

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

2022 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 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 (RLFs). The first was capitalized by an Economic Development Administration (EDA) grant with matching funds from the City of Buffalo. The EDA released its federal interest in this original (“Legacy”) RLF in 2021. The second RLF was capitalized by a 2020 EDA grant as part of the Coronavirus Aid, Relief, and Economic Security (CARES) Act.
- 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, 2022.

1. Operations & Accomplishments:

A report on the 2022 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, Lumsden McCormick, LLP. 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, 2022, and the changes in financial position and cash flows for the year then ended in conformity with accounting principles 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 at times 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 (as lessee) has a lease for its office space and three minor long-term leases for office equipment. The office lease is recognized as a right-to-use lease asset and lease liability in the audited financial statements.

3. Mission Statement & Performance Measurements:

The ECIDA’s Mission Statement & Measurements Report for 2022 is included in Attachment 1. This document was reviewed and approved by the Board at the March 23, 2022 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, 2022. 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 2022. 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 2022.

6. Projects Undertaken by the Corporation during 2022:

Attachment 4 details the tax-exempt bonds and tax abatements that were approved during 2022. Attachments 4A and 4B detail the loans that were funded in 2022 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 19 full-time employees and 1 part-time employee during 2022.

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

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 Renaissance Commerce Park in Lackawanna, NY. Contracts for road construction and sewer and water line construction were awarded during 2022, to be funded with grants from Empire State Development (ESD) and the U.S. Economic Development Administration (EDA). Water and sewer engineering work continued 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 exercised a purchase option on an 8-acre parcel of land for a new construction commercial warehouse building after the success of their first building with land purchased in 2021. Ciminelli Real Estate Corporation also entered into an agreement to purchase an 11.5-acre parcel for new commercial construction. Funding from Erie County for wayfinding and entry signage was also secured during the year.

The ILDC continued work on the Agri-Business Park's Master Plan/GEIS in 2022, 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). A \$250,000 grant was also awarded by ESD to be used for building demolition, sewer, and roadway work.

ECIDA worked in conjunction with other local IDAs to approve an Amended and Restated Countywide IDA Uniform Tax Exemption Policy (UTEP). The UTEP maintains a baseline "Countywide Policy" for all IDAs within Erie County, and allows for each IDA to adopt unique requirements or policies specific to an individual IDA, if desired.

ECIDA also serves as the designated Planning Organization for the EDA, responsible for the development and implementation of a Comprehensive Economic Development Strategy (CEDS) for the region. A new CEDS must be prepared at least every five years for communities and organizations within the area to qualify for certain EDA funding. ECIDA worked in partnership with numerous local municipalities and other stakeholders to update the CEDS for 2022-2026. Key themes include infrastructure, business and industry support, quality of life, and regional collaboration.

The RDC continued to operate two revolving loan funds (RLFs) in 2022, providing favorable terms to businesses who may not qualify for traditional lending from banks. By the end of 2022, the RDC's funds available for lending dropped to approximately \$750,000, meaning that over \$21 million has been put to work in Erie County, NY.

ECIDA's and ILDC's Board approved a formal Fee Structure policy in 2022.

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 2022 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 using 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.



John Cappellino
President & CEO



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)**

2022 Mission Statement and Performance Measurements with Results

Approval Date of Goals: March 23, 2022

Approval Date of Results: March 22, 2023

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 improves the quality of life for the residents of the region.

Performance Goals, Measures & Results:

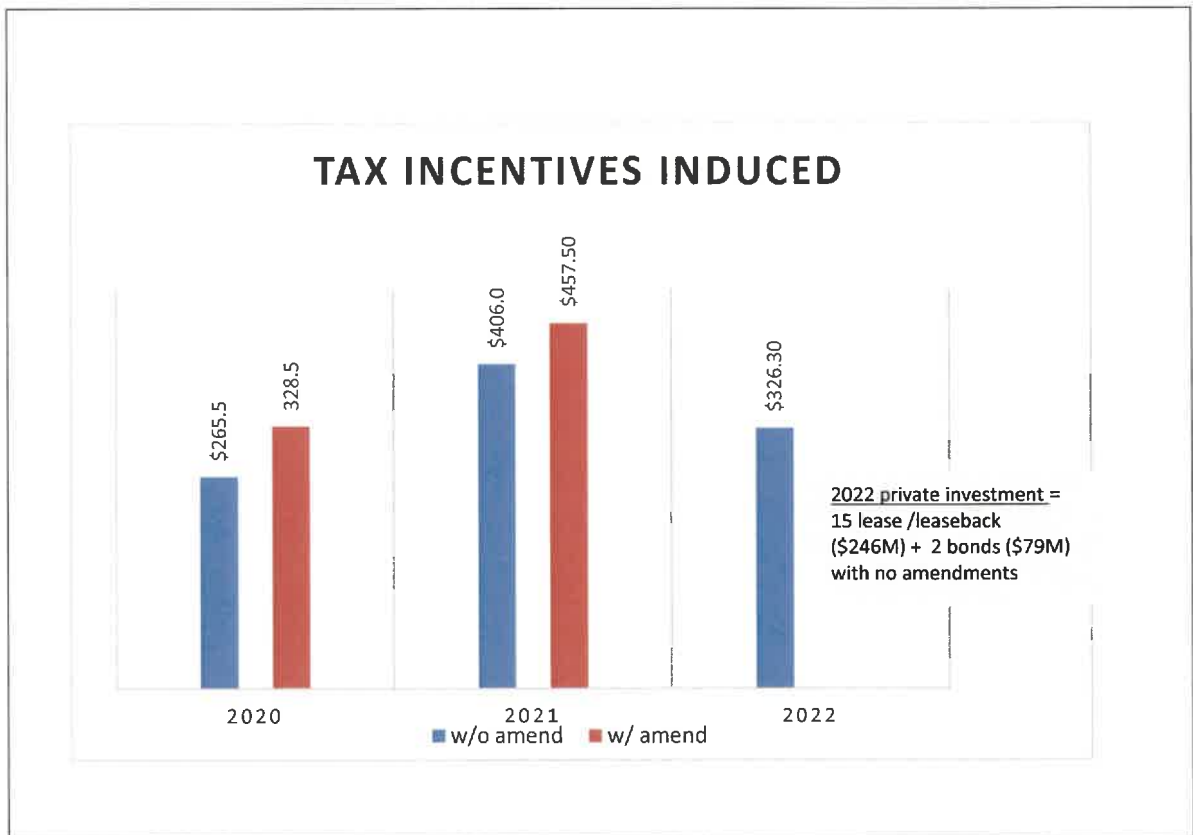
Goal 1: To promote private investment & innovation:

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: \$225 - \$250 M in private investment from approved tax incentives.

Results: A total of 17 projects with a total private investment amount = \$326.3M were approved (no amendments). This included tax incentives associated with 2 ECIDA bonds. In 2022 the ECIDA, along with the IDAs in Amherst, Clarence, Hamburg & Lancaster updated the Countywide Industrial Development Agency Uniform Tax Exemption Policy (UTEP) Changes made include restating PILOT schedules to better align the benefit period with the project timeline, adding alternative energy PILOT policies and a general update to various components of the UTEP that hadn't been updated in over a decade.



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: 8 – 10 Business loans approved for a total of \$3 M in new business loans with a private investment amount = \$8 M.

Results: In 2022, the RDC approved 9 loans from the Legacy Fund for \$6.98M with \$48.7M in private investment.

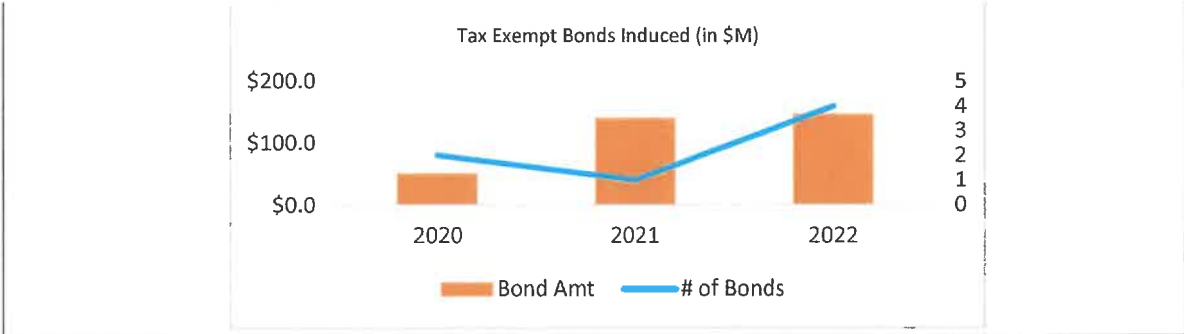


Objective 1C: ECIDA & ILDC: Assist non-profit and other eligible borrowers to obtain low-interest, tax-exempt bond financing.

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

Metric: 1 -2 tax exempt bonds totaling \$30 – \$35 M

Results: 4 tax exempt bonds totaling \$146.6M were approved in 2022. An \$80M bond (Joint School Construction Board) accounts for 55% of the total approved. Two multi-family housing project bonds will allow for the renovation of 320 apartment units of which 250 units (78%) are Section 8 / 60% AMI.

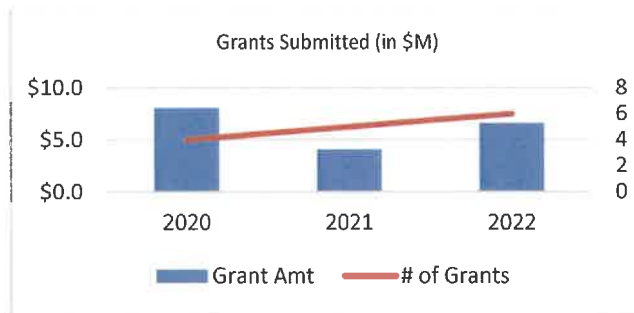


Objective 1D: ECIDA & ILDC: Pursue state, federal and private funding opportunities to support priority projects & leverage private investment.

Measurement: Number and \$ amount of grant applications submitted

Metric: 4 – 5 grants submitted for \$1.5 - \$2 M.

Results: 6 grant applications were submitted for a total of \$6.6 M. 2 grants have been awarded for \$48,000, 2 grants are pending approval (\$4.73M) and 2* grants (\$1.83M) were not selected for funding. Additional Note: Currently the ECIDA is administering six grants totaling \$3.5M. Grant administration activities include: implementation, consultant selection, financial administration, and reporting (MWBE, status, final & closeout).



*1 of 2 grants not selected for funding will be resubmitted for funding in 2023

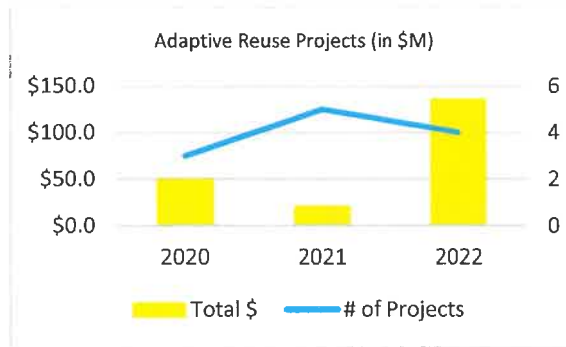
Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:

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: 5 - 6 adaptive reuse projects approved totaling \$150 - \$175 M

Result: Four adaptive reuse projects were approved with total private investment = \$ 135.7M. These projects will create a total of 296 apartment units of which 74 units (25%) will be available at 80% AMI (or below). All 4 projects are in distressed census tracts.



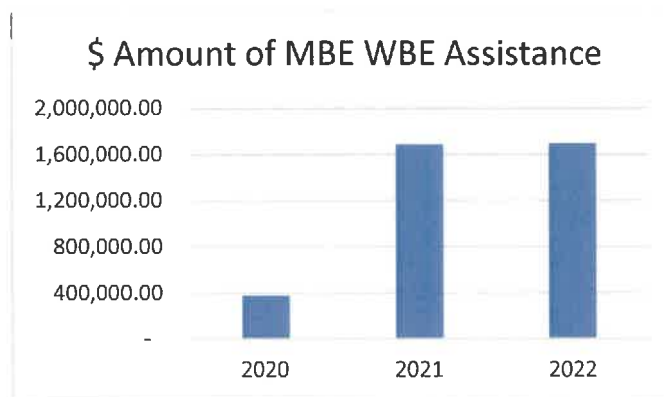
*Three of the six grant applications submitted by the ECIDA (see objective 1D) directly support the revitalization of vacant / underutilized properties that are historic structures, located in the Village of Angola.

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 5 – 7 MWBEs

Results: 5 MWBEs received assistance totaling over \$1.69M: 1 loan (\$400,000), 2 PPE grants (\$7,937) and 2 tax incentives (\$1.29M)



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 \$107,000 of operational purchases were identified (major categories were office supplies, IT services/hardware/software, and printing/marketing). Of that total, \$14,800 (13.8%) were from known M/WBEs. \$11,120 (10.4%) were from WBEs and \$3,680 (3.4%) were from MBEs. While ECIDA did not meet our 2022 goal, we did nearly triple our annual spend with an MBE office supply vendor and increase our overall spend with WBEs by 15%.

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 (25% MBE/ 5% WBE) for engineering/design, <u>Construction service</u> that includes 30% MWBE (25% MBE/ 5% WBE) 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>Professional Services: 100% compliance: 2 RFP/bids issued in 2022 with value = \$ 169,400 included 30% MWBE have been awarded to vendors with commitment to 30% MWBE for a value of \$137,361.</p> <p>Construction Services 100% compliance: 2 bids issued in 2022 with a value of \$6.5 million included 30% MWBE goal have been awarded to vendors with a commitment to 30% MWBE for a value of \$1,819,018.</p> <p>RFPs and/or Bids Scoring: 100% of RFPs included scoring value = 10% for MBE/WBE commitment.</p>

Objective 2E:	ECIDA, ILDC & RDC: Create a formal diversity, equity & inclusion policy for the organization focusing on staff development and employment goals.
Measurement:	Implement training re: Racial Equity
Metric:	1) Formalize Racial Equity training as part of online onboarding capabilities through new HR software and 2) provide two or more continuing educational / training opportunities for staff on DEI
Results:	Training added as part of onboarding. For ECIDA's 2 hires in 2022: 1 completed D&I training, the 2 nd (joined 4th Q) will receive D&I training in 2023. Two DEI trainings: ECIDA purchased a corporate pass for 6/16/22 BNP "D&I Symposium: DE&I at work" – attended by staff. Staff members also attended BNP's 10/18/22 "Get The Results: Employing DEI in WNY – 2022." The ECIDA funded a portion of the study and was a "Title Sponsor."

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

Measurement: Total # and average \$ of jobs to be retained & created. For informational purposes include salary info re: management, professional, administrative, production, independent contractor and other.

Metric: Average salary* for retained and created jobs at \$45,000 - \$50,000

Results: In 2022, the average salary for the 1,185 FT jobs (946 retained, 239 new) = \$69,849.

2022 FULL TIME

Category	# jobs	Salary w/o Fringe	Salary w/ Fringe
Management	322	\$102,650	\$125,274
Professional	306	\$65,260	\$82,583
Administrative	91	\$41,349	\$50,188
Production	452	\$53,109	\$71,038
Independent Contractor	0	\$0	\$0
Other	14	\$30,968	\$38,223
	1185		

In 2022, the average salary for the 81 PT jobs (23 retained, 58 new) = \$ 30,827

2022 PART TIME

Category	# jobs	Salary w/o Fringe	Salary w/ Fringe
Management	1	\$20,000	\$22,800
Professional	3	\$30,960	\$33,293
Administrative	11	\$23,434	\$27,160
Production	55	\$31,415	\$35,955
Independent Contractor	1	\$15,000	\$19,950
Other	10	\$25,500	\$28,815
	81		

The total annual payroll amount = \$86M

*Average salary metric is based on historical data with consideration given to market adjustments (such as inflation, cost of living) and comparisons to County / City of Buffalo living wage data"

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

Measurement: Number of business outreach attempts (including marketing communication efforts)

Metric: 20,000 business outreach contacts

Results: In 2022 business outreach contacts = 23,744. The outreach efforts include both direct business development contacts, event participation, presentations at sponsored & non sponsored events, and direct marketing communication activities (direct mailers, marketing email clicks and podcast listeners).

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 & redevelopment of approx 490 acres of land: 250 acres vacant and/or brownfield and 240 acres of redevelopment for the Agribusiness Park. As a result of continued land sales and RFP offerings the overall acreage under ownership or management at Renaissance Commerce Park decreased from 250 acres to 175 acres as a result of property sales, to TMP, Uniland Dev and an RFP for Ciminelli Dev. 2022 investment, \$6.5 million of public investment and private investment of \$14.5 million - completion of construction of 8 Dona facility.

- Construction of new water tower at Agri-business park to provide additional water service to the Town of Evans and the Agri-business Park
- Shoreline Trail Monument and Landscape Study Underway at RCP
- Consultant hired to study passive park feasibility
- Negotiated agreement for rail relocation for balance of business park II sites
42 acres at RCP

- RFP awarded to Ciminelli Development for acquisition and development of up to 34 acres
- Began design work for Utility extensions at Ridge Road and Odell St
- Road B construction completed
- Sewer and Water Line Project Bid and Construction Underway
- TMP Ribbon Cutting
- 8 Dona Street Facility Substantially Completed, New Tenant to take occupancy in early 2023
- Closed on sale to Uniland Development for 2nd Spec. Building site 12 acres

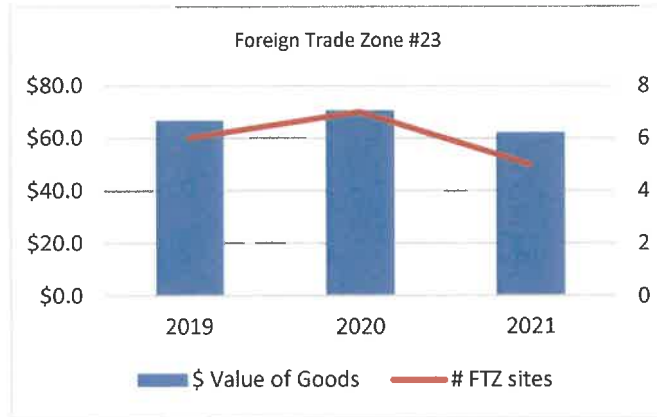
Goal 3: To encourage international trade:

Objective 3A: 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.

Measurement: Value of goods moving through FTZ #23 & # of FTZ activated sites

Metric: A total of 6 FTZ sites with goods valued at \$62 M moving through the zone.

Results: \$62.2M in goods moved through the FTZ in 2021.* Active FTZ #23 sites decreased to 5 for 2021 due primarily to the shutdown of the Canadian Border and strict COVID protocols.



* due to FTZ reporting lag – the prior year’s results will be listed)

Goal 4: Business Resiliency Post COVID:

Objective 4A: ECIDA, RDC, ILDC: Assist Erie County businesses post COVID.

Measurement: Provide a roadmap for business resiliency

Metric: Approval of an Updated 2022 Community Economic Development Strategy (CEDS) that includes a Post COVID-19 Economic Recovery Response Addendum that will provide action steps for responding to the economic injury/disruption caused by the coronavirus pandemic

Results: The final 2022-2026 CEDS, including a resiliency & post-pandemic toolkit, was formally adopted by the ECIDA's Board of Directors on 7/27/22 and accepted by the U.S. Economic Development Administration (EDA) on 8/25/22. Economic and community resiliency is incorporated throughout the 2022 CEDS matrix, with several actions reinforcing resiliency through enhanced: Economic Vitality, Community Connectivity and Capacity Building. Additional resiliency related actions within the plan include: 1) repairing and modernizing infrastructure, 2) preparing a resilient workforce and 3) improving public transportation that enhances community connectivity.

Objective 4B: ECIDA RDC, ILDC: Support Small Businesses in Erie County Consortium Communities whose owners have low to moderate household incomes.

Measurement: Provide administrative support for the Erie County Microenterprise Loan and other programs funded by Community Development Block Grant funds

Metric: Approve 5-7 loans for \$150,000

Results: In 2022, the ILDC closed 14 micro enterprise loans for \$435,000 with \$152,551 in private investment. Six of the 14 loans (43%) were to Woman or Veteran owned businesses.

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: Collected, reviewed and analyzed employment reports on quarterly basis;100% of client material terms reporting and filing were met including for the 3/31/23 ABO annual report. The Board passed a resolution providing relief from recapture procedures for companies that demonstrated employment impacts from the pandemic and economic shutdown. Any companies not meeting their employment requirement due to the pandemic will continue to be monitored to comply with employment thresholds.

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

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

Metric: 100% client compliance

Results: Collected and analyzed client ST-340 reports. All project’s sales tax benefit totals were within approved limits with the exception of 3 projects that exceeded their limit. In all 3 cases, the overage was collected from the client and submitted to NYS by the ECIDA.

Objective 5C: 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: The Agency will meet the ABO's 3/31/23 reporting deadline

Objective 5D: 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, and completion of the required ABO board member training
Metric: 100% compliance
Results: The Agency will meet the ABO's 3/31/23 reporting deadline

Objective 5E: RDC: Ensure proper controls and safeguards over the administration of the Revolving loan fund (RLF).
Measurement: Obtain the highest audit rating from the designated auditors.
Metric: Receive a "satisfactory" rating on the RLF Audit
Results: The RDC received an unmodified opinion on the audit of compliance of the revolving loan fund.

Objective 5F: RDC: Ensure proper controls and safeguards over the administration of the new \$5 Mil EDA CARES Act 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: Receive an "A" rating from the EDA.
Results: The disbursement period for this RLF ended June 30, 2022. EDA has not yet issued risk ratings for the CARES Act RLF.

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

ATTACHMENT 2

Id	Trustee	ProjectName	Bond Amount	Year Start Balance 2022	Year End Balance 2022	Principal Paid 2022	Interest Rate	Bond/Loan Number	Bond Maturity
2591	M&T Bank	Canisius High School	\$22,250,000	\$ 10,450,000	\$ 9,900,000	\$ 550,000	var	1012768	2/1/38
10216	U.S. Bank National Association	Medaille College 2013 Refund of ECIDA 2003 Bond	\$18,240,000	\$ 13,700,000	\$ 13,010,000	\$ 690,000	fixed	11943KBA9, 11943KBB7, 11943KBE1, 11943KBC5, 11943KBD3	2/16/35
10404	Zions Bancorporation	Marina Vista	\$13,300,000	\$ 12,957,964	\$ 12,768,730	\$ 189,234	fixed	CPC7068801, 7916	12/20/37
10758	Huntington National Bank	OAHS Tonawanda TC, LLC (Tonawanda Towers)	\$11,740,000	\$ -	\$ 11,740,000	\$ -	Fixed	1	10/1/1962
1062	M&T Bank	Niagara Maryland Development, LLC	\$2,500,000	\$ 420,000	\$ 215,000	\$ 205,000	var	295088FM5	6/1/23
2360	New York Housing Finance Agency	2009 Shoreline Apartments LLC	\$9,000,000	\$ 1,143,250	\$ 1,096,892	\$ 46,358	0.055	5003	11/30/41
10504	U.S. Bank National Association	Related Affordable/Elmwood Square Apartments	\$8,590,000	\$8,590,000	\$ 8,590,000	\$ -	1.846%, Fixed		2038
10140	M&T Bank	Joint Schools Construction Board 2012A Refinancing	\$209,540,000	\$95,185,000	\$ -	\$ 95,185,000	var.	G018	5/1/26
10194	M&T Bank	Joint Schools Construction Board 2013 Refund of 2009A Bonds	\$62,540,000	\$ 60,520,000	\$ 60,235,000	\$ 285,000	var	254	5/1/28
10291	M&T Bank	Joint Schools Construction Board (Refund of 2007A & 2008A bonds) - Series 2015A	\$236,975,000	\$ 160,470,000	\$ 140,925,000	\$ 19,545,000	var.	H378	2029
10342	M&T Bank	Joint Schools Construction Board Series 2016A (Refund of 2009A Bonds)	\$133,580,000	\$ 115,370,000	\$ 100,275,000	\$ 15,095,000	2.17		2031
10621	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo -2021 series	\$109,135,000	\$109,135,000	\$ 103,935,000	\$ 5,200,000	Fixed		2032
10730	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo - 2022 series	\$71,150,000	\$0	\$ 71,150,000	\$ -	Fixed		2026
1035	Huntington National Bank	Child & Family Services of Erie County	\$4,200,000	\$ 205,000	\$ -	\$ 205,000	var.	ERIENYCHL002 ; 5082022935	6/1/22
1036	Huntington National Bank	People, Inc.	\$13,685,000	\$ 60,000	\$ -	\$ 60,000	.0722; var	ERIENYPEOPL E; 5082023104	6/1/22
2516	Bank of New York Mellon	Our Lady of Victory Renaissance Corporation	\$11,860,000	\$ 7,305,000	\$ 6,805,000	\$ 500,000	0.053		4/1/32
				\$ 595,511,214	\$ 540,645,622				

ILDC Bonds

ATTACHMENT 2

Id	Bank	ProjectName	Bond Amount	Year Start Balance 2022	Year End Balance 2022	Principal Paid 2022	Interest Rate	Loan Number
10111	M&T Bank	Cantalcian Center for Learning-Series A	\$9,525,000	\$5,378,333	\$ 4,953,333	\$425,000	var.	1034105
10398	M&T Bank	Medaille College 2018 Series Refunding of 2010 Bonds	\$9,350,000	\$ 9,150,000	\$ 9,045,000	\$105,000		
2758	UMB Bank	Enterprise Charter School	\$7,345,000	\$6,215,000	\$ 6,060,000	\$155,000	7.5	1032851
10371	M&T Bank	Tapestry Charter School	\$33,900,000	\$32,625,000	\$ 32,150,000	\$475,000		Series A - 123350-000 Series B - 123351-000
10399	Wilmington Trust	Global Concepts Charter School	\$6,185,000	\$ 5,525,000	\$ 5,290,000	\$235,000	4 & 5%	131876-000
10375	U.S. Bank	Charter School for Applied Technologies	\$22,995,000	\$19,355,000	\$18,340,000	\$1,015,000	Varies: 4.25%- 5.00%	220612000
10470	U.S. Bank	D'Youville College	\$48,205,000	\$47,405,000	\$ 46,525,000	\$880,000	Variable	
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	\$30,760,000	\$20,690,000	\$ 19,825,000	\$865,000	Libor rate: 1.3375	3233822
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015B	\$16,195,000	\$16,195,000	\$ 16,195,000	\$0	Libor rate: 1.4075	3233830
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/k/a Fox Run	\$44,490,000	\$36,975,000	\$ 35,550,000	\$1,425,000	1-5%	
10018	Key Bank	134 High Street, LLC	\$24,050,000	\$19,312,637	\$ -	\$19,312,637	1.9	2000 19408
10713	Key Government Finance, Inc.	134 High Street, LLC, Series 2022	\$19,635,847	\$0	\$ 19,023,082	\$ 612,765	2.92%	
10338	M&T Bank	854 Ellicott Street, LLC	\$44,328,500	\$41,332,249	\$ 35,384,328	\$5,947,921	2.95	99-6641368-3
10278	The Bank of New York Mellon	Catholic Health System	\$93,800,000	\$77,245,000	\$ 72,980,000	\$4,265,000	5	
				\$337,403,219	321,320,743.11			

Erie County Industrial Development Agency
Compensation Schedule
Year Ended: December 31, 2022

The following employees had a base salary greater than \$100,000 in 2022:

Name	Title	Salary	Performance Compensation	Payroll Taxes*	Benefits	Total
John Cappellino	President & CEO	\$ 186,389	-	11,194	40,828	\$ 238,411
Elizabeth O'Keefe	Vice President - Operations	\$ 112,261	3,238	9,088	21,901	\$ 146,488
Mollie Profic	Vice President & CFO	\$ 110,627	3,191	8,959	36,646	\$ 159,423
Grant Lesswing	Director of Business Development	\$ 102,222	2,949	8,297	28,913	\$ 142,381

* 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: 12/31/2022

Run Date: 03/31/2023
 Status: CERTIFIED
 Certified Date: 03/31/2023

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

Staff

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation Allowance	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Cappellino, John	President & CEO											X		
Lesswing, Grant	Director of Business Development												X	
O'Keefe, 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, 2022

Company	Projected Year 2 Jobs	Net Jobs Projected to be Created	Lease Project Amount	Tax Exempt Bond Amount	Date Approved
1 791 Washington Street, LLC	5	5	\$ 107,950,000		1/26/2022
2 Ellicott Townhomes	4	2	54,664,295	\$ 33,000,000	10/26/2022
3 Laborers Way 1	20	20	27,800,000		8/24/2022
4 Tonawanda Towers	3	0	25,040,720	13,000,000	10/26/2022
5 10 Dona Street; Renaissance 6, LLC	41	41	19,692,754		11/30/2022
6 Perry's Ice Cream	371	15	18,000,000		7/27/2022
7 Broadway Development & Management Group, LLC	5	5	12,500,000		1/26/2022
8 950 Broadway	34	34	11,653,862		9/28/2022
9 Warehouse #2 @132 Dingens	18	18	9,300,000		12/21/2022
10 380 Vulcan/Carrier Terminal Services, Inc.	7	3	7,145,000		7/27/2022
11 Alden NY Shop	82	15	5,225,000		12/21/2022
12 471 Elmwood Avenue	1	1	3,590,000		3/23/2022
13 A&A Union Road, LLC	14	2	3,110,729		7/27/2022
14 Arbor Multi-Family Lending	193	25	2,100,000		1/26/2022
15 Spaulding Business Park LLC	20	20	2,055,000		7/27/2022
16 Lactalis American Group, Inc.	360	27	1,436,697		1/26/2022
17 JSCB Series 2022A Refunding of 2012A Bonds	0	0		80,000,000	4/27/2022
Total:	1178	233	\$ 311,264,057	\$ 126,000,000	

*Indicates an amendatory project.

ATTACHMENT 4A

Buffalo & Erie County Regional Development Corporation

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2022

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Plastic Acquisitions, Inc.	\$ 1,500,000	3/4/2022
2 Upstate Builders Supply LLC	750,000	9/27/2022
3 Johnsons Taphouse, Inc.	600,000	12/20/2022
4 ABM Holdings 1 LLC dba Midland Machinery Co. Inc.	475,000	11/28/2022
5 Kishore Inc. dba Spice Bazaar	400,000	1/27/2022
6 ACB Operations, LLC	400,000	3/25/2022
	<u>\$ 4,125,000</u>	
Total	<u>\$ 4,125,000</u>	

Buffalo & Erie County Industrial Land Development Corporation

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2022

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Lakeshore Grooming Lounge	\$ 35,000	2/3/2022
2 Sweet Sip Juice Bar LLC-Joshua Chester	35,000	5/25/2022
3 CRS Painting	35,000	6/7/2022
4 M.A.C Fitness 100, LLC	35,000	6/8/2022
5 Twin Oak Trails LLC	35,000	6/14/2022
6 K&B Properties of WNY LLC	35,000	6/28/2022
7 Feelings Rock, Inc.	35,000	8/5/2022
8 Stack Burger LLC	35,000	8/9/2022
9 Wild Disc LLC	35,000	8/10/2022
10 Goshen Farms	35,000	12/21/2022
11 Davies Hillside Farms	35,000	12/22/2022
12 Robbyn Drake Consulting	30,000	6/8/2022
13 Til Death Tattoos of WNY-Derrick Buyea	15,000	3/28/2022
14 Rachacha Designs	5,000	9/16/2022
Total	\$ 435,000	

Erie County Industrial Development Agency
 Property Report
 Year Ended: December 31, 2022

Table 1. The following is a listing of all real property owned by the ECIDA and its affiliates at December 31, 2022.

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	\$ 1,215,000
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	237.99 acres of land w/4 commercial buildings	703,506
ILDC	2303 Hamburg Turnpike, Lackawanna, NY 14218	152.89 acres of vacant land w/19,368 s.f. building	\$ 1,619,331

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 2022.

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	8.29 acres of vacant land (Parcel II-11)	\$ 153,365	The Uniland Partnership of Delaware, L.P. 100 Corporate Parkway, Suite 500 Amherst, NY 14226	7/14/2022	\$207,250

Table 3. The following is a listing of all real property that was acquired during 2022.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Seller	Date of Purchase	Price Paid

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 12/31/22)**

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	
Thomas Baines*		ERI						
April Baskin*						ER		
Penny Beckwith*				ERI				ERI
Diane Benczkowski					ERI			
Mark Blue			E			ER		
Byron Brown	ER					ER		
Allison DeHoney*				ERI				
Colleen Dipirro*						ER		
Joseph Emminger	ER						ER	
Zachary Evans*		ERI			ERI	ER		
Dottie Gallagher			E		ERI			
Rebecca Gandour*							ER	
Howard Johnson		ERI						
Tyra Johnson-Hux		ERI						ERI
Brian Kulpa				ERI				
Nancy LaTulip*							ER	
Richard Lipsitz	ER		E		ERI	ER		
Denise McCowan				ERI				
Brenda McDuffie	ER	ERI	E			ER		
David McKinley*							ER	
Glenn Nellis	ER				ERI	ER		
Mark Poloncarz	ER		E		ERI			
Darius Pridgen	ER							ERI
Kenneth Schoetz		ERI	E		ERI			ERI
Laura Smith*						ER		
David State*		ERI				ER		
Lavon Stephens*						ER		
Michael Szukala*				ERI				
Michael Taylor*							ER	
John Tobia*						ER		
Paul Vukelic						ER		
William Witzleben*				ERI				ERI
Royce Woods*							ER	

* Non-Board members

2022 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST

Attachment #7

X = ATTENDED

Board	Member	Jan 1/26/22	Feb 2/23/22	Mar 3/23/22	Apr 4/27/22	May No Meeting	Jun 6/22/22	Jul 7/27/22	Aug 8/24/22	Sep 9/28/22	Oct 10/26/22	Nov 11/30/22	Dec 12/21/22	Notes
ECIDA	Denise Abbott	X	X	X			X	X	X	X	X	X	X	
	Hon. Diane Benczkowski	X	X		X		X	X				X	X	
	Rev. Mark Blue	X	X	X			X	X	X	X		X	X	
	Hon. Byron Brown				X		X							
	James Doherty													
	Hon. Joseph Emminger	X	X		X		X	X	X	X	X	X	X	
	Dottie Gallagher	X		X			X		X				X	Term began 06/22/2022.
	Michael Hughes						X					X	X	
	Hon. Howard Johnson	X	X	X	X		X	X	X	X	X	X	X	
	Tyra Johnson Hux	X	X	X	X		X	X	X	X	X	X	X	
	Hon. Brian Kulpa	X		X	X		X	X	X	X	X	X	X	
	Richard Lipsitz Jr.	X	X	X	X		X	X	X	X	X	X	X	Term began 7/27/2022.
	Denise McCowan								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	X	X	
	Hon. Mark Poloncarz	X	X	X	X		X	X	X	X	X	X	X	
	Rev. Darilus Pridgen	X	X	X										
	Sr. Denise Roche	X	X	X			X	X	X	X	X	X	X	Term ended 6/22/2022.
	Kenneth Schoetz	X	X		X		X					X	X	
	Paul Vukelic	X	X				X					X	X	Term ended 6/22/2022.
	Renee Wilson													
Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
RDC	RDC	No Meeting	No Meeting	3/23/22	4/27/22	No Meeting	No Meeting	7/27/22	No Meeting	9/28/22	10/26/22	11/30/22	12/21/22	
	Denise Abbott							X		X	X	X	X	
	Diane Benczkowski				X			X				X	X	
	Rev. Mark Blue			X				X		X		X	X	
	Hon. Byron Brown				X			X				X	X	
	James Doherty													
	Hon. Joseph Emminger				X			X		X	X	X	X	
	Dottie Gallagher			X									X	Term began 06/22/2022.
	Michael Hughes											X	X	
	Howard Johnson			X	X			X		X	X	X	X	
	Tyra Johnson Hux			X	X			X		X	X	X	X	
	Hon. Brian Kulpa			X	X			X		X	X	X	X	
	Richard Lipsitz			X	X			X		X	X	X	X	Term began 7/27/2022.
	Denise McCowan									X	X	X	X	
	Brenda McDuffie			X				X		X	X	X	X	
	Hon. Glenn Nellis			X	X			X		X	X	X	X	
	Hon. Mark Poloncarz			X	X			X		X	X	X	X	

2022 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST

Attachment #7

X = ATTENDED

Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
RDC		No Meeting	No Meeting	3/23/22	4/27/22	No Meeting	No Meeting	7/27/22	No Meeting	9/28/22	10/26/22	11/30/22	12/21/22	
	Rev. Darius Pridgen			X						X	X			Term ended 6/22/2022.
	Sr. Denise Roche			X	X									
	Kenneth Schoetz				X			X		X	X	X	X	
	Paul Yukeic											X		
	Renee Wilson			X										Term ended 6/22/2022.
Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
ILDC		1/26/22	2/23/22	3/23/22	4/27/22	No Meeting	6/22/22	7/27/22	No Meeting	9/28/22	10/26/22	No Meeting	No Meeting	
	Denise Abbott	X	X				X	X		X	X			
	Hon. April Baskin	X			X		X	X		X				
	Hon. Byron Brown				X		X							
	Daniel Castle													Term began 11/30/2022.
	Hon. Howard Johnson	X	X	X	X		X	X		X	X			
	Richard Lipsitz	X	X	X	X		X	X		X	X			
	Hon. Mark Poloncarz	X	X	X	X		X	X		X	X			
	Maria Whyte	X	X	X	X		X			X				Term ended 9/28/2022

ATTACHMENT 8



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2022

Run Date: 03/22/2023
 Status: CERTIFIED
 Certified Date : 03/22/2023

Procurement Information:

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	https://www.ecidary.com/about-us-corporate-policies
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	

Procurement Report for Erie County Industrial Development Agency
Fiscal Year Ending: 12/31/2022

Run Date: 03/22/2023
Status: CERTIFIED
Certified Date : 03/22/2023

Procurement Transactions Listing:

1.	Vendor Name	Audacy Operations, Inc.	Address Line1	500 Corporate Parkway
	Type of Procurement	Other Professional Services	Address Line2	Suite 200
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	9/1/2022	State	NY
	End Date	3/31/2023	Postal Code	14226
	Fair Market Value	\$8,050.00	Plus 4	
	Amount	\$8,050.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$8,050.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Targeted local radio and social media advertising

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	United States
	Amount Expended For Fiscal Year	\$40,082.50	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Targeted advertising campaigns in local weekly business publication and event sponsorships

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3.	Vendor Name	Buffalo Niagara Manufacturing Alliance	Address Line1	683 Northland Avenue
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14211
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$7,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Annual sponsorship

4.	Vendor Name	Buffalo Niagara Partnership	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	\$16,205.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Sponsorship for Diversity & Inclusion assessment, annual membership, event registrations

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5. Vendor Name	Buffalo Urban Development Corporation	Address Line1	95 Perry Street
Type of Procurement	Other	Address Line2	Suite 404
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	\$100,000.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Support for Buffalo's Race for Place initiative

6. 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		Postal Code	14203
Fair Market Value		Plus 4	
Amount	\$215,987.00	Province/Region	
Amount Expended For Fiscal Year	\$40,651.50	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 Renaissance Commerce Park.

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7. Vendor Name	Construction Trades Staffing, Inc.	Address Line1	PO Box 1108
Type of Procurement	Staffing Services	Address Line2	3959 N. Buffalo Road
Award Process	Authority Contract - Non-Competitive Bid	City	ORCHARD PARK
Award Date	5/18/2021	State	NY
End Date	10/17/2022	Postal Code	14127
Fair Market Value	\$14,400.00	Plus 4	
Amount	\$14,400.00	Province/Region	United States
Amount Expended For Fiscal Year	\$14,400.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Direct hire placement fee.

8. Vendor Name	Copier Fax Business Technologies, Inc.	Address Line1	465 Ellicott 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	\$11,059.47	Province/Region	United States
Amount Expended For Fiscal Year	\$11,059.47	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	DocuWare annual maintenance charges (\$7,010.00), and copier charges (\$4,039.47).

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9. 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	2/28/2023	Postal Code	19101
Fair Market Value		Plus 4	
Amount	\$5,580.12	Province/Region	
Amount Expended For Fiscal Year	\$5,580.12	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Lease for office copiers.

10. Vendor Name	Empire State Development Corporation	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	\$191,269.22	Province/Region	
Amount Expended For Fiscal Year	\$191,269.22	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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11. Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	424 Main Street, Suite 800
Type of Procurement	Financial Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	9/27/2017	State	NY
End Date	9/30/2022	Postal Code	14202
Fair Market Value		Plus 4	
Amount	\$30,500.00	Province/Region	
Amount Expended For Fiscal Year	\$30,500.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Audit services.

12. 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	1/1/2022	State	NY
End Date	12/31/2022	Postal Code	10001
Fair Market Value	\$20,518.80	Plus 4	
Amount	\$20,518.80	Province/Region	
Amount Expended For Fiscal Year	\$20,518.80	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Dental insurance for ECIDA employees.

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13. Vendor Name	Harris Beach, PLLC			Larkin at Exchange
Type of Procurement	Legal Services			726 Exchange Street, Suite 1000
Award Process	Authority Contract - Competitive Bid			BUFFALO
Award Date	1/12/2009			NY
End Date	5/1/2023			14210
Fair Market Value				
Amount	\$41,240.78			
Amount Expended For Fiscal Year	\$41,240.78			United States
Explain why the Fair Market Value is Less than the Amount				Legal services.

14. Vendor Name	Highmark Blue Cross Blue Shield of WNY			257 W Genesee Street
Type of Procurement	Other			Suite 100
Award Process	Authority Contract - Non-Competitive Bid			BUFFALO
Award Date	1/1/2022			NY
End Date	12/31/2022			14202
Fair Market Value	\$18,333.00			
Amount	\$18,333.00			
Amount Expended For Fiscal Year	\$18,333.00			United States
Explain why the Fair Market Value is Less than the Amount				Health insurance for employees

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15. Vendor Name	Independent Health	Address Line1	511 Farber Lakes Drive
Type of Procurement	Other	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	WILLIAMSVILLE
Award Date	1/1/2022	State	NY
End Date	12/31/2022	Postal Code	14221
Fair Market Value	\$194,549.58	Plus 4	
Amount	\$194,549.58	Province/Region	
Amount Expended For Fiscal Year	\$194,549.58	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Health insurance for employees

16. 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	\$5,320.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Support and implementation of general ledger software

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17. 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

18. 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	\$6,473.04	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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19. Vendor Name	Leadership Buffalo	Address Line1	500 Seneca Street
Type of Procurement	Other	Address Line2	Suite 304
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
Award Date		State	NY
End Date		Postal Code	14204
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$6,755.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Program tuition, membership dues

20. Vendor Name	Liro Engineers, Inc.	Address Line1	690 Delaware Avenue
Type of Procurement	Consulting Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	1/26/2022	State	NY
End Date		Postal Code	14209
Fair Market Value		Plus 4	
Amount	\$116,372.00	Province/Region	
Amount Expended For Fiscal Year	\$8,988.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting and planning services related to the Shoreline Trail Enhancement Project.

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21. Vendor Name	Loptx Security, LLC	Address Line1	574 Main Street
Type of Procurement	Technology - Software	Address Line2	Suite 201
Award Process	Authority Contract - Competitive Bid	City	EAST AURORA
Award Date	2/1/2020	State	NY
End Date	1/31/2023	Postal Code	14052
Fair Market Value		Plus 4	
Amount	\$6,489.02	Province/Region	
Amount Expended For Fiscal Year	\$6,489.02	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Cyber security services and virtual security licensing renewal

22. 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	\$69,190.00	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 (\$68,190.00), cost-benefit analysis tool (\$1,000.00)

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23. 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	4/5/2022	State	NY
End Date	6/6/2022	Postal Code	14221
Fair Market Value	\$14,629.00	Plus 4	
Amount	\$14,629.00	Province/Region	
Amount Expended For Fiscal Year	\$14,629.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Direct hire placement fee

24. 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	4/30/2023	Postal Code	10166
Fair Market Value	\$12,244.74	Plus 4	
Amount	\$12,244.74	Province/Region	
Amount Expended For Fiscal Year	\$12,244.74	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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25. 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	\$6,603.35	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Workers comp insurance premiums 12/29/22-12/29/23

26. Vendor Name	New York State Economic Development Council (NYSEDC)	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	\$12,947.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Sponsorships for events (\$6,000), membership dues (\$2,000), event registrations (\$4,947.00)

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27.	Vendor Name	Philadelphia Insurance Companies	Address Line1	P.O. Box 70251
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA
	Award Date	12/31/2021	State	PA
	End Date	12/31/2022	Postal Code	19176
	Fair Market Value		Plus 4	
	Amount	\$81,117.62	Province/Region	United States
	Amount Expended For Fiscal Year	\$81,117.62	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Directors & officers insurance, municipal package insurance, and general liability insurance for 2022 calendar year.

28.	Vendor Name	Print2Web, LLC	Address Line1	25 John Glenn Drive, Suite 102
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	AMHERST
	Award Date		State	NY
	End Date		Postal Code	14228
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$14,482.75	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	2022 & 2023 Calendars (\$8,250), 2021 Annual Report graphic design and printing (\$6,045), poster (\$187.75)

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29.	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	\$19,902.75	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public hearing notices, subscriptions

30.	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	\$9,188.77	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Office supplies.

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31. Vendor Name	W.H. Green & Associates	Address Line1	400 Quaker Road
Type of Procurement	Other	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	EAST AURORA
Award Date	12/31/2021	State	NY
End Date	12/31/2022	Postal Code	14052
Fair Market Value		Plus 4	
Amount	\$23,641.00	Province/Region	United States
Amount Expended For Fiscal Year	\$23,641.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Umbrella and second excess liability coverage for 2022 calendar year

32. Vendor Name	WNY Commercial Real Estate Services	Address Line1	477 Main Street
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	5/28/2013	State	NY
End Date	6/30/2015	Postal Code	14203
Fair Market Value		Plus 4	
Amount	\$34,628.35	Province/Region	United States
Amount Expended For Fiscal Year	\$34,628.35	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Commission payment stemming from lease extension at ECIDA-owned building.

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33.	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	\$21,078.98	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Phone and Internet Services

34.	Vendor Name	World Trade Center Buffalo Niagara, Inc.	Address Line1	683 Northland Avenue
	Type of Procurement	Other	Address Line2	Suite 1109
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14211
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$5,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	2021-2022 membership (\$4,000), event sponsorship (\$1,500)



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Additional Comments

ATTACHMENT 8A



Procurement Report for Buffalo and Erie County Regional Development Corporation

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Procurement Information:

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	https://www.ecidany.com/about-us-corporate-policies
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	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	United States
	Amount Expended For Fiscal Year	\$297,384.25	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.

2.	Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	424 Main Street, Suite 800
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	9/27/2017	State	NY
	End Date	8/31/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$16,050.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$16,050.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Independent audit services.

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3.	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	5/1/2023	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$62,318.24	Province/Region	
	Amount Expended For Fiscal Year	\$62,318.24	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services related to lending activity.

Additional Comments

ATTACHMENT 8B



Procurement Report for Buffalo and Erie County Industrial Land Development Corporation
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Procurement Information:

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	https://www.ecidary.com/about-us-corporate-policies
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-[(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-[(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-[(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	\$21,747.50	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.

2.	Vendor Name	E & R General Construction Inc.	Address Line1	38 Saint David's Drive
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	WEST SENECA
	Award Date	4/27/2022	State	NY
	End Date		Postal Code	14224
	Fair Market Value		Plus 4	
	Amount	\$1,474,316.50	Province/Region	
	Amount Expended For Fiscal Year	\$349,013.65	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Construction of 1,550 feet of new roadway ("Road B") at Renaissance Commerce Park.

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3. 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	\$203,504.95	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.

4. Vendor Name	Foit Albert Associates	Address Line1	295 Main Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 200
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	1/26/2022	State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount	\$287,400.00	Province/Region	
Amount Expended For Fiscal Year	\$46,934.64	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Engineering, design, and resident engineer services for the construction of new roadways extending into Renaissance Commerce Park from the existing Ridge Road and/or Odell Street.

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5. Vendor Name	Foit Albert Associates	Address Line1	295 Main Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 200
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	7/28/2021	State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount	\$285,624.91	Province/Region	United States
Amount Expended For Fiscal Year	\$262,074.84	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Engineering, design, and resident engineering services for the construction of new road ("Road B") at Renaissance Commerce Park.

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	5/1/2023	Postal Code	14210
Fair Market Value		Plus 4	
Amount	\$53,303.01	Province/Region	United States
Amount Expended For Fiscal Year	\$53,303.01	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services (LLDC General Counsel) based on hourly rates.

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7. 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	United States
Amount Expended For Fiscal Year	\$67,334.22	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.

8. Vendor Name	Pinto Construction Services, Inc.	Address Line1	132 Dingens Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	12/22/2021	State	NY
End Date		Postal Code	14206
Fair Market Value		Plus 4	
Amount	\$139,860.00	Province/Region	United States
Amount Expended For Fiscal Year	\$31,500.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Construction and installation of entry signage at main entrance of Renaissance Commerce Park.

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9.	Vendor Name	TurnKey Environmental Restoration	Address Line1	2558 Hamburg Turnpike
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 300
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	5/11/2022	State	NY
	End Date		Postal Code	14218
	Fair Market Value	\$8,543.00	Plus 4	
	Amount	\$8,543.00	Province/Region	
	Amount Expended For Fiscal Year	\$8,543.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Temporary road repairs at Renaissance Commerce Park

10.	Vendor Name	TurnKey Environmental Restoration	Address Line1	2558 Hamburg Turnpike
	Type of Procurement	Other	Address Line2	Suite 300
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	9/21/2021	State	NY
	End Date	10/31/2021	Postal Code	14218
	Fair Market Value	\$7,165.00	Plus 4	
	Amount	\$7,165.00	Province/Region	
	Amount Expended For Fiscal Year	\$7,165.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Mowing of 62.5 acres at Renaissance Commerce Park

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11. 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	\$420,336.00	Province/Region	
Amount Expended For Fiscal Year	\$61,821.41	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Erie County Agribusiness Park Master Plan/GEIS

Additional Comments