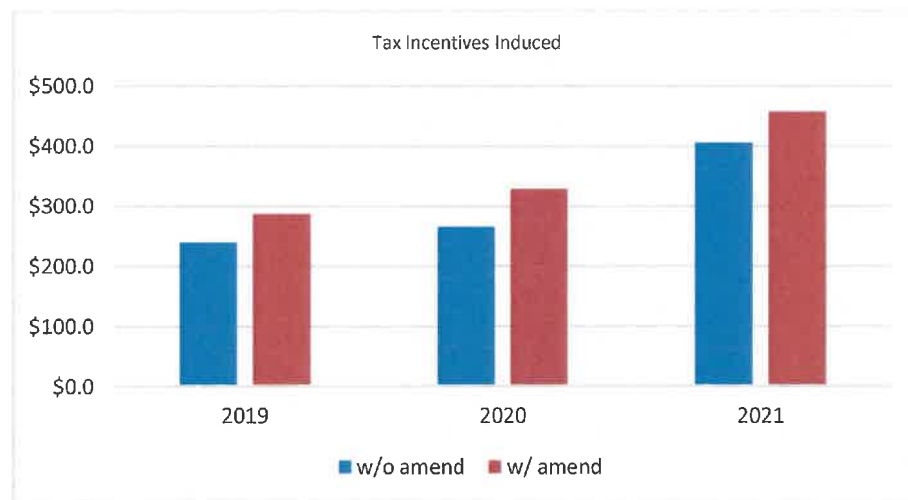
***Goal 1: To promote private investment & innovation:***

*Objective 1A:* ECIDA: Encourage private sector investment by providing incentives and other economic development services to spur eligible development projects.

Measurement: Value of new private investments from tax incentives

Metric\*: \$200 - \$225 M in private investment from approved tax incentives

Results: A total of 22 projects with a total private investment amount = \$457.5 M were approved far exceeding our goal. This included 3 amendatory and 5 adaptive reuse projects. Strength in several industry sectors including manufacturing (11 projects) and warehouse distribution/spec buildings (3 projects) that when combined represent 90% of the total investments made. Of note, the ECIDA approved its first solar PILOT in 2021 contributing to NY State's green energy goals.



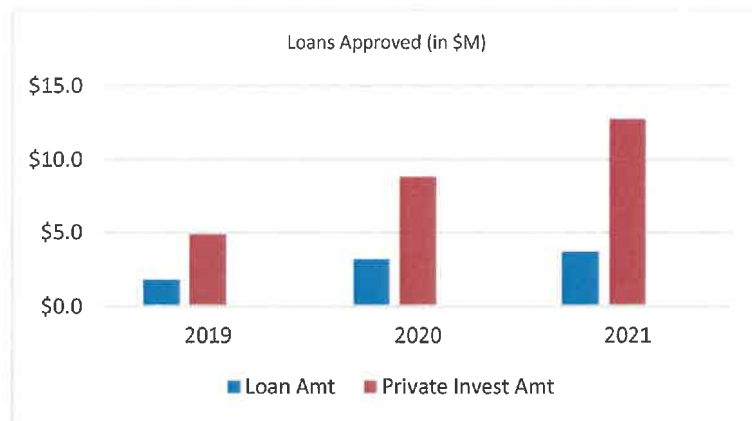
**Objective 1B:** RDC: Provide “gap financing” to spur the creation of new businesses and private-sector investment in working capital, machinery and equipment.

**Measurement:** Number of loans, \$ amount of loans and amount of private investment for loans approved

**Metric\*:** \$3 M in new business loans with the private investment amount of \$3 M for a total of 7 loans approved

**Results:** In 2021, the RDC approved 7 loans from the Legacy Fund for \$3,730,000 with \$12.7 M in private investment.

Note: a new \$5 million Revolving Loan Fund was created through the EDA CARES ACT to assist businesses with the economic injury caused by Covid. The \$5 million per this fund was lent out to Erie County Businesses in 2021 and are not included in the graph below. (see Objective 4A for further details).

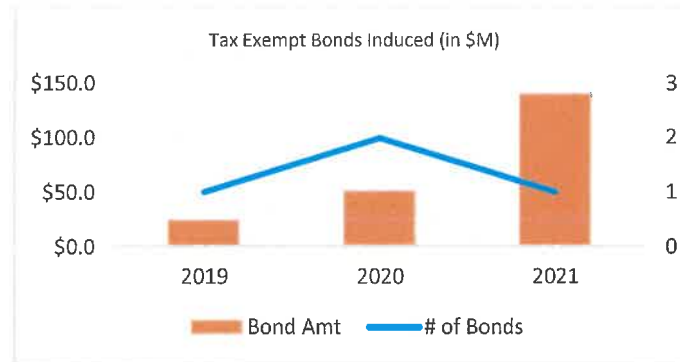


**Objective 1C:** ECIDA & ILDC: Assist non-profit and other eligible borrowers to obtain low-interest, tax-exempt bond financing.

**Measurement:** Value of private investments from low-interest financing provided to non-profit organizations

**Metric\*:** 1 - 2 tax exempt bonds totaling \$25 - \$30 M

**Results:** The ECIDA approved 1 bond for \$140 M (Joint School Construction Board Refunding of 2011A and 2011B bonds).

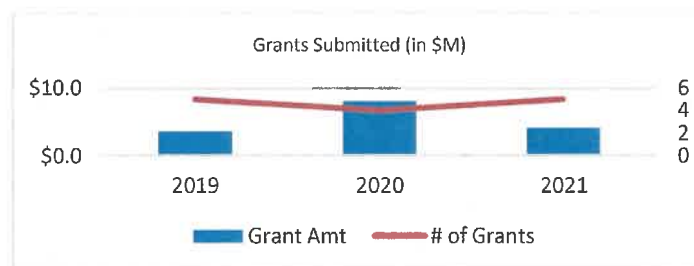


**Objective 1D:** ECIDA & ILDC: Pursue state, federal and private funding opportunities to support priority projects and leverage private investment.

**Measurement:** Number and \$ amount of grant applications submitted

**Metric\*:** 2- 3 grants submitted for \$800,000 - \$ 1 M

**Results:** Five grants have been submitted for a total of \$4,174,093. Three (3) grants for a total of \$3,370,024 have been approved, while the remaining two (\$804,069) are currently pending a decision.



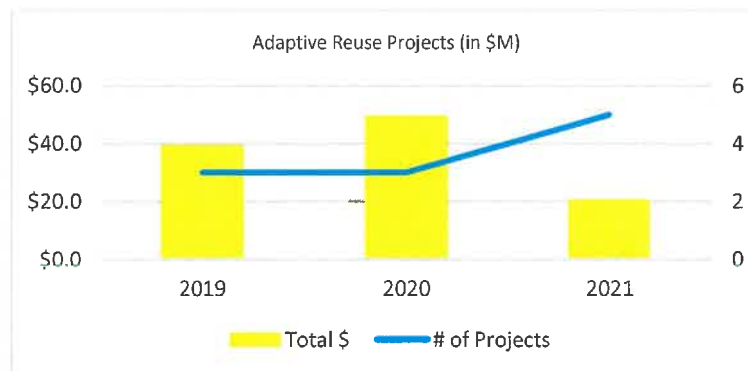
**Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:**

**Objective 2A: ECIDA & ILDC: Support the re-investment in vacant, abandoned and underutilized buildings.**

**Measurement:** Number and investment value of adaptive re-use building projects

**Metric\*:** Five to six projects approved totaling \$40M - \$50M in private investment

**Result:** Five adaptive projects have been approved with total private investment = \$ 20.4 M. While the number of projects we assisted was as expected, the project size was smaller than anticipated per past performance. Of note, these 5 projects range between \$2.8 M - \$8.3 M in private investment and represent important in-fill projects: (1) in the City of Tonawanda and (4) in the City of Buffalo. The projects will create a total of 81 apartment units of which 29 units (36%) will be available at 80% of Area Median Income (AMI). All 5 projects are located in distressed census tracts based upon 2020 census data.

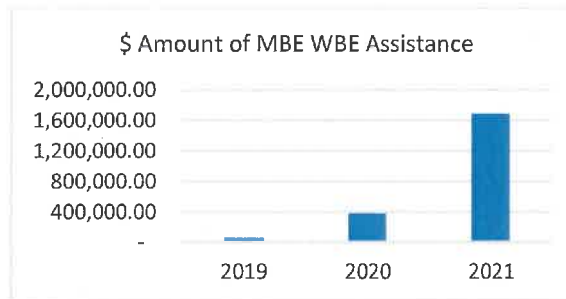


**Objective 2B:** ECIDA & RDC: Support the creation and growth of small business and minority & women-owned businesses (MWBE).

**Measurement:** Number and \$ amount of MWBE business loans, tax incentives and PPE Reimbursement grants

**Metric:** \$250,000 in assistance to 30 – 40 MWBEs

**Results:** In 2021, a total of **40** minority, woman and/or veteran owned businesses received assistance totaling over **\$1.69 M**. Minority/women/veteran owned businesses received: 11 loans for \$1.46 M (Cares Act revolving loan fund), 28 PPE Reimbursement grants totaling \$178,127 and 1 tax incentive that provided \$54,300 in tax savings.



**Objective 2C:** ECIDA, ILDC & RDC: Formalize MBE/WBE procurement goal for Agency – Operational Purchases.

**Measurement:** Procurement goal \$ amount and % spent with MWBE vendors

**Metric:** Vendor Operational Purchases of \$18,000 / 30% MWBE: office supplies, catering, equipment leasing etc.

**Results:** A total of \$87,500 operational purchases were identified (major categories were office supplies, IT services/hardware/software, and marketing/printing). Of that total, \$16,636 (19%) were from M/WBEs. \$9,632 (11%) were from WBEs and \$7,005 (8%) were from MBEs. While ECIDA did not meet our 2021 goal, we did increase our M/WBE spend by 50% (\$5,600). We also identified and began doing business with an MBE office supply company.

Objective 2D:	ECIDA, ILDC & RDC: Formalize MBE/WBE procurement goal for Agency– Other purchases.
Measurement:	Procurement goal \$ amount and % spent with MWBE vendors
Metric:	Meet 100% of the following measures - <u>Professional services</u> including 30% MWBE for engineering/design, <u>Construction service</u> that includes 30% MWBE for contract utilization and <u>RFPs and/or bids scoring</u> – that includes MWBE utilization and/or D&I initiatives valued at 10% of the scoring index
Results:	<p><b>Professional Services:</b> 100% compliance: Six RFP/bids issued in 2021 with value = \$1.2 M included 30% MWBE. 5 of 6 RFPs have been awarded to vendors with commitment to 30% MWBE (= \$392,285).</p> <p><b>Construction Services</b> (none).</p> <p><b>RFPs and/or Bids Scoring:</b> 100% of RFPs included scoring value = 10% for MBE/WBE commitment.</p>

Objective 2E:	ECIDA, ILDC & RDC: Create a formal diversity, inclusion & equity policy for the organization focusing on staff development and employment goals.
Measurement:	Implement training re: Racial Equity
Metric:	Conduct Racial Equity training for existing staff and new hires (add to onboarding process). Offer Racial Equity training to Board & Board Committee Members
Results:	Efforts to support diversity, inclusion and equity in the workplace included the following: 1) In June, 2021, ECIDA staff virtually attended the 2021 Diversity & Inclusion Symposium presented by BNP and the Community Foundation. All staff including anyone who was unable to attend this ½ day event and staff hired “post-event” were provided with access to the various presentations and tools from the symposium to review independently. The ECIDA plans to utilize new software to store on-boarding materials including Racial Equity training from this event or similar training as available. 2) The scope of work for the updated Comprehensive Economic Development Strategy (CEDS) includes



recommendations for promoting Equity in economic development planning and implementation to ensure that underserved populations have the opportunity to participate in Erie County's economic prosperity. 3) ECIDA staff member participated in the Canisius Women's Business Center's Building Allyship Program – a program that brings together women of color entrepreneurs and mentor volunteer. Upon program completion, staff member was matched with and is mentoring a start up minority business owner.

**Objective 2F:** ECIDA: Support the creation and retention of jobs at all salary levels.

**Measurement:** Total # and average \$ of jobs to be retained & created overall and broken down for the following categories: management, professional, administrative, production, independent contractor and other

**Metric:** Average salary for retained and created jobs at \$40,000 - \$45,000

**Results:** In 2021 the average salary for the 3,373 jobs retained and created through the ECIDA tax incentive projects was \$59,340. The total annual payroll amount = \$217.7 Million. The following is a breakdown of average salaries by category.

Category	# of Jobs	Salary	
		Without Fringe Benefits	With Fringe Benefits
Management	157	\$121,156	\$154,034
Professional	688	\$79,656	\$104,835
Administrative	181	\$46,685	\$60,744
Production	2,211	\$51,770	\$68,879
Independent Contractor	1	\$15,000	\$15,000
Other	75	\$72,152	\$87,363
	3,313		

\*note: The total # of jobs shown in the table is 60 fewer than noted in the overall results as one company submitted their job information confidentially (60 new jobs).

**Objective 2G: ECIDA, RDC & ILDC: Reach out to Erie County businesses to inform them of ECIDA & other business support services available.**

**Measurement: Number of sales contacts**

**Metric\*: 425-450 sales contacts made**

**Results:** In 2021 1,432 business development sales contacts were made. Business development outreach includes: 279 business development / events / professional partner meetings, 836 attendees to ECIDA presentations, 157 responses to PPE grant inquiries and 160 responses to COVID Loan Inquiries This year, we are including additional contacts made through MarCom activities. In 2021, 22,913 individuals were reached through the following MarCom outreach activities: sponsorships, panel participation, email blasts, holiday calendar mailing and podcasts.

**Objective 2H: ILDC: Support reinvestment in vacant and abandoned brownfield properties for the purpose of creating shovel-ready sites, new investment, and jobs.**

**Measurement: Number of acres of land redeveloped / in the process of redevelopment and public/private investment amounts**

**Metric: 400 acres of land under management**

**Results:** Continued management and redevelopment of approximately 490 acres of land: 250 acres vacant and/or brownfield and 240 acres of redevelopment for the Agribusiness Park. During 2021, the Renaissance Commerce Park saw private investments total over \$56 Mil and the number of jobs retained / to be created on the site rise to 291 FTE. Other 2021 Highlights include:

- Engaged Consultant and began Masterplan Agri-business Park
- Completed Shoreline Trail Extension Study
- Branded site Renaissance Commerce Park
- Completed Purchase Sale Agreement for 80 additional Acres at RCP
- Sold 10 acres to Uniland Development for spec. building
- Began design work for Utility extensions at Ridge Road and Odell St
- Began road "B" design work
- TMP Technologies began operations on site

### **Goal 3: To encourage international trade:**

<b>Objective 3A:</b>	ECIDA: Promote & support the use of Erie County's foreign trade zone (FTZ) to assist businesses in remaining globally competitive by reducing, eliminating, or deferring import duties.
<b>Measurement:</b>	Value of goods moving through FTZ #23 and # of FTZ activated sites
<b>Metric*:</b>	A total of 6 FTZ sites with goods valued at \$45 M - \$55 M moving through the zone
<b>Results:</b>	\$70.6 M in goods moved through the FTZ in 2020* up from \$3.8 M in the prior year. The FTZ sites increased to 7 with 18 businesses using the zone. The increase in FTZ activity was primarily due to a large sugar importer/manufacturer establishing a new distribution warehouse in EC FTZ #23. This help offset the continued uncertainty of foreign tariffs on goods due to U.S. Global Trade Policies being renegotiated by the Biden Administration with various foreign countries. Additionally logistic issues stymied the import and export of goods through FTZ #23 as COVID 19 related issues plagued the world's economy.
(note: due to FTZ reporting lag – the prior year's results will be listed)	

### **Goal 4: Response to Global Pandemic:**

<b>Objective 4A:</b>	Utilize "new" Revolving Loan Funds made available through the CARES Act to provide low-cost financing to Erie County businesses to alleviate sudden and severe economic dislocation or to support opportunities associated with COVID-19 pandemic.
<b>Measurement:</b>	Number of loans, \$ amount of loans
<b>Metric:</b>	20 loans approved, \$2.5 million in new loans
<b>Results:</b>	A total of over \$4.9 mil in new loans (30) were approved through CARES Act funding.

<b>Objective 4B:</b>	ECIDA: PANDEMIC RESPONSE - Assistance to Small Business & not-for-profit businesses in response to the COVID pandemic.
<b>Measurement:</b>	Allocation of funding to support ECIDA COVID 19 Emergency Grant Program and awarding business grants with a focus on businesses in distressed areas and MWBE & veteran owned businesses
<b>Metric:</b>	Additional \$500,000 allocated with 60 – 70 grants awarded
<b>Results:</b>	The ECIDA Board allocated an additional \$500,000 to the ECIDA grant program in Jan 2021. During 2021, the ECIDA COVID 19 Disaster Emergency Grant Program awarded 53 grants totaling \$328,720 to Erie County based not for profits, small businesses in distressed areas as well as to MWBE & veteran owned small businesses. The number of grants awarded fell slightly below the goal with the sudden end of the program on 6/24/21 upon the Governor lifting the NY State of Emergency.

<b>Objective 4C:</b>	ECIDA RDC, ILDC: PANDEMIC RESPONSE – Support Small Businesses in Erie County Consortium Communities whose owners have low to moderate household incomes.
<b>Measurement:</b>	Provide administrative support for the Erie County Microenterprise Loan program funded by Community Development Block Grant funds.
<b>Metric:</b>	20 microloans approved totaling \$500,000.00
<b>Results:</b>	In 2021, a total of 22 Erie County Microenterprise Loans closed totaling \$760,000.

**Goal 5: To safeguard the public's investment by ensuring compliance and transparency with ECIDA Policies & Procedures, NYS Tax, EDA and ABO requirements:**

**Objective 5A: ECIDA: Client compliance with material terms including local labor, employment retention & creation, investment, pay equity and unpaid real property tax policies.**

**Measurement:** Analysis of quarterly employment & local labor reports, review of investment verifications, completion of pay equity audits by Erie County office of EEO and real property tax payments through the Erie County Commissioner of Real Property Services

**Metric:** 100% compliance

**Results:** 100% of client material terms reporting and filing were met including for the 3/31/21 ABO annual report. As a result of the pandemic, there were X companies that did not meet their employment requirement due to the pandemic. The Board passed a resolution providing relief from recapture procedures for those companies that demonstrated employment impacts from the pandemic and economic shutdown.

**Objective 5B: ECIDA: Client compliance with the New York State Sales and Use Tax program.**

**Measurement:** Review of clients' ST-340 forms and the amount of the sales tax savings approved by the Board of Directors to ensure that the amount of the sales tax savings that clients report does not exceed the board approved amounts

**Metric:** 100% client compliance

**Results:** 100% compliance for 3/31/21 reporting of clients not exceeding approved sales tax limits - sales tax amounts exceeding approved limits were collected and submitted to NYS.

**Objective 5C: RDC: Ensure proper controls and safeguards over the administration of the revolving loan fund (RLF).**

**Measurement:** Obtain the highest rating from the U.S. Dept of Commerce: Economic Development Administration (EDA) on the quality / health of the RLF administered by the RDC

**Metric:** "A" rating from the EDA

**Results:** In 2021 based on the overall performance and successful operation of the RLF (since inception in 1979), the EDA, released its Federal interest in the RLF. This courtesy was only offered to RLF awardees that have operated satisfactorily for seven years beyond the disbursement of grant funds. No "letter" rating was provided.

**Objective 5D:** ECIDA, RDC & ILDC: Compliance with ABO's deadlines and regulatory requirements.

**Measurement:** Timely and accurate filing of the annual PARIS reports, budget and financial audits

**Metric:** 100% compliance

**Results:** All annual PARIS (ABO) reporting was filed on time and in an accurate fashion meeting the ABO's 3/31/21 deadline. .

**Objective 5E:** ECIDA, RDC & ILDC: Board Member compliance with ABO regulatory requirements.

**Measurement:** Board completion of the annual Board of Directors Self Evaluation, execution of the Acknowledgement of Fiduciary Duties & Responsibilities forms, and completion of the required ABO board member training

**Metric:** 100% compliance

**Results:** All Board of Directors (ABO) reporting was filed on time and in an accurate fashion meeting the ABO's 3/31/21 deadline. .

The Agency is on track to meet filing requirements of the ABO's 3/31/22 reporting deadline.

\*Metrics were calculated based upon a 3-year rolling average (for period 2019 – 2021) with adjustments made to reflect expected future economic trends, pipeline strength and other factors that are anticipated to impact future results.

## Governance Certification

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

Board of Directors response: Yes

2. Who has the power to appoint the management of the public authority?

Board of Directors response: The Board of Directors

3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority?

Board of Directors response: The Board has not adopted a written policy. However, the Board follows prudent and reasonable practices to appoint responsible individuals.

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

Board of Directors response: The role of the Board regarding the implementation of the public authority's mission is to provide strategic guidance, oversight, mission authorization, policy setting and validation of the authority's mission, performance measurements and results. The role of management is to collaborate with the Board in strategy development and to implement established programs, processes, activities and policies to achieve the public authority's mission.

5. Has the Board acknowledged that they have read and understood the responses to each of these questions?

Board of Directors response: Yes

ECIDA Bonds

Id	Trustee	ProjectName	Bond Amount	Year Start Balance 2021	Year End Balance 2021	Principal Paid 2021	Interest Rate	Bond/Loan Number	Bond Maturity
2591	M&T Bank	Canisius High School	\$22,250,000	\$ 10,820,000	\$ 10,450,000	\$ 370,000	var	1012768	2/1/38
2491	M&T Bank	Hydro-Air Components, Inc.	\$9,800,000	\$ 3,065,000	\$ -	\$ 3,065,000	Var.	1034103	4/1/26
10216	U.S. Bank National Association	Medaille College 2013 Refund of ECIDA 2003 Bond	\$18,240,000	\$ 14,360,000	\$ 13,700,000	\$ 660,000	fixed	11943KBA9, 11943KBB7, 11943KBE1, 11943KBC5, 11943KBD3	2/16/35
10404	Zions Bancorporation	Marina Vista	\$13,300,000	\$ 13,139,929	\$ 12,957,964	\$ 181,965	fixed	CPC7068801, 7916	12/20/37
1062	M&T Bank	Niagara Maryland Development, LLC	\$2,500,000	\$ 610,000	\$ 420,000	\$ 190,000	var	295088FM5	6/1/23
10504	U.S. Bank National Association	Related Affordable/Elmwood Square Apartments	\$8,590,000	\$0	\$ 8,590,000	\$ -	1.846%, Fixed		2038
10140	M&T Bank	Joint Schools Construction Board 2012A Refinancing	\$209,540,000	\$113,860,000	\$ 95,185,000	\$ 18,675,000	var.	G018	5/1/26
10194	M&T Bank	Joint Schools Construction Board 2013 Refund of 2009A Bonds	\$62,540,000	\$ 60,795,000	\$ 60,520,000	\$ 275,000	var	254	5/1/28
10134	M&T Bank	Joint Schools Construction Project - 2011 Bonds	\$277,875,000	\$ 156,040,000	\$ -	\$ 156,040,000	var.	G005, G006	5/1/32
10291	M&T Bank	Board (Refund of 2007A & 2008A bonds) - Series 2015A	\$236,975,000	\$ 179,055,000	\$ 160,470,000	\$ 18,585,000	var.	H378	2029
10342	M&T Bank	Board-Series 2016A (Refund of 2009A Bonds)	\$133,580,000	\$ 123,985,000	\$ 115,370,000	\$ 8,615,000	2.17		2031
2360	New York Housing Finance Agency	2009 Shoreline Apartments LLC	\$9,000,000	\$ 1,186,988	\$ 1,143,250	\$ 43,738	0.055	5003	11/30/41
1035	Huntington National Bank	Child & Family Services of Erie County	\$4,200,000	\$ 595,000	\$ 205,000	\$ 390,000	var.	ERIENYCHL002 ; 5082022935	6/1/22
1036	Huntington National Bank	People, Inc.	\$13,685,000	\$ 180,000	\$ 60,000	\$ 120,000	.0722; var	ERIENYPEOPLE; 5082023104	6/1/22
2516	Bank of New York Mellon	Our Lady of Victory Renaissance Corporation	\$11,860,000	\$ 7,785,000	\$ 7,305,000	\$ 480,000	0.053		4/1/32
10621	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo	\$109,135,000	\$0	\$ 109,135,000	\$ -	Fixed		2032
				\$ 685,476,917	\$ 595,511,214				



ILDC Bonds

Attachment #2

Id	Bank	ProjectName	Bond Amount	Year Start Balance 2021	Year End Balance 2021	Principal Paid 2021	Interest Rate	Loan Number	Bond Maturity
10111	M&T Bank	Cantalcian Center for Learning- Series A	\$9,525,000	\$5,832,500	\$5,378,333	\$454,167	var.	1034105	2033
10398	M&T Bank	Medaille College 2018 Series Refunding of 2010 Bonds	\$9,350,000	\$ 9,255,000	\$ 9,150,000	\$105,000			2038
10316	Key Bank	Buffalo Academy of Science Charter School	\$3,250,000	\$1,129,786	\$ -	\$1,129,786	3.08	9014559613-000000001	4/30/23
2758	UMB Bank	Enterprise Charter School	\$7,345,000	\$6,355,000	\$ 6,215,000	\$140,000	7.5	1032851	2040
10371	M&T Bank	Tapestry Charter School	\$33,900,000	\$33,075,000	\$ 32,625,000	\$450,000		Series A - 123350-000 Series B - 123351-000	2052
10399	Wilmington Trust	Global Concepts Charter School	\$6,185,000	\$ 5,755,000	\$ 5,525,000	\$230,000	4 & 5%	131876-000	10/1/37
10375	U.S. Bank	Charter School for Applied Technologies	\$22,995,000	\$20,335,000	\$ 19,355,000	\$980,000		220612000	2035
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	\$30,760,000	\$21,530,000	\$20,690,000	\$840,000	Libor rate: 1.3375	3233822	2038
10296	M&T Bank	New York - Refund of 2004-2005 DASNY Bonds - Series	\$16,195,000	\$16,195,000	\$16,195,000	\$0	rate: 1.4075	3233830	2040
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/k/a Fox Run	\$44,490,000	\$38,330,000	\$ 36,975,000	\$1,355,000	1-5%		2037
10018	Key Bank	134 High Street, LLC	\$24,050,000	\$19,773,180	\$ 19,312,637	\$460,543	1.9	2000 19408	2022
10338	M&T Bank	854 Ellicott Street, LLC	\$44,328,500	\$42,200,618	\$ 41,332,249	\$868,369	2.95	99-6641368-3	2051
10278	The Bank of New York Mellon	Catholic Health System	\$93,800,000	\$81,320,000	\$ 77,245,000	\$4,075,000	5		2045
10470	U.S. Bank	D'Youville College	\$48,205,000	\$48,205,000	\$ 47,405,000	\$800,000	Variable		2050
				\$349,291,084	\$ 337,403,219				

**Erie County Industrial Development Agency**  
**Compensation Schedule**  
**Year Ended: December 31, 2021**

**ATTACHMENT 3**

The following employees had a base salary greater than \$100,000 in 2021:

Name	Title	Salary	Performance Compensation	Payroll Taxes*	Benefits	Total
John Cappellino	President & CEO	\$ 179,220	-	10,974	44,092	\$ 234,286
Karen Fiala	Vice President & Manager, Tax Incentive Products	\$ 100,576	-	7,830	24,715	\$ 133,121
Elizabeth O'Keefe	Vice President - Operations	\$ 104,097	-	8,099	21,014	\$ 133,210
Mollie Profic	Vice President & CFO	\$ 106,426	-	8,278	35,349	\$ 150,053

\* Represents Employer's Share of FICA taxes (Social Security & Medicare) & NYS Unemployment Insurance taxes

# Attachment 3A



Annual Report for Erie County Industrial Development Agency  
 Fiscal Year Ending: 12/31/2021

Run Date: 03/28/2022  
 Status: UNSUBMITTED  
 Certified Date: N/A

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Poloncarz, Mark	Board of Directors												X	
Pridgen, Darius	Board of Directors												X	
Roché, Sr. Denise	Board of Directors												X	
Schoetz, Kenneth	Board of Directors												X	
Vukelic, Paul	Board of Directors												X	
Wilson, Renee	Board of Directors												X	

**Staff**

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Cappellino, John	President & CEO											X		
Fiala, Karen	Vice President & Manager, Tax Incentive Products		X											
OKeefe, Elizabeth	Vice President of Operations												X	
Profic, Mollie	Vice President & Chief Financial Officer												X	

## Erie County Industrial Development Agency

Projects Undertaken by the Corporation  
Year Ended: December 31, 2021

Company	Projected Jobs Year - 2	Net Jobs Projected to be Created	Lease Project Amount	Tax Exempt Bond Amount	Date Approved
1 Sumitomo Rubber USA, LLC	1399	0	\$ 126,000,000		10/27/2021
2 Thermo Fisher North Expansion	867	60	85,000,000		1/27/2021
3 283 Ship Canal Parkway	76	76	52,284,244		6/23/2021
4 Time Release Properties*	123	20	22,700,000		2/24/2021
5 Coca-Cola Beverages Northeast, Inc.	124	10	22,611,507		9/22/2021
6 Sucro Real Estate, LLC.	50	45	19,000,000		1/27/2021
7 Great Point Studios Buffalo*	17	17	15,984,800		11/17/2021
8 BLD VII, LLC	41	41	14,570,786		4/28/2021
9 Polymer Conversions	140	15	14,250,000		7/28/2021
10 Calspan Corporation	163	20	13,500,000		1/27/2021
11 Surmet Ceramics Corp.	31	18	11,500,000		3/24/2021
12 Pine Pharmaceuticals	119	40	8,615,000		1/27/2021
13 MCG Real Estate Holdings, LLC	0	1	8,258,268		5/26/2021
14 132 Dingens Street, LLC	23	23	7,450,000		7/28/2021
15 Bullis Road Solar	0	0	6,389,343		9/22/2021
16 Walcot Apartments	1	1	3,345,000		9/22/2021
17 Terzo Development	1	1	3,050,000		3/24/2021
18 Skycatcher Holdings, LLC	47	6	2,879,000		9/22/2021
19 George Lewis House Apartments	1	1	2,875,000		9/22/2021
20 72 East Niagara Street, LLC	20	3	2,836,736		1/27/2021
21 Eastman Machine Company	129	3	1,665,000		2/24/2021
22 JSCB Series 2011A and 2011B Refunding Bonds	0	0		140,000,000	4/28/2021
<b>Total:</b>	<b>3372</b>	<b>401</b>	<b>\$ 444,764,684</b>	<b>\$ 140,000,000</b>	

\*Indicates an amendatory project.

## ATTACHMENT 4A

### Buffalo & Erie County Regional Development Corporation

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2021

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 KSL Diagnostics, Inc.	\$ 1,000,000	7/30/2021
2 Buffalo Film Works, Inc.	250,000	3/26/2021
3 Allied Circuits, LLC	250,000	4/29/2021
4 Radio One Buffalo, LLC	250,000	4/29/2021
5 Amherst Pizza & Ale House, Inc.	250,000	5/4/2021
6 AFT Lenox, LLC	250,000	5/6/2021
7 Tundra Transport, LLC	250,000	5/13/2021
8 MainSpring, LLC d/b/a Lakeward Spirits	250,000	5/20/2021
9 Trace Assets Protection Services, LLC	250,000	5/26/2021
10 Tomric Systems, Inc.	250,000	6/21/2021
11 Premium Coffee of WNY, LLC	250,000	6/23/2021
12 Surianello General Concrete Contractors	250,000	7/27/2021
13 166 Chandler Holdings, LLC	250,000	7/30/2021
14 Buffalo Fermentation, Inc.	250,000	10/8/2021
15 WNY Medical Management, LLC	250,000	7/15/2021
16 166 Chandler Holdings, LLC	250,000	7/30/2021
17 Law Office of Jennifer Hurley, LLP	200,000	4/5/2021
18 Capello Salon III, Inc.	175,000	6/2/2021
19 S & K Kitchens, Inc. dba Kitchen Tune-Up	150,000	7/20/2021
20 KJJ Group, LLC	150,000	8/26/2021
21 MainSpring, LLC d/b/a Lakeward Spirits	150,000	5/20/2021
22 Frank T. Minisci, CPA	125,000	3/30/2021
23 Buffalo Niagara Weldworks, Inc.	125,000	6/30/2021
24 Bhavani Group, Inc.	100,000	3/30/2021
25 Peterson Heating and Cooling, Inc.	100,000	5/13/2021
26 Rosewood Signs, Inc.	100,000	7/9/2021
27 Kathy's Kid Kare, Inc.	100,000	7/12/2021
28 Mataji's Inc.	100,000	7/12/2021
29 Tundra Transport, LLC	80,000	5/13/2021
30 Eleven Lights, Inc. dba Ballyhoo	75,000	9/2/2021
31 Alexander Dunn dba Underground Gym	60,000	6/11/2021
32 Styles of Man, Inc.	50,000	6/25/2021
33 Divorce Mediation Svcs. of Bflo, LLC	40,000	6/15/2021
Total	<u>\$ 6,630,000</u>	

**ATTACHMENT 4B****Buffalo & Erie County Industrial Land Development Corporation**

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2021

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Kwilos Farms	\$ 35,000	1/8/2021
2 Cross Roads Bar and Grill	35,000	1/12/2021
3 Fetch! Gourmet Dog Treats LLC	35,000	1/19/2021
4 Corporate Wellness Global Inc.	35,000	1/26/2021
5 Creekside Market	35,000	2/21/2021
6 Saxon Services	35,000	4/22/2021
7 Lighting Done Right (Mike Montaldi)	35,000	5/19/2021
8 Fit OP, LLC (1)	35,000	6/29/2021
9 Fit EA, LLC (2)	35,000	6/29/2021
10 The GreenerWe	35,000	8/19/2021
11 Lilly Belle Meads LLC	35,000	8/27/2021
12 Arts Cafe Management LLC	35,000	9/24/2021
13 Boca Wood Products LLC	35,000	10/14/2021
14 Bella Publishing	35,000	10/26/2021
15 Off the Wall Sandwich Co.	35,000	10/26/2021
16 BGM 4 LLC	35,000	11/15/2021
17 L&B Transportation LLC	35,000	11/16/2021
18 Danasons Border Services Inc.	35,000	11/19/2021
19 Esthetic Solutions	35,000	12/9/2021
20 Destination X Travel	35,000	12/13/2021
21 Amy Lynn's Dance Studio	30,000	8/2/2021
22 Real Straw LLC	30,000	10/5/2021
Total	<u>\$ 760,000</u>	

**Erie County Industrial Development Agency**  
**Property Report**  
**Year Ended: December 31, 2021**

Table 1. The following is a listing of all real property owned by the ECIDA and its affiliates at December 31, 2021.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV of Property*
ECIDA	Gateway Trade Center - N.W. Hamburg Turnpike, Lackawanna, NY 14218	Commercial warehouse	\$ 1,140,000
ECIDA	143 Genesee Street, Buffalo, NY 14203	12,803 square foot office facility	1,800,000
ILDC	3445 River Road, Tonawanda, NY 14150	Vacant land	20,000
ILDC	1526 Eden Evans Center Road, Evans, NY 14006	154.84 acres of land w/4 commercial buildings	543,506
ILDC	Eden Evans Center Road, Evans, NY 14006	79.7 acres of vacant land	160,000
ILDC	2303 Hamburg Turnpike, Lackawanna, NY 14218	161.18 acres of vacant land w/19,368 s.f. building	\$ 1,772,696

Table 2. The following is a listing of personal property (with a fair market value ("FMV") in excess of \$5,000) and all real property that was disposed of during 2021.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Purchaser	Date of Sale	Price Received
ILDC	Part of 2303 Hamburg Turnpike, Lackawanna, NY 14218	8.36 acres of vacant land	\$ 183,920	BLD VII, LLC 100 Corporate Parkway, Suite 500 Amherst, NY 14226	10/6/2021	\$209,000
ILDC	Part of 1526 Eden Evans Center Road, Evans, NY 14006	1.85 acres of vacant land	\$ 6,494	Town of Evans 8787 Erie Road Angola, NY 14006	7/20/2021	\$1

Table 3. The following is a listing of all real property that was acquired during 2021.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Seller	Date of Purchase	Price Paid by ILDC
ILDC	Part of 2303 Hamburg Turnpike, Lackawanna, NY 14218	31.58 acres of vacant land (Parcels II-5, II-6 and II-7)	\$ 694,760	Tecumseh Redevelopment Inc. 2303 Hamburg Turnpike Lackawanna, NY 14218	8/25/2021	\$473,700

Please note that the above listing excludes the hundreds of properties in which the ECIDA has technical title in order to convey certain tax or other benefits. The properties presented are those where the ECIDA has "real" beneficial ownership.

\* Based on assessed value (adjusted for tax equalization rate if applicable) or appraisal, if available.

**ECIDA/RDC/ILDC Board Committees**  
**(As of 12/31/21)**

Attachment #6

Key: E= ECIDA, R=RDC, I=ILDC

Name	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Loan Write-Off
Denise Abbott						ER	ER	
April Baskin *						ER		
Penny Beckwith*				ERI				ERI
Diane Benczkowski								ERI
Mark Blue			E		ERI	ER		
Bryon Brown	ER					ER		
Johanna Coleman*						ER		
Allison DeHoney*				ERI				
Colleen Dipirro *						ER		
Joseph Emminger	ER						ER	
Dottie Gallagher			E		ERI			
Rebecca Gandour*							ER	
Howard Johnson		ERI			ERI			
Tyra Johnson-Hux		ERI						ERI
Richard Krebs*						ER		
Brian Kulpa				ERI				
Nancy LaTulip*							ER	
Richard Lipsitz	ER		E		ERI	ER		
Brenda McDuffie	ER	ERI				ER		
David Mckinley*							ER	
Glenn Nellis	ER			ERI		ER		
Mark Poloncarz	ER	ERI	E		ERI			
Darius Pridgen	ER							ERI
Denise Roche			E		ERI			
Kenneth Schoetz		ERI	E		ERI			ERI
Laura Smith *						ER		
David State *		ERI				ER		



**ECIDA/RDC/ILDC Board Committees**  
**(As of 12/31/21)**

Attachment #6

Key: E= ECIDA, R=RDC, I=ILDC

	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Loan Write-Off
Lavon Stephens*						ER		
Michael Szukala*				ERI				
Michael Taylor*							ER	
Paul Vukelic			E	ERI		ER		
Maria Whyte*		ERI				ER		
Renee Wilson					ERI			
William Witzleben*				ERI				ERI
Royce Woods*							ER	

\* Non-Board members

**2021 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST**  
**X = ATTENDED**

Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
ECIDA	ECIDA	1/27/21	2/24/21	3/24/21	4/28/21	5/26/21	6/23/21	7/28/21	no meeting	9/22/21	10/21/21	11/17/21	no meeting	
	Denise Abbott		X	X	X	X	X	X		X	X	X		
	Hon. Diane Benczkowski	X	X	X	X	X	X			X	X	X		
	Rev. Mark Blue	X	X	X	X	X	X	X		X	X	X		
	Hon. Byron Brown													
	James Doherty													
	Hon. Joseph Emminger		X	X	X			X		X	X	X		
	Dottie Gallagher			X		X				X				
	Howard Johnson	X			X	X		X		X	X	X		
	Tyra Johnson	X	X	X		X	X			X	X	X		
	Hon. Brian Kulpa	X	X					X		X	X	X		
	Richard Lipitz	X	X	X		X	X	X		X	X	X		
	Brenda McDuffie	X	X	X	X	X	X	X		X	X	X		
	Hon. Glenn Nellis	X	X	X	X		X	X		X	X	X		
	Hon. Mark Poloncarz	X	X		X	X	X	X			X			
	Rev. Darius Pridgen	X		X	X			X		X		X		
	Sr. Denise Roche	X	X	X	X	X	X	X			X	X		
	Kenneth Schoetz	X	X	X	X	X	X	X		X	X	X		
	Paul Vukelic	X	X					X		X	X	X		
	Renee Wilson									X		X		
Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
RDC	RDC	no meeting	2/24/21	3/24/21	no meeting	5/26/21	no meeting	7/28/21	no meeting	9/22/21	10/27/21	no meeting	no meeting	
	Denise Abbott		X	X		X		X		X	X			
	Diane Benczkowski		X	X		X				X	X			
	Rev. Mark Blue		X	X		X		X		X	X			
	Hon. Byron Brown													
	James Doherty													
	Hon. Joseph Emminger		X	X				X		X	X			
	Dottie Gallagher					X				X				

**2021 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST**  
**X = ATTENDED**

Board Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Howard Johnson					X		X			X		
Tyra Johnson		X	X		X				X	X		
Hon. Brian Kulpa		X					X		X	X		
Richard Lipsitz		X	X		X		X		X	X		
Brenda McDuffie		X	X		X		X		X	X		
Hon. Glenn Nellis		X	X				X		X	X		
Hon. Mark Poloncarz		X			X		X			X		
Rev. Darius Pridgen			X				X					
Sr. Denise Roche		X	X		X		X			X		
Kenneth Schoetz		X	X		X		X			X		
Paul Vukelic		X					X		X	X		
Renee Wilson									X			
<b>Board Member</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
<b>ILDC</b>	<b>1/27/21</b>	<b>2/24/21</b>	<b>3/24/21</b>	<b>4/28/21</b>	<b>5/26/21</b>	<b>6/23/21</b>	<b>7/28/21</b>	<b>no mtg</b>	<b>9/22/21</b>	<b>10/21/21</b>	<b>11/17/21</b>	<b>12/22/21</b>
Denise Abbott		X	X	X	X	X	X		X	X	X	X
Hon. April Baskin		X	X		X	X	X		X	X		
Hon. Byron Brown												X
Hon. Howard Johnson				X	X		X			X	X	
Richard Lipsitz		X	X		X	X	X		X	X	X	X
Hon. Mark Poloncarz		X		X	X	X	X			X		X
Maria Whyte	X	X	X	X			X		X	X		X

Procurement Report for Erie County Industrial Development Agency  
 Fiscal Year Ending: 12/31/2021

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**Procurement Information:**

Question	Response	URL (if Applicable)
1. Does the Authority have procurement guidelines?	Yes	<a href="https://www.ecidany.com/about-us-corporate-policies">https://www.ecidany.com/about-us-corporate-policies</a>
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	
3. Does the Authority allow for exceptions to the procurement guidelines?	No	
4. Does the Authority assign credit cards to employees for travel and/or business purchases?	No	
5. Does the Authority require prospective bidders to sign a non-collusion agreement?	Yes	
6. Does the Authority incorporate a summary of its procurement policies and prohibitions in its solicitation of proposals, bid documents, or specifications for procurement contracts?	Yes	
7. Did the Authority designate a person or persons to serve as the authorized contact on a specific procurement, in accordance with Section 139-j(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-j(10) of the State Finance Law?	No	
8a. If Yes, was a record made of this impermissible contact?		
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-j(9) of the State Finance Law?	Yes	

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**Procurement Transactions Listing:**

1.	Vendor Name	Automated Business Forms	Address Line1	PO Box 603
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	EAST AMHERST
	Award Date		State	NY
	End Date		Postal Code	14051
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$5,291.67	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Employee business cards, branded letterhead/envelopes

2.	Vendor Name	Blue Cross/Blue Shield of WNY	Address Line1	257 W Genesee Street
	Type of Procurement	Other	Address Line2	Suite 100
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFALO
	Award Date	1/1/2021	State	NY
	End Date	12/31/2021	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$193,290.60	Province/Region	United States
	Amount Expended For Fiscal Year	\$193,290.60	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Health insurance for employees.

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3.	Vendor Name	Buffalo Business First	Address Line1	465 Main Street
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For	\$24,045.00	Country	United States
	Fiscal Year		Procurement Description	Targeted advertising campaigns in local weekly business publication.
	Explain why the Fair Market Value is Less than the Amount			

4.	Vendor Name	Buffalo Southern Railroad	Address Line1	8600 Depot Street
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	EDEN
	Award Date		State	NY
	End Date		Postal Code	14057
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For	\$45,453.80	Country	United States
	Fiscal Year		Procurement Description	Materials reimbursement for the railroad crossing replacement project.
	Explain why the Fair Market Value is Less than the Amount			

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5.	Vendor Name	C&S Engineers	Address Line1	141 Elm Street, Suite 100
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	3/8/2021	State	NY
	End Date	6/30/2022	Postal Code	14203
	Fair Market Value		Plus 4	
	Amount	\$215,987.00	Province/Region	
	Amount Expended For Fiscal Year	\$119,058.05	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Planning, environmental, financial and design services for public sanitary sewer and water line extensions at former Bethlehem Steel site.

6.	Vendor Name	Challenger Community News	Address Line1	PO Box 474
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14209
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$6,099.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public notices and bid advertisements in local publication

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<b>7. Vendor Name</b>	Chubb & Son, a Division of Federal Insurance Company	<b>Address Line1</b>	P.O. Box 382001
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	PITTSBURGH
<b>Award Date</b>	12/29/2020	<b>State</b>	PA
<b>End Date</b>	12/31/2021	<b>Postal Code</b>	15250
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$17,578.00	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$17,578.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Excess liability and excess crime insurance.

<b>8. Vendor Name</b>	Construction Trades Staffing, Inc.	<b>Address Line1</b>	PO Box 1108
<b>Type of Procurement</b>	Staffing Services	<b>Address Line2</b>	3959 N. Buffalo Road
<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	ORCHARD PARK
<b>Award Date</b>	5/18/2021	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14127
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$14,400.00	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$14,400.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Direct hire placement fee.



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9.	Vendor Name	Copier Fax Business Technologies, Inc.	Address Line1	465 Ellilcott Street
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	12/14/2018	State	NY
	End Date	12/14/2023	Postal Code	14203
	Fair Market Value		Plus 4	
	Amount	\$9,424.57	Province/Region	
	Amount Expended For Fiscal Year	\$9,424.57	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	DocuWare annual maintenance charges (\$6,308.36), and copier charges (\$3,116.21).

10.	Vendor Name	Dawn Boudreau	Address Line1	363 Avon Road
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	TONAWANDA
	Award Date	2/1/2021	State	NY
	End Date	12/31/2021	Postal Code	14150
	Fair Market Value		Plus 4	
	Amount	\$5,210.00	Province/Region	
	Amount Expended For Fiscal Year	\$5,210.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting services related to compliance

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11.	Vendor Name	Delage Landen Financial Services, Inc.	Address Line1	PO Box 41602
	Type of Procurement	Technology - Hardware	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA
	Award Date	12/14/2018	State	PA
	End Date	12/14/2023	Postal Code	19101
	Fair Market Value		Plus 4	
	Amount	\$5,626.44	Province/Region	
	Amount Expended For Fiscal Year	\$5,626.44	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Lease for office copiers.

12.	Vendor Name	Empire State Development	Address Line1	633 Third Avenue
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	NEW YORK
	Award Date	3/7/2008	State	NY
	End Date	9/30/2023	Postal Code	10017
	Fair Market Value		Plus 4	
	Amount	\$190,585.71	Province/Region	
	Amount Expended For Fiscal Year	\$190,585.71	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Rent for offices at 95 Perry Street.

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<b>13.</b>	<b>Vendor Name</b>	Fireman's Fund Insurance Companies	<b>Address Line1</b>	P.O. Box 3914
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	CAROL STREAM
	<b>Award Date</b>	12/31/2020	<b>State</b>	IL
	<b>End Date</b>	12/31/2021	<b>Postal Code</b>	60132
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$15,239.00	<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$15,239.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Excess liability insurance policy.

<b>14.</b>	<b>Vendor Name</b>	Freed Maxick CPAs, P.C.	<b>Address Line1</b>	424 Main Street, Suite 800
	<b>Type of Procurement</b>	Financial Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
	<b>Award Date</b>	9/27/2017	<b>State</b>	NY
	<b>End Date</b>	5/16/2022	<b>Postal Code</b>	14202
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$27,300.00	<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$27,300.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Audit services.

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15.	Vendor Name	Guardian	Address Line1	10 Hudson Yards
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	NEW YORK
	Award Date	1/1/2021	State	NY
	End Date	12/31/2021	Postal Code	10001
	Fair Market Value		Plus 4	
	Amount	\$17,451.38	Province/Region	
	Amount Expended For Fiscal Year	\$17,451.58	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Dental insurance for ECIDA employees.

16.	Vendor Name	Harris Beach, PLLC	Address Line1	Larkin at Exchange
	Type of Procurement	Legal Services	Address Line2	726 Exchange Street, Suite 1000
	Award Process	Authority Contract - Competitive Bid	City	BUFALO
	Award Date	1/12/2009	State	NY
	End Date	5/1/2022	Postal Code	14210
	Fair Market Value		Plus 4	
	Amount	\$33,316.06	Province/Region	
	Amount Expended For Fiscal Year	\$33,316.06	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services.

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17.	Vendor Name	Hurwitz & Fine, P.C.	Address Line1	1300 Liberty Building
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	5/1/2019	State	NY
	End Date	5/1/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$11,971.04	Province/Region	
	Amount Expended For Fiscal Year	\$11,971.04	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services related to loans on behalf of related entity. Services provided under active contract and were reimbursed.

18.	Vendor Name	Innovative Cloud Solutions, LLC	Address Line1	165 Montgomery Road
	Type of Procurement	Technology - Consulting/Development or Support	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	ALTAMONTE SPRINGS
	Award Date		State	FL
	End Date		Postal Code	32714
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$9,880.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Support for implementation of general ledger software

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19.	Vendor Name	Invest Buffalo Niagara	Address Line1	257 W. Genesee Street
	Type of Procurement	Other	Address Line2	Suite 600
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14202
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$75,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Membership Investment

20.	Vendor Name	Key Resource Group	Address Line1	135 Delaware Avenue, Suite 407
	Type of Procurement	Staffing Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	11/16/2020	State	NY
	End Date	1/25/2021	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$9,120.00	Province/Region	
	Amount Expended For Fiscal Year	\$9,120.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Direct hire placement fee

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21.	Vendor Name	Lawley	Address Line1	361 Delaware Avenue
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	12/31/2019	State	NY
	End Date	12/31/2020	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$5,687.58	Province/Region	
	Amount Expended For Fiscal Year	\$5,687.58	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Cyber Liability Insurance, Excess Lines Fees

22.	Vendor Name	Layer 3 Technologies	Address Line1	1645 Lyell Avenue
	Type of Procurement	Technology - Software	Address Line2	
	Award Process	Purchased Under State Contract	City	ROCHESTER
	Award Date		State	NY
	End Date		Postal Code	14606
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$6,143.97	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	IT services subscription, multi-factor authentication software

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23.	Vendor Name	MRB Group	Address Line1	145 Culver Road, Suite 160
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
	Award Date	10/4/2021	State	NY
	End Date	9/30/2022	Postal Code	14620
	Fair Market Value		Plus 4	
	Amount	\$85,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$21,250.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Economic development consulting/planning services for update of Comprehensive Economic Development Strategy.

24.	Vendor Name	MRI Contract Staffing, Inc.	Address Line1	6790 Main Street, Suite 160
	Type of Procurement	Staffing Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	WILLIAMSVILLE
	Award Date	2/17/2021	State	NY
	End Date	11/19/2021	Postal Code	14221
	Fair Market Value		Plus 4	
	Amount	\$12,011.10	Province/Region	
	Amount Expended For Fiscal Year	\$12,011.10	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Temporary staffing services through Strauss Executive Search Group Consultants in connection with COVID-19 grant award from EDA on behalf of related entity. Amounts were reimbursed.



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25.	Vendor Name	Management Recruiters of Williamsville	Address Line1	6790 Main Street, Suite 160
	Type of Procurement	Staffing Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	WILLIAMSVILLE
	Award Date	8/10/2021	State	NY
	End Date	11/15/2021	Postal Code	14221
	Fair Market Value		Plus 4	
	Amount	\$15,329.00	Province/Region	
	Amount Expended For Fiscal Year	\$15,329.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Direct hire placement fee

26.	Vendor Name	Metropolitan Life Insurance Company	Address Line1	200 Park Avenue
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	NEW YORK
	Award Date	5/1/2020	State	NY
	End Date	4/30/2022	Postal Code	10166
	Fair Market Value		Plus 4	
	Amount	\$9,288.67	Province/Region	
	Amount Expended For Fiscal Year	\$9,288.67	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Group term life insurance, long-term disability insurance and accidental death insurance for employees

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27.	Vendor Name	Microsoft	Address Line1	One Microsoft Way
	Type of Procurement	Technology - Hardware	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	REDMOND
	Award Date	2/16/2021	State	WA
	End Date		Postal Code	98052
	Fair Market Value		Plus 4	
	Amount	\$33,843.73	Province/Region	
	Amount Expended For Fiscal Year	\$33,843.73	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Employee laptops and docking stations.

28.	Vendor Name	NYSIF Workers' Compensation	Address Line1	PO Box 5238
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	NEW YORK
	Award Date		State	NY
	End Date		Postal Code	10008
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$8,278.03	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Workers comp insurance premiums 12/29/20-12/29/21 and 12/29/21-12/29/22

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29.	Vendor Name	New York State Economic Development Council (NYS EDC)	Address Line1	111 Washington Avenue
	Type of Procurement	Other	Address Line2	4th Floor
	Award Process	Non Contract Procurement/Purchase Order	City	ALBANY
	Award Date		State	NY
	End Date		Postal Code	12210
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$14,040.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Sponsorships for events (\$9,000), membership dues (\$2,000), event registrations (\$3,040.00)

30.	Vendor Name	Otesaga Resort Hotel	Address Line1	60 Lake Street
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	COOPERSTOWN
	Award Date		State	NY
	End Date		Postal Code	13326
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$6,305.20	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	NYS EDC conference accommodations

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<b>31.</b>	<b>Vendor Name</b>	Philadelphia Insurance Companies	<b>Address Line1</b>	P.O. Box 70251
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	PHILADELPHIA
	<b>Award Date</b>	12/31/2020	<b>State</b>	PA
	<b>End Date</b>	12/31/2021	<b>Postal Code</b>	19176
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$76,915.66	<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$76,915.66	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Directors & officers insurance, municipal package insurance, and general liability insurance for 2021 calendar.

<b>32.</b>	<b>Vendor Name</b>	Print2Web, LLC	<b>Address Line1</b>	25 John Glenn Drive, Suite 102
	<b>Type of Procurement</b>	Other Professional Services	<b>Address Line2</b>	
	<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	AMHERST
	<b>Award Date</b>		<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14228
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>		<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$5,271.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	2022 Calendar design (\$1,125), 2020 Annual Report graphic design and printing (\$4,146)

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33.	Vendor Name	Spectrum Reach	Address Line1	425 Michigan Avenue, Suite 205
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	2/1/2021	State	NY
	End Date	5/31/2021	Postal Code	14203
	Fair Market Value		Plus 4	
	Amount	\$13,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$5,965.62	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Targeted local advertising re: COVID-19 PPE grant program

34.	Vendor Name	The Buffalo News	Address Line1	PO Box 650
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14240
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$32,529.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public hearing notices, subscriptions

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35.	Vendor Name	W.B. Mason Co., Inc.	Address Line1	P.O. Box 981101
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BOSTON
	Award Date		State	MA
	End Date		Postal Code	02298
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$12,946.84	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Office supplies.

36.	Vendor Name	Westminster Economic Development Initiative (WEDI)	Address Line1	436 Grant Street
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14213
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$10,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	2021 and 2022 event sponsorships

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37.	Vendor Name	Windstream	Address Line1	P.O. Box 9001013
	Type of Procurement	Telecommunication Equipment or Services	Address Line2	
	Award Process	Purchased Under State Contract	City	LOUISVILLE
	Award Date		State	KY
	End Date		Postal Code	40290
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$22,826.43	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Phone and Internet Services

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**Procurement Information:**

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	<a href="https://www.ecidany.com/about-us-corporate-policies">https://www.ecidany.com/about-us-corporate-policies</a>
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	
3. Does the Authority allow for exceptions to the procurement guidelines?	No	
4. Does the Authority assign credit cards to employees for travel and/or business purchases?	No	
5. Does the Authority require prospective bidders to sign a non-collusion agreement?	Yes	
6. Does the Authority incorporate a summary of its procurement policies and prohibitions in its solicitation of proposals, bid documents, or specifications for procurement contracts?	Yes	
7. Did the Authority designate a person or persons to serve as the authorized contact on a specific procurement, in accordance with Section 139-1(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-1(10) of the State Finance Law?	No	
8a. If Yes, was a record made of this impermissible contact?		
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-1(9) of the State Finance Law?	Yes	



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**Procurement Transactions Listing:**

1.	Vendor Name	Buffalo Business First	Address Line1	465 Main Street
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$16,850.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Loan program marketing in local weekly business publication.

2.	Vendor Name	Erie County/IDA	Address Line1	95 Perry Street
	Type of Procurement	Staffing Services	Address Line2	Suite 403
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$281,590.16	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Management fee to Erie County IDA for staffing services, rent, and expense reimbursement.

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<b>3.</b>	<b>Vendor Name</b>	Freed Maxick CPAs, P.C.	<b>Address Line1</b>	424 Main Street, Suite 800
	<b>Type of Procurement</b>	Other Professional Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
	<b>Award Date</b>	9/27/2017	<b>State</b>	NY
	<b>End Date</b>	5/31/2022	<b>Postal Code</b>	14202
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$19,450.00	<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$19,450.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Audit services.

<b>4.</b>	<b>Vendor Name</b>	H. Sichernman & Company, Inc.	<b>Address Line1</b>	5852 Forest Creek Drive
	<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	EAST AMHERST
	<b>Award Date</b>	2/12/2021	<b>State</b>	NY
	<b>End Date</b>	2/11/2022	<b>Postal Code</b>	14051
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$9,296.00	<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$9,296.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Underwriting and loan analysis consulting services at agreed-upon hourly rates.

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5.	Vendor Name	Hurwitz & Fine, P.C.	Address Line1	1300 Liberty Building
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	5/1/2019	State	NY
	End Date	5/1/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$101,015.11	Province/Region	
	Amount Expended For Fiscal Year	\$101,015.11	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services related to lending activity.

6.	Vendor Name	MRI Contract Staffing, Inc.	Address Line1	6790 Main Street, Suite 160
	Type of Procurement	Staffing Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	WILLIAMSVILLE
	Award Date	2/17/2021	State	NY
	End Date	11/19/2021	Postal Code	14221
	Fair Market Value		Plus 4	
	Amount	\$40,427.54	Province/Region	
	Amount Expended For Fiscal Year	\$40,427.54	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Temporary staffing services through Strauss Group Executive Search Consultants in connection with COVID-19 grant award from EDA.

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**Procurement Information:**

Question	Response	URL (if Applicable)
1. Does the Authority have procurement guidelines?	Yes	<a href="https://www.ecidany.com/about-us-corporate-policies">https://www.ecidany.com/about-us-corporate-policies</a>
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	
3. Does the Authority allow for exceptions to the procurement guidelines?	No	
4. Does the Authority assign credit cards to employees for travel and/or business purchases?	No	
5. Does the Authority require prospective bidders to sign a non-collusion agreement?	Yes	
6. Does the Authority incorporate a summary of its procurement policies and prohibitions in its solicitation of proposals, bid documents, or specifications for procurement contracts?	Yes	
7. Did the Authority designate a person or persons to serve as the authorized contact on a specific procurement, in accordance with Section 139-1(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-1(10) of the State Finance Law?	No	
8a. If Yes, was a record made of this impermissible contact?		
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-1(9) of the State Finance Law?	Yes	

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**Procurement Transactions Listing:**

1.	Vendor Name	AECOM USA, Inc.	Address Line1	1178 Paysphere Circle
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	CHICAGO
	Award Date	4/13/2018	State	IL
	End Date	12/29/2020	Postal Code	60674
	Fair Market Value		Plus 4	
	Amount	\$349,271.00	Province/Region	
	Amount Expended For Fiscal Year	\$9,691.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Bethlehem Steel infrastructure master plan and Generic Environmental Impact Statement.

2.	Vendor Name	Buffalo Business First	Address Line1	465 Main Street
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$10,300.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Event sponsorships and targeted advertising in local weekly business publication.

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3.	Vendor Name	Empire State Development	Address Line1	95 Perry Street, 5th Floor
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$77,666.45	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Grant application fee and public hearing expense reimbursement.

4.	Vendor Name	Erie County Industrial Development Agency	Address Line1	95 Perry Street
	Type of Procurement	Staffing Services	Address Line2	Suite 403
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$95,330.40	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Management fee to Erie County IDA for staffing services, expense reimbursement.

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5.	Vendor Name	Evans Town Clerk / Lynn Krajacic	Address Line1	8787 Erie Road
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	ANGOLA
	Award Date		State	NY
	End Date		Postal Code	14006
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$11,742.62	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Angola Ag Park property taxes

6.	Vendor Name	Harris Beach, PLLC	Address Line1	Larkin at Exchange
	Type of Procurement	Legal Services	Address Line2	726 Exchange Street, Suite 1000
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	1/12/2009	State	NY
	End Date	5/1/2022	Postal Code	14210
	Fair Market Value		Plus 4	
	Amount	\$62,287.21	Province/Region	
	Amount Expended For Fiscal Year	\$62,287.21	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services (ILDC General Counsel) based on hourly rates.



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7.	Vendor Name	Labella Associates P. C.	Address Line1	300 State Street
	Type of Procurement	Consulting Services	Address Line2	Suite 201
	Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
	Award Date	8/28/2019	State	NY
	End Date		Postal Code	14614
	Fair Market Value		Plus 4	
	Amount	\$18,500.00	Province/Region	
	Amount Expended For Fiscal Year	\$18,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Environmental services to assist with due diligence efforts in connection with the purchase and redevelopment of brownfield and various property sites in Erie County, annual BCP certification.

8.	Vendor Name	Labella Associates P. C.	Address Line1	300 State Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 201
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	11/3/2020	State	NY
	End Date		Postal Code	14614
	Fair Market Value		Plus 4	
	Amount	\$14,500.00	Province/Region	
	Amount Expended For Fiscal Year	\$14,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Design of entrance sign for Renaissance Commerce Park

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9.	Vendor Name	Labella Associates, P.C.	Address Line1	300 State Street
	Type of Procurement	Consulting Services	Address Line2	Suite 201
	Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
	Award Date	1/20/2020	State	NY
	End Date		Postal Code	14614
	Fair Market Value		Plus 4	
	Amount	\$123,400.00	Province/Region	
	Amount Expended For Fiscal Year	\$44,138.20	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Planning/engineering services related to Bethlehem Steel Woodlawn Shoreline Trail

10.	Vendor Name	Lackawanna City Treasurer	Address Line1	714 Ridge Road
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	LACKAWANNA
	Award Date		State	NY
	End Date		Postal Code	14218
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$78,581.03	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	City of Lackawanna sewer tax for the Renaissance Commerce Park property.

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11.	Vendor Name	Lippes Mathias LLP	Address Line1	50 Fountain Plaza, Suite 1700
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	6/24/2021	State	NY
	End Date		Postal Code	14202
	Fair Market Value	\$1,538,000.00	Plus 4	
	Amount	\$1,055,001.00	Province/Region	
	Amount Expended For Fiscal Year	\$646,360.69	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Lackawanna land purchase; deposit for Phase 2 part 1, pro-rata property taxes for part 1 purchase; deposit for Phase 2 part 2.

12.	Vendor Name	Wendel	Address Line1	375 Essjay Road
	Type of Procurement	Consulting Services	Address Line2	Suite 200
	Award Process	Authority Contract - Competitive Bid	City	WILLIAMSVILLE
	Award Date	12/16/2020	State	NY
	End Date		Postal Code	14221
	Fair Market Value		Plus 4	
	Amount	\$380,670.00	Province/Region	
	Amount Expended For Fiscal Year	\$242,582.57	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Erie County Agribusiness Park Master Plan/GEIS

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