

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

**2023 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.

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 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, 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 and measurements
4. Bonds and notes outstanding
5. Compensation (for those with a salary in excess of \$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 during the reporting year
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, 2023.

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

A report on the 2023 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, 2023, 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, ECIDA does not receive any operational funding or subsidies from Federal, State, County or local sources. Instead, 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, ECIDA takes a leasehold or ownership interest in various properties and is at times brought into various lawsuits that could impact ECIDA’s financial results or affect insurability.
- 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 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, 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. 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 2023 is included in Attachment 1. This document was reviewed and approved by the Board at the March 22, 2023 Board meeting.

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

Attachment 2 summarizes ECIDA’s and ILDC’s bonds and notes outstanding at December 31, 2023. The indebtedness shown on these schedules is conduit debt and is **not** an obligation of 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 2023. 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 ECIDA or its affiliates receive any compensation for their services as directors. None of the officers of 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 2023.

#### **6. Projects Undertaken by the Corporation during 2023:**

Attachment 4 details the tax-exempt bonds and tax abatements that were approved during 2023. Attachments 4A and 4B detail the loans that were funded in 2023 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 during 2023.

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 Renaissance Commerce Park (RCP) in Lackawanna, NY. Steelworkers Way was completed, connecting the Dona Street Extension with the northern parcels, and serving as an access road between the TMP Technologies and Uniland parcels. Uniland Development also celebrated the ribbon cutting at 8 Dona Street, which was their first warehouse/distribution facility at RCP. In 2023 Uniland commenced construction of a second warehouse/distribution facility on the parcel adjacent to 8 Dona, located at 2 Steelworkers Way. Infrastructure work also continued, and ILDC presented a public information hearing on a possible passive park located on a bluff overlooking Lake Erie.

The ILDC also continued work on the Master Plan/GEIS for the ILDC's other major property, Erie County Agribusiness Park, 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 Empire State Development to be used for building demolition, sewer, and roadway work. Construction of a water tower and two Master Plan options were completed, in anticipation of the public hearing for the Draft GEIS in early 2024.

The RDC continued to operate two revolving loan funds (RLFs) in 2023, providing favorable terms to businesses who may not qualify for traditional lending from banks. By the end of 2023, the RDC's funds available for lending were replenished to approximately \$3,000,000. The RDC Board approved an updated Loan Administration



Plan (LAP), which includes a new line of credit product designed to help businesses in targeted industries grow their businesses and create jobs in Erie County. Special lending terms for MWBE businesses were also codified in the LAP.

The ECIDA Board approved a new enhanced PILOT benefit designed to increase MWBE contract and hiring opportunities on projects that receive ECIDA PILOT benefits. The Economic Inclusion Policy offers up to 25% less in PILOT payments if the project meets agreed-upon MWBE contract and/or hiring goals.

**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 2023 and forwarded the results to the Authorities 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.

  
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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)**

***2023 Mission Statement and Performance Measurements with Results***

***Approval Date of Goals: March 22, 2023***

***Approval Date of Results: March 27, 2024***

**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:**

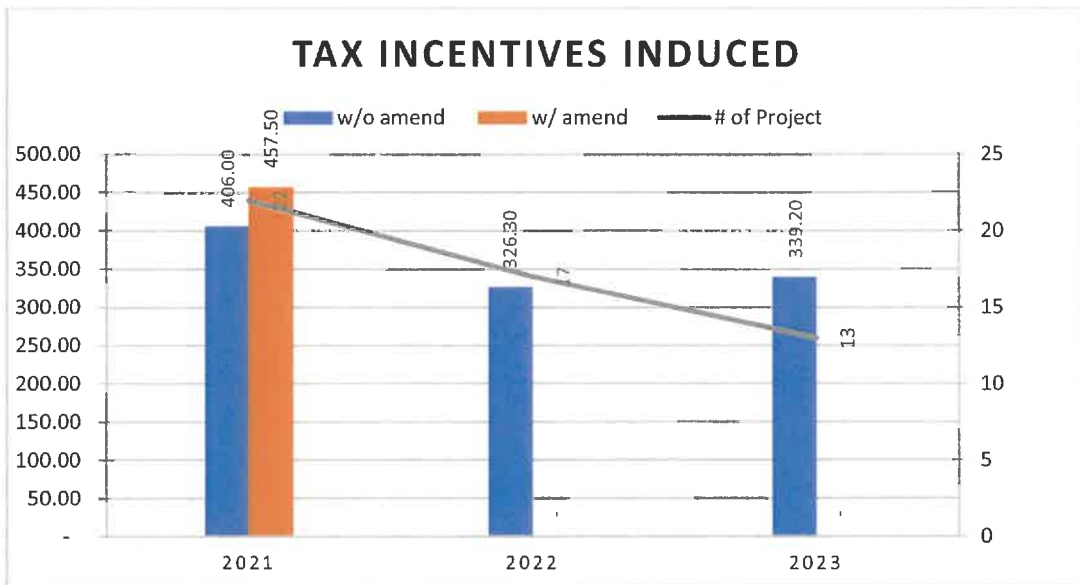
***Goal 1: To promote private investment & innovation:***

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: \$250 - \$275 M in private investment from approved tax incentives.

Results: A total of 13 tax incentive projects were approved by the ECIDA Board of Directors in 2023. The total private investment amount for these projects totaled over \$339.2 M.

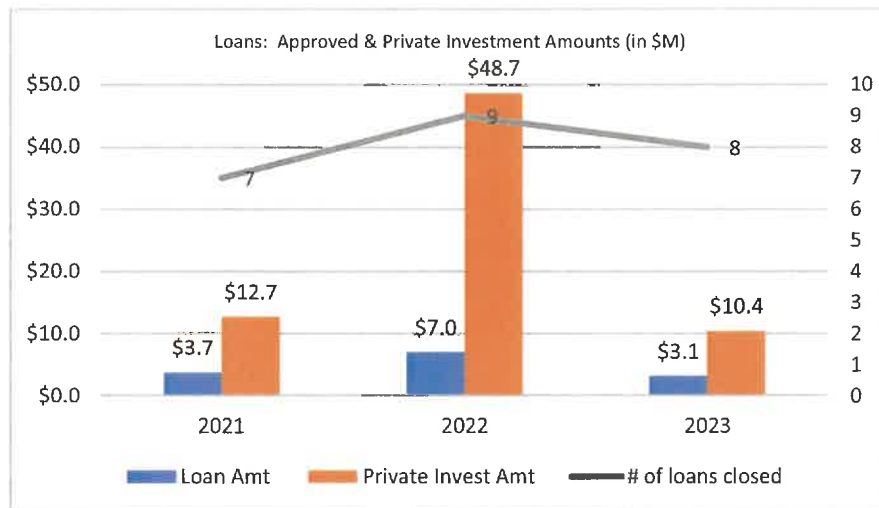


Objective 1B: RDC: Provide “gap financing” to spur the creation of new businesses and private-sector investment in working capital, machinery and equipment.

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

Metric: 6-8 business loans totaling \$2 M with private investment = \$5 M. Currently, the RDC has limited lending capacity (the majority of funds have been deployed). As of Jan '23, the RDC has approximately \$750 K in funds to lend and expects this amount to increase due to monthly principal reflow = approx. \$200,000.

Results: RDC approved 8 loans from the Legacy Fund for \$3.1 M with \$10.4 M in private investment. Historically, the RDC has leveraged private investment 6.5 to 1. Limited loan funds were available to lend during the first half of 2023 which restricted the RDC’s ability to entertain some loan requests. However, overall demand for loans was lighter than expected due to rising interest rates and threats of a recession. Thus, the monthly principal reflow coupled with several loan payoffs adequately replenished the loan fund by the end of 2023 resulting in approximately \$3 million to lend.

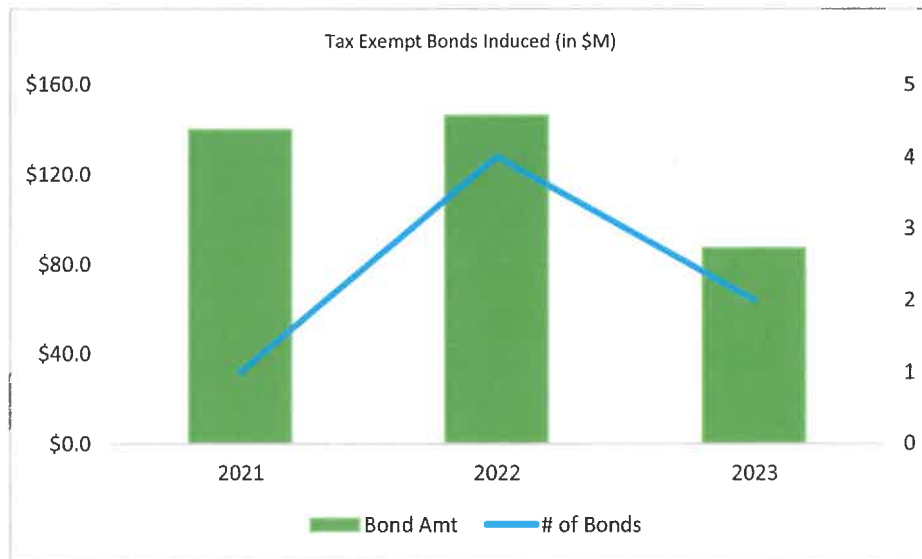


**Objective 1C:** ECIDA & ILDC: Assist non-profit and other eligible borrowers to obtain low-interest, tax-exempt bond financing.

**Measurement:** Value of private investments from low-interest financing provided to non-profit organizations and qualified private activity bond projects.

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

**Results:** The ECIDA Board of Directors approved \$87.3 M in tax exempt bonds. This included the Related Companies Westchester Park bond totaling \$22.3 M. The Joint School Construction Board refinanced several bonds totaling \$65M providing the Buffalo School system with the anticipated financial savings of approx. \$2.94 M over a three-year period.

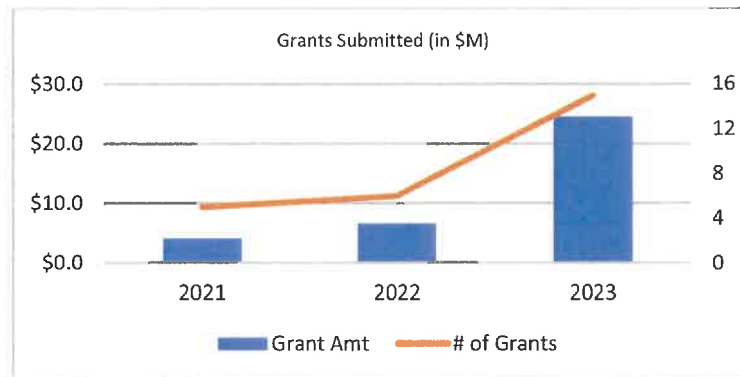


**Objective 1D: ECIDA & ILDC: Pursue state, federal and private (grant) funding opportunities to support priority projects and leverage private investment. Administer projects that have received grant funding.**

**Measurement: Number and \$ amount of grant applications submitted. Number and \$ amount of grant funds under administration.**

**Metric: 4 – 5 grants submitted annually for \$1.5 - \$2 M. 2- 4 grants totaling \$1.5 – 2 M under administration.**

**Results: In 2023, 15 grant applications were submitted (tot = \$24.5 M) resulting in: 5 funded (\$ 6.35M), 3 pending (\$7.28 M) and 7 declined (\$10.9 M). In 2023 there were 9 active grants totaling \$12 M under administration.**



Applicant	Name of Grant	Status (as of 12/31/23)	\$ Awarded
Erie County Villages (various)	Forest Service Urban & Community Forestry Inflation Reduction Act	Awarded	\$255,584
	Muni Planning Grant - village 1	Awarded	\$38,800
	Muni Planning Grant - village 2	Awarded	\$30,000
	Restore NY Round 7	Awarded	\$1,272,513
	Community Dev Block Grant	Declined	
	Green Innovation - village 1	Not Funded	
	Green Innovation - village 2	Not Funded	
	Urban & Community Forestry	Pending	
	Assistance to Firefighters	Declined	
	New York Forward	Declined	
ILDC	FAST NY	Awarded	\$4,750,000
	Community Resiliency Econ Sustainability & Tech	Pending	
ECIDA	Congressionally Directed Spending Request	Pending	
	Consolidated Rail Infrastructure & Safety Improvement	Declined	
	Rebuilding America Infrastructure with Sustainability & Equity	Declined	

\$6,346,897

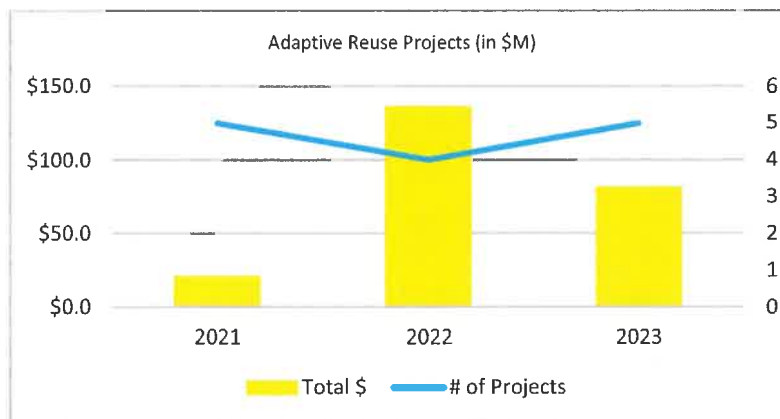
**Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:**

**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:** 5 adaptive reuse projects were approved with total private investment = \$80.9 M. These projects will create a total of 250 apartment units of which 38 units (15%) will be available at 80% AMI (or below). All 5 projects are in distressed census tracts and/or adjacent to distressed census tracts. The private investment amount reflects both the available building stock consisting of buildings with smaller sq ft (many of the larger buildings eligible for adaptive reuse have already undergone redevelopment) and impacts of other market conditions.



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

**Measurement:** Number and \$ amount of direct assistance through Agency product offerings to MWBEs (i.e. business loans, tax incentives). Procurement goal \$ amount and % spent with MWBE vendors for both operational and other purchases.

**Metric:** Direct Assistance: - \$250,000 in direct assistance to 5 – 7 MWBEs.

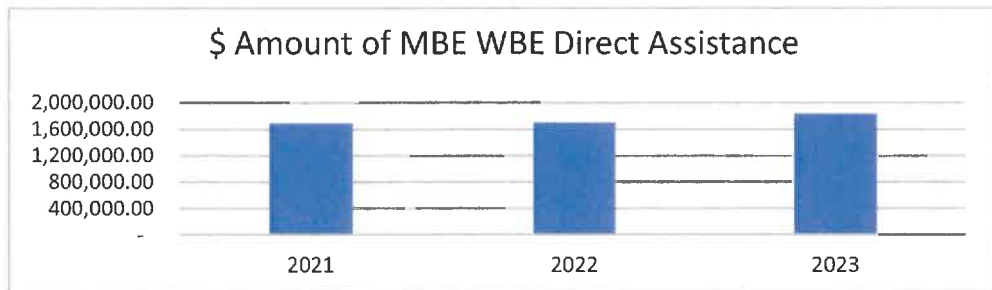


Vendor Operational Purchases of \$18,000 / 30% MWBE (i.e. office supplies, catering, equipment leasing).

Other Purchases: Meet 100% of the following: 1) Professional services including 30% MWBE for engineering/design, 2) Construction service that includes 30% MWBE for contract utilization and 3) RFPs and/or bids scoring – that includes MWBE utilization and/or D&I initiatives valued at 10% of the scoring index

**Results:** Direct Assistance: 8 MWBEs received assistance totaling \$1,840,000 and were comprised of 4 RDC loans (\$1,700,000) and 4 ILDC Loans (\$140,000). Of the 8 loans, 2 RDC loans (\$800,000) and 1 ILDC loan (\$35,000) were made to minority women.

In 2023 the RDC amended the Loan Administrative Plan (LAP) to include a new line of credit offering special terms to MWBE’s targeting four industries (Daycare’s, Construction, Trades and Agriculture Businesses). In addition, the ECIDA provided a \$2,500 SBA sponsorship for Straight Talk that provides technical assistance to MWBE businesses.



Purchasing: A total of \$145,000 of operational purchases were identified (major categories were printing/marketing, IT services / hardware / software, and office supplies). Of that total, \$21,000 (14.5%) were from known M/WBEs. \$16,800 (11.6%) were from WBEs and \$4,200 (2.9%) were from MBEs. In 2023 ECIDA increased its annual spend with WBEs by \$5,680 and with MBEs by \$520 and also began relationships with three new M/WBE vendors.

Other Purchases: Construction Services 100% compliance: 2 bids issued in 2023 with a value of \$6.9 M included 30% MWBE goal have been awarded to vendors with a commitment to 30% MWBE value = \$1.7 M.

RFPs and/or Bids Scoring: 100% of RFPs included scoring value = 10% for MBE/WBE commitment.

Objective 2C: ECIDA, ILDC & RDC: Support diversity, equity & inclusion with a focus on staff development

Measurement: Provide training opportunities re: Racial Equity

Metric: Provide two or more continued educational / training opportunities for staff on DEI

Results: Four DEI related continuing education / training opportunities were offered to and attended by staff during 2023.

- BNP DEI Virtual Learning Series “Is Inclusion Belonging” on April 18th & April 28th.
  - BNP DEI Virtual Learning Series “Affirmative Action SCOTUS Decision and The Impact on Your Business” on November 9th.
  - BNP DEI Virtual Learning Series “How to Lead Inclusively” on November 30th.
  - Mandatory NYS Sexual Harassment Training for all staff included diversity in the workplace. Training held on September 18th
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Objective 2D: ECIDA: Increase opportunities for minorities and women to experience economic progress through tax incentive programs.

Measurement: Adoption of ECIDA Economic Inclusion PILOT

Metric: Obtain ECIDA Board approval of and begin implementation of Economic Inclusion PILOT Policy.

Results: The Economic Inclusion PILOT program was implemented during 3rd Q 2023. The goal of this program is to promote, encourage and maximize opportunities for minorities and women to experience economic progress by 1) establishing MWBE utilization goals for construction activities and 2) to meet minority and women job creation and/or retention goals. In meeting these goals, the applicant’s project will be eligible for enhanced benefits related to the Payment in Lieu of Taxes (PILOT). Of the 3 projects brought to the Board for approval in the 4th Q, one was eligible for the Economic Inclusion PILOT and has opted into the program (Project=1175 Delaware/Delaware Place). Several business development prospects in the pipeline have expressed interest in the program – should their projects be brought to the ECIDA Board in 2024.

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**Objective 2E:** 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 \$50,000 - \$55,000.

**Results:** In 2023, the average salary for the 1,343 FT Jobs (1,097 retained, 246 new) = \$76,117. The average salary for the 73 PT Jobs (40 retained, 33 new) = \$33,187 The total annual payroll amount = \$226 M

2023 FULL TIME			
Category	# of Jobs	Salary w/ Fringe	Salary w/o Fringe
Management	124	\$ 123,747	\$ 102,887
Professional	210	\$ 112,561	\$ 91,009
Administrative	110	\$ 82,249	\$ 67,090
Production	845	\$ 72,334	\$ 59,600
Independent Contractor	4	\$ 48,325	\$ 48,325
Other	50	\$ 84,485	\$ 68,400

2023 PART TIME			
Category	# of Jobs	Salary w/ Fringe	Salary w/o Fringe
Management	1	\$ 30,000	\$ 30,000
Professional	2	\$ 56,250	\$ 45,000
Administrative	2	\$ 25,000	\$ 25,000
Production	55	\$ 29,431	\$ 29,318
Independent Contractor	0	\$ -	\$ -
Other	13	\$ 44,231	\$ 44,231

\*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"

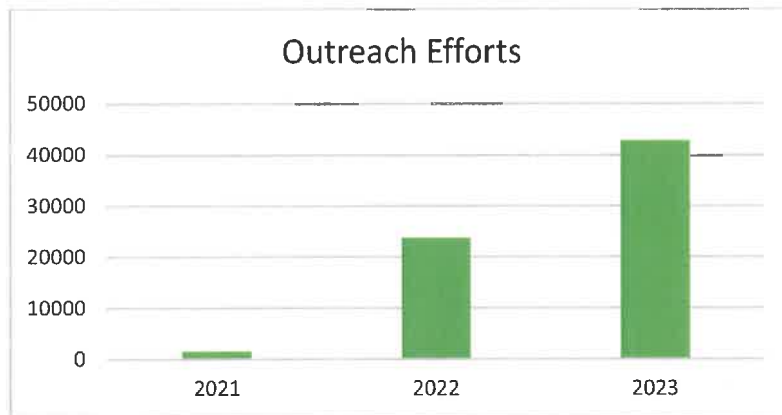
**Objective 2F:** ECIDA, RDC & ILDC: Reach out to Erie County businesses to inform them of ECIDA and other business support services available.

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

**Metric:** 20,000 business outreach contacts

**Results:** In 2023 business outreach contacts = 42,755 over doubling the goal. The outreach efforts include direct business development contacts, event participation, presentations, and direct marketing communication activities (direct mailers, marketing email clicks). The main reason for this increase is we changed the measurement unit from Business First email “opt ins” in previous years to the industry-standard measurement of impressions based upon Business First direct marketing emails. Note: 21,000 opt ins (2022) to 40,000 impressions (2023).

Additional paid advertising Marcomm activities for 2023 totaled more than 909,000 impressions (social media, radio and print advertising).



**Objective 2G:** 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:** 350 acres of land under management

**Results:** Continued management and redevelopment of approximately 486 acres of land: 240 acres of brownfield property at Renaissance Commerce Park, 240 acres of land at the Erie County Agribusiness Park (former Angola Airport site), and 6 acres at the former Polymer Applications site (3445 River Road).

### 2023 Highlights

Site	Activities
Renaissance Commerce Park	<ul style="list-style-type: none"> <li>• Managed 14 new prospect leads for RCP.</li> <li>• Construction of new water and sewer lines at Odell, and Ridge Road corridors.</li> <li>• Completion of road construction for final section of Steelworkers Way.</li> <li>• 8 Dona Street facility ribbon cutting, fully leased.</li> <li>• 2 Steelworkers Way facility under construction, completion in early 2024.</li> <li>• Negotiating sale of parcel 4a to Uniland Development for construction of a 3rd Spec. building site, 10 acres.</li> <li>• Awarded \$4.75 million FASTNY grant for WYE Yard rail relocation project.</li> <li>• Engineering Contract Awarded and underway for WYE Yard rail relocation project.</li> <li>• Completion of Smokes Creek Passive Park feasibility study</li> </ul>
Agri-business Park	<ul style="list-style-type: none"> <li>• Construction of new water tower to provide additional water service to the Town of Evans and the Park.</li> <li>• Installation of new electrical service and water lines to service the Park</li> <li>• Completion and approval of Masterplan and Draft GEIS for Park</li> </ul>
Polymer Site	<ul style="list-style-type: none"> <li>• Negotiated lease - 3445 River Road, Tonawanda, with MN8 Group for the development of a battery storage facility.</li> </ul>

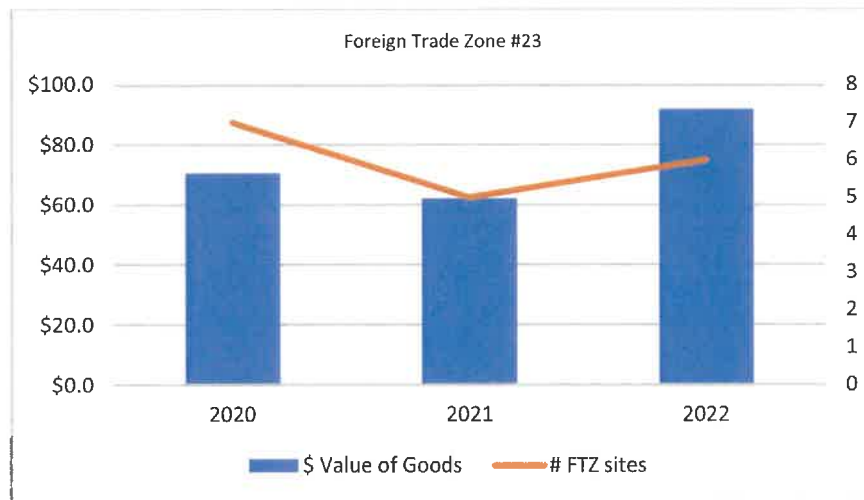
**Goal 3: To encourage international trade:**

**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 and # of FTZ activated sites

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

**Results:** For year-end 2022, a total of 6 Active FTZ Sites with goods valued at \$92,057,662 million moved through the zone. This represents an increase of \$29,765,515 from year end 2021. The increase in FTZ activity was primarily driven by the Cummins Engine and Sucrose Sourcing sites.



\*(note: due to the timing of the Annual Federal FTZ Reporting (June) – the prior year’s results are listed)

**Goal 4: Regional & Business Resiliency:**

**Objective 4A:** ECIDA, RDC, ILDC: Assist businesses throughout Erie County.

**Measurement:** Provide a roadmap for business resiliency.

**Metric:** Implement the updated 2022 Comprehensive 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 Erie County CEDS Implementation Committee met 3 times in 2023: Mar 27<sup>th</sup> (virtual), Aug 28<sup>th</sup> (in-person) & Dec 11<sup>th</sup> (virtual) to discuss the status of the goals and objectives contained in the 2022 Updated CEDS. Outputs from each meeting include Meeting Summary Reports and CEDS Committee Survey Responses.

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**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 \$160,000, which represents the remaining funds available for lending from the Erie County Microenterprise Loan program. The ECIDA will continue to service, support and market the lending program to the eligible consortium communities.

**Results:** The ILDC closed 8 micro enterprise loans for \$280K with \$49K in private investment. 4 of the loans were to Woman owned businesses. Due to principal re-flow from loan payoffs from the existing loan portfolio, additional HUD monies were allocated to the loan fund. The ILDC was able to fund more loans than previously anticipated.

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**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: Collection and analysis of quarterly employment & local labor reports for all active projects, review of investment verifications, facilitate completion of pay equity audits by Erie County (EC) office of EEO and real property tax payments through the EC Commissioner of Real Property Services

Metric: 100% compliance

Results: In 2023, 1 project obtained a local labor waiver, and 2 projects successfully complied with the Pay Equity audit, showing no adverse findings. 100% compliance with investment confirmations and unpaid real property tax policies. Employment retention and creation numbers are in compliance with current policies.

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Objective 5B: ECIDA: Client compliance with the NYS Sales and Use Tax program.

Measurement: Monitor and review of clients’ ST-340 reporting forms against 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: ST-340s were collected on all projects. Two clients exceeded their sales tax benefit - both overages have been collected/remitted to NYS.

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Objective 5C: ECIDA, RDC & ILDC: Compliance with ABO’s deadlines/regulatory requirements.

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

Metric: 100% compliance

Results: The Agency is on track to meet filing requirements of the ABO’s 3/31/24 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 forms, and completion of the required ABO board member training.

Metric: 100% compliance

Results: All 19 ECIDA & RDC Board Members and 7 ILDC Board Members have completed ABO board member training. The Agency is on track to meet the ABO's reporting deadline of 3/31/24.

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Objective 5E: ECIDA, ILDC & RDC: Ensure proper controls and safeguards over the financial reporting and assets of the organizations.

Measurement: Annual independent audit reports of all entities.

Metric: Audit opinions and management letter.

Results: ECIDA, RDC, and ILDC all received an unmodified opinion on their respective audited financial statements, indicating that the financial statements are fairly presented in all material respects. There were no management letters comments for the year ended December 31, 2023.

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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: For the year ended December 31, 2022, a Level A risk rating was assigned to the CARES Act RLF. 32 out of a possible 33 points were earned. Metrics such as loan write-offs, available cash compared to other RLFs in the region, and strong portfolio management contributed to the high rating. Certain risk metrics such as default rate, net RLF income, and loan leverage ratio have been relaxed during the startup period and will factor into future risk ratings. The risk rating for the year ended December 31, 2023 is expected to be known mid-2024, as the reporting deadline is March 30, 2024.

## **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 2023	Year End Balance 2023	Principal Paid 2023	Interest Rate	Bond/Loan Number	Bond Maturity
1062	M&T Bank	Niagara Maryland Development, LLC	\$2,500,000	\$ 215,000	\$ -	\$ 215,000	var	295088FM5	6/1/23
2360	New York Housing Finance Agency	2009 Shoreline Apartments LLC	\$9,000,000	\$ 1,096,892	\$ 1,044,869	\$ 52,023	0.055	5003	11/30/41
2516	Bank of New York Mellon	Our Lady of Victory Renaissance Corporation	\$11,860,000	\$ 6,805,000	\$ 6,275,000	\$ 530,000	Variable		4/1/32
2591	M&T Bank	Canisius High School	\$22,250,000	\$ 9,900,000	\$ 9,475,000	\$ 425,000	var	1012768	2/1/38
10194	M&T Bank	Joint Schools Construction Board 2013 Refund of 2009A Bonds	\$62,540,000	\$ 60,235,000	\$ 59,935,000	\$ 300,000	var	254	5/1/28
10216	U.S. Bank National Association	Medaille College 2013 Refund of ECIDA 2003 Bond	\$18,240,000	\$ 13,010,000	\$ -	\$ 13,010,000	fixed	1036945, 1036947, 1036932	2/16/35
10291	M&T Bank	Joint Schools Construction Board (Refund of 2007A & 2008A bonds) - Series 2015A	\$236,975,000	\$ 140,925,000	\$ 120,385,000	\$ 20,540,000	var.	H378	2029
10342	M&T Bank	Joint Schools Construction Board Series 2016A (Refund of 2009A Bonds)	\$133,580,000	\$ 100,275,000	\$ 84,405,000	\$ 15,870,000	2.17	118534-000	2031
10404	Zions Bancorporation	Marina Vista	\$13,300,000	\$ 12,768,730	\$ 12,571,935	\$ 196,795	fixed	CPC7068801, 7916	12/20/37
10504	U.S. Bank National Association	Related Affordable/Elmwood Square Apartments	\$8,590,000	\$ 8,590,000	\$ 8,534,149.62	\$ 55,850.38	1.846%, Fixed	234450000	2038
10621	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo -2021 series	\$109,135,000	\$ 103,935,000	\$ 95,955,000	\$ 7,980,000	Fixed		2032
10730	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo - 2022 series	\$71,150,000	\$ 71,150,000	\$ 51,945,000	\$ 19,205,000	Fixed	156152-000	2026
10758	Huntington National Bank	OAHS Tonawanda TC, LLC (Tonawanda Towers)	\$ 11,090,000	\$ 11,090,000	\$ 11,090,000	\$ -	Fixed	Account number 5082001861	10/1/2062
10764	Wilmington Trust National Association	Ellicott Park Townhomes Community Partners, LP	\$33,000,000	\$33,000,000	\$ 32,935,000	\$ 65,000	5.45% fixed	161477-000	4/1/2067
10809	U.S. Bank National Association	Westchester Park Perservation LP	\$22,310,000	\$22,310,000	\$ 22,310,000	\$ -	4.23% fixed	248174000	2041
10813	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo - 2023A	\$57,270,000	\$57,270,000	\$ 57,270,000	\$ -	5.0% fixed	166740-000	2028
				\$ 652,575,622	\$ 574,130,953				

ILDC Bonds

ATTACHMENT 2

Id	Bank	ProjectName	Bond Amount	Year Start Balance 2023	Year End Balance 2023	Principal Paid 2023	Interest Rate	Loan Number
2758	UMB Bank	Enterprise Charter School	\$7,345,000.00	\$6,060,000.00	\$5,895,000.00	\$165,000	7.5	1032851
10111	M&T Bank	Cantalician Center for Learning-Series A	\$9,525,000	\$4,953,333	\$4,440,000	\$513,333	var.	1034105
10278	The Bank of New York Mellon	Catholic Health System	\$93,800,000	\$72,980,000	\$68,500,000.00	\$4,480,000	5	
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/k/a Fox Run	\$44,490,000	\$35,550,000	\$34,055,000	\$1,495,000	1-5%	ORCHRD PARK15
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	\$30,760,000.00	\$19,825,000.00	\$18,865,000.00	\$960,000	Libor rate: 1.3375	3233822
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015B	\$16,195,000.00	\$16,195,000.00	\$16,195,000.00	\$0	Libor rate: 1.4075	3233830
10338	M&T Bank	854 Ellicott Street, LLC	\$44,328,500	\$40,003,376.32	\$39,055,046.90	\$948,329.42	2.95	99-6641368-3
10371	M&T Bank	Tapestry Charter School	\$33,900,000.00	\$32,150,000.00	\$31,645,000.00	\$505,000		Series A - 123350-000 Series B - 123351-000
10375	U.S. Bank	Charter School for Applied Technologies	\$22,995,000.00	\$18,340,000.00	\$17,285,000.00	\$1,055,000	Varies: 4.25%-5.00%	220612000
10398	M&T Bank	Medaille College 2018 Series Refunding of 2010 Bonds (ILDC)	\$9,350,000.00	\$9,045,000.00	\$0.00	\$9,045,000		
10399	Wilmington Trust	Global Concepts Charter School	\$6,185,000.00	\$5,290,000.00	\$5,045,000.00	\$245,000	4 & 5%	131876-000
10470	U.S. Bank	D'Youville College	\$48,205,000.00	\$46,525,000.00	\$45,615,000.00	\$910,000	Variable	234594000
10713	Key Government Finance, Inc.	134 High Street, LLC, Series 2022	\$19,635,847.21	\$19,023,082.11	\$18,269,755.69	\$753,326.42	2.92%	
				\$325,939,791	\$304,864,803			

**Erie County Industrial Development Agency**  
**Compensation Schedule**  
**Year Ended: December 31, 2023**

The following employees had a base salary greater than \$100,000 in 2023:

<b>Name</b>	<b>Title</b>	<b>Salary</b>	<b>Performance Compensation</b>	<b>Payroll Taxes*</b>	<b>Benefits</b>	<b>Total</b>
John Cappellino	President & CEO	\$ 205,000	-	13,157	41,612	\$ 259,769
Elizabeth O'Keefe	Vice President - Operations	\$ 120,000	-	9,432	23,844	\$ 153,276
Mollie Profic	Vice President & CFO	\$ 115,605	-	9,096	37,485	\$ 162,186
Grant Lesswing	Director of Business Development	\$ 106,822	-	8,424	29,739	\$ 144,985

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



Annual Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/06/2024  
 Status: UNSUBMITTED  
 Certified Date: N/A

**Benefit Information**

During the fiscal year, did the authority continue to pay for any of the above mentioned benefits for former staff or individuals affiliated with the authority after those individuals left the authority? No

**Board Members**

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	

**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, 2023

Company	Projected Year 2 Jobs	Net Jobs Projected to be Created	Lease Project Amount	Tax Exempt Bond Amount	Date Approved
1 Moog, Inc.	180	0	\$ 76,750,800		3/22/2023
2 Lactalis American Group, Inc.	403	27	44,526,000		11/29/2023
3 Westchester Park Preservation	5	1	35,600,000	22,310,000	10/25/2023
4 BPS Commissary Kitchen	66	15	33,067,799		7/26/2023
5 356 Hertel Ave, LLC	42	42	32,067,800		2/22/2023
6 IMA Life North America	150	30	27,556,179		9/27/2023
7 Wood and Brooks Properties, LLC	3	3	23,127,638		4/26/2023
8 1175 Delaware Place	2	2	16,750,000		11/29/2023
9 Stark Real Estate Holdings	180	130	16,250,000		6/28/2023
10 Rosina Food Products, Inc.	291	15	16,000,000		6/28/2023
11 Commitment 2000/Father Sam's	88	12	8,623,800		2/22/2023
12 TM Montante/50 Gates Circle	4	0	3,465,838		5/31/2023
13 Trautman Associates/130 Pearl, LLC	2	2	2,477,047		7/26/2023
14 JSCB Series 2023A Refunding of 2013A Bonds	0	0		65,000,000	10/25/2023
<b>Total:</b>	<b>1416</b>	<b>279</b>	<b>\$ 336,262,901</b>	<b>\$ 87,310,000</b>	

**Buffalo & Erie County Regional Development Corporation**

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2023

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Perry's Ice Cream	\$ 2,000,000	6/21/2023
2 Linita Design & Manufacturing	750,000	4/21/2023
3 Sherex Fastening Solutions	750,000	3/16/2023
4 Top Seedz, LLC	750,000	4/28/2023
5 Rust Belt Love, Inc.	100,000	1/24/2023
6 El Encanto Café, Inc.	100,000	4/21/2023
Total	<u>\$ 4,450,000</u>	

**Buffalo & Erie County Industrial Land Development Corporation**

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2023

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Kevin Thie d/b/a Buffalo Firewood	\$ 35,000	4/11/2023
2 David Grapes, Jr d/b/a Grapes Lawn and Landscape	35,000	6/12/2023
3 Elaine Urbanowicz d/b/a Urbanowicz Acres	35,000	7/6/2023
4 Dark Forest Chocolate Makers Inc.	35,000	7/31/2023
5 J.P Mobil Detailing LLC	35,000	9/6/2023
6 Taylor'd Beauty LLC	35,000	10/30/2023
7 Beach's Motorcycle Adventures Ltd.	35,000	10/31/2023
8 Beauty Blends Tattoo & Spa Inc.	35,000	11/13/2023
	<u>Total \$ 280,000</u>	

**Erie County Industrial Development Agency**  
**Property Report**  
**Year Ended: December 31, 2023**

Table 1. The following is a listing of all real property owned by the ECIDA and its affiliates at December 31, 2023.

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 2023.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Purchaser	Date of Sale	Price Received

Table 3. The following is a listing of all real property that was acquired during 2023.

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 12/31/23)**

**Attachment #6**

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

<b>Name</b>	<b>Executive</b>	<b>Governance</b>	<b>Compensation</b>	<b>Finance &amp; Audit</b>	<b>Nominating</b>	<b>Policy</b>	<b>Loan</b>	<b>Loan Write-Off</b>
Denise Abbott						ER	ER	
Thomas Baines*		ERI						
April Baskin*						ER		
A.J. Baynes *						ER		
Penny Beckwith*				ERI				ERI
Diane Benczkowski					ERI			
Mark Blue			E			ER		
Bryon Brown	ER					ER		
Allison DeHonney*				ERI				
Joseph Emminger	ER						ER	
Zachary Evans*		ERI			ERI	ER		
Dottie Gallagher			E					
Rebecca Gandour*							ER	
Michael Hughes		ERI	E					
Howard Johnson		ERI						
Tyra Johnson-Hux		ERI						ERI
Brian Kulpa		ERI						
Nancy LaTulip*							ER	
Richard Lipsitz	ER		E		ERI	ER		
Dr. Susan McCartney						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		

**ECIDA/RDC/ILDC Board Committees**  
**(As of 12/31/23)**

**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	
Hon. John Tobia						ER		
Paul Vukelic				ERI		ER		
William Witzleben*				ERI				ERI
Royce Woods*							ER	

\* Non-Board members

2023 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
ECIDA	ECIDA	No Meeting	2/22/23	3/22/23	4/26/23	5/31/23	6/28/23	7/26/23	No Meeting	9/27/23	10/25/23	11/29/23	No Meeting	
	Denise Abbott		X	X	X	X	X	X		X		X		
	Hon. Diane Benzckowski		X	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		X		X			X			
	Michael Hughes					X		X				X		
	Hon. Howard Johnson			X	X		X			X	X			
	Tyra Johnson		X	X	X		X							
	Hon. Brian Kulpa				X	X	X			X	X	X		
	Richard Lipsitz Jr.			X	X	X	X	X		X	X	X		
	Denise McCowan		X	X	X		X	X		X	X	X		
	Brenda McDuffie		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	X	X		
	Rev. Darius Pridgen													
	Kenneth Schoetz		X	X	X	X		X		X	X	X		
	Paul Vukelic		X			X					X	X		

Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
RDC	RDC	No Meeting	2/22/23	3/22/23	4/26/23	No Meeting	6/28/23	No Meeting	No Meeting	9/27/23	10/25/23	No Meeting	No Meeting	
	Denise Abbott		X	X	X		X			X				
	Diane Benzckowski		X	X			X			X	X			
	Rev. Mark Blue				X					X	X			
	Hon. Byron Brown		X				X							
	James Doherty													
	Hon. Joseph Emminger			X	X					X	X			
	Dottie Gallagher		X	X							X	X		
	Michael Hughes													
	Howard Johnson			X	X		X			X	X			
	Tyra Johnson		X	X	X		X			X				
	Hon. Brian Kulpa						X							
	Richard Lipsitz			X	X		X			X	X			
	Denise McCowan		X	X	X		X			X	X			
	Brenda McDuffie		X	X	X		X			X	X			
	Hon. Glenn Nellis		X	X	X		X			X	X			
	Hon. Mark Poloncarz		X	X	X		X			X	X			
	Rev. Darius Pridgen													
	Kenneth Schoetz		X	X	X					X	X			
	Paul Vukelic		X								X			



2023 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
ILDC	ILDC	No Meeting	2/22/23	3/22/23	4/26/23	5/31/23	No Meeting	No Meeting	No Meeting	9/27/23	10/25/23	No Meeting	12/20/23	
	Denise Abbott		X	X	X	X				X			X	
	Hon. April Baskin		X			X					X			
	Hon. Byron Brown		X											
	Daniel Castle		X	X	X	X				X	X		X	
	Hon. Howard Johnson			X	X						X			
	Richard Lipsitz			X	X	X				X	X		X	
	Hon. Mark Poloncarz		X	X	X	X				X	X		X	

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
 Status: CERTIFIED  
 Certified Date : 03/27/2024

**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	

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

**Procurement Transactions Listing:**

<b>1. Vendor Name</b>	360 PSG.com	<b>Address Line1</b>	678 Sheridan Drive
<b>Type of Procurement</b>	Technology - Consulting/Development or Support	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	TONAWANDA
<b>Award Date</b>	9/21/2010	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14150
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$5,265.00	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$5,265.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Website maintenance, tax incentive/loan application updates

<b>2. Vendor Name</b>	Accident Fund Insurance Company of America	<b>Address Line1</b>	200 N. Grand Avenue
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	LANSING
<b>Award Date</b>	12/31/2022	<b>State</b>	MI
<b>End Date</b>	12/31/2023	<b>Postal Code</b>	48933
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$7,850.00	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$7,850.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Second excess liability coverage 12/31/22-12/31/23

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>3. Vendor Name</b>	Anherst Chamber of Commerce, Inc.	<b>Address Line1</b>	400 Essjay Road
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	Suite 150
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	WILLIAMSVILLE
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14221
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$5,004.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Erie County Business Task Force website development funding (\$4,500), membership and event registrations (\$504)

<b>4. Vendor Name</b>	Audacy Operations, Inc.	<b>Address Line1</b>	500 Corporate Parkway
<b>Type of Procurement</b>	Other Professional Services	<b>Address Line2</b>	Suite 200
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14226
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$29,037.50	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Targeted local radio and social media advertising

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>5. Vendor Name</b>	Beazley Insurance Co.	<b>Address Line1</b>	45 Rockefeller Plaza
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	16th Floor
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	NEW YORK
<b>Award Date</b>	12/31/2022	<b>State</b>	NY
<b>End Date</b>	12/31/2024	<b>Postal Code</b>	10111
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$7,240.00	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$7,240.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Cyber liability insurance 12/31/22-12/31/23 and 12/31/23-12/31/24

<b>6. Vendor Name</b>	Buffalo Business First	<b>Address Line1</b>	465 Main Street
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14203
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$35,270.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Targeted advertising campaigns in local weekly business publication and event sponsorships

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>7. Vendor Name</b>	Buffalo Niagara Manufacturing Alliance	<b>Address Line1</b>	683 Northland Avenue
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14211
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$9,000.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Annual sponsorship and membership dues

<b>8. Vendor Name</b>	Buffalo Southern Railroad	<b>Address Line1</b>	8600 Depot Street
<b>Type of Procurement</b>	Commodities/Supplies	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	EDEN
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14057
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$30,306.19	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Materials reimbursement for crossing and tie/ballast replacement

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>9.</b>	<b>Vendor Name</b>	Buffalo Urban Development Corporation	<b>Address Line1</b>	95 Perry Street
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	Suite 404
	<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
	<b>Award Date</b>		<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14203
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>		<b>Province/Region</b>	United States
	<b>Amount Expended For Fiscal Year</b>	\$100,000.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Support for Buffalo's Race for Place initiative

<b>10.</b>	<b>Vendor Name</b>	C&S Engineers	<b>Address Line1</b>	141 Elm Street, Suite 100
	<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
	<b>Award Date</b>	3/8/2021	<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14203
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$715,502.80	<b>Province/Region</b>	United States
	<b>Amount Expended For Fiscal Year</b>	\$268,160.12	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Planning, environmental, financial and design services for public sanitary sewer and water line extensions at Renaissance Commerce Park.

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>11. Vendor Name</b>	Chubb	<b>Address Line1</b>	1133 Avenue of the Americas
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	NEW YORK
<b>Award Date</b>	1/1/2023	<b>State</b>	NY
<b>End Date</b>	12/31/2023	<b>Postal Code</b>	10036
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$44,078.00	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$44,078.00	<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 1/1/23-1/1/24

<b>12. Vendor Name</b>	Copier Fax Business Technologies, Inc.	<b>Address Line1</b>	465 Ellcott Street
<b>Type of Procurement</b>	Commodities/Supplies	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	12/14/2018	<b>State</b>	NY
<b>End Date</b>	12/14/2023	<b>Postal Code</b>	14203
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$13,683.91	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$13,683.91	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	DocuWare annual maintenance charges (\$7,010.00), and copier charges (\$6,673.91).



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>13. Vendor Name</b>	Dell Marketing LP	<b>Address Line1</b>	One Dell Way
<b>Type of Procurement</b>	Technology - Software	<b>Address Line2</b>	
<b>Award Process</b>	Purchased Under State Contract	<b>City</b>	ROUND ROCK
<b>Award Date</b>		<b>State</b>	TX
<b>End Date</b>		<b>Postal Code</b>	78682
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$8,262.86	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Software user licenses

<b>14. Vendor Name</b>	Empire State Development Corporation	<b>Address Line1</b>	633 Third Avenue
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	NEW YORK
<b>Award Date</b>	3/7/2008	<b>State</b>	NY
<b>End Date</b>	11/30/2023	<b>Postal Code</b>	10017
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$179,035.52	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$179,035.52	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Rent and utilities for offices at 95 Perry Street.

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>15. Vendor Name</b>	Guardian	<b>Address Line1</b>	10 Hudson Yards
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	NEW YORK
<b>Award Date</b>	1/1/2023	<b>State</b>	NY
<b>End Date</b>	12/31/2023	<b>Postal Code</b>	10001
<b>Fair Market Value</b>	\$18,444.84	<b>Plus 4</b>	
<b>Amount</b>	\$18,444.84	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$18,444.84	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Dental insurance for ECIDA employees.

<b>16. Vendor Name</b>	Harris Beach, PLLC	<b>Address Line1</b>	Larkin at Exchange
<b>Type of Procurement</b>	Legal Services	<b>Address Line2</b>	726 Exchange Street, Suite 1000
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	1/12/2009	<b>State</b>	NY
<b>End Date</b>	5/1/2024	<b>Postal Code</b>	14210
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$38,023.14	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$38,023.14	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Legal services.

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>17. Vendor Name</b>	Highmark Blue Cross Blue Shield of WNY	<b>Address Line1</b>	257 W Genesee Street
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	Suite 100
<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	1/1/2023	<b>State</b>	NY
<b>End Date</b>	12/31/2023	<b>Postal Code</b>	14202
<b>Fair Market Value</b>	\$7,050.80	<b>Plus 4</b>	
<b>Amount</b>	\$7,050.80	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$7,050.80	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Health insurance for employees

<b>18. Vendor Name</b>	Independent Health	<b>Address Line1</b>	511 Farber Lakes Drive
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	WILLIAMSVILLE
<b>Award Date</b>	12/1/2022	<b>State</b>	NY
<b>End Date</b>	12/31/2023	<b>Postal Code</b>	14221
<b>Fair Market Value</b>	\$178,656.18	<b>Plus 4</b>	
<b>Amount</b>	\$178,656.18	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$178,656.18	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Health insurance for employees

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

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

<b>20. Vendor Name</b>	Layer 3 Technologies, Inc.	<b>Address Line1</b>	1645 Lyell Avenue
<b>Type of Procurement</b>	Technology - Software	<b>Address Line2</b>	Suite 200
<b>Award Process</b>	Purchased Under State Contract	<b>City</b>	ROCHESTER
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14606
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$9,925.58	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	IT services and multi-factor authentication tool

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>21. Vendor Name</b>	Liro Engineers, Inc.	<b>Address Line1</b>	690 Delaware Avenue
<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	1/28/2022	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14209
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$116,372.00	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$35,732.50	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Consulting and planning services related to the Shoreline Trail Enhancement Project.

<b>22. Vendor Name</b>	Lumsden McCormick, LLP	<b>Address Line1</b>	369 Franklin Street
<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>	9/28/2022	<b>State</b>	NY
<b>End Date</b>	6/30/2025	<b>Postal Code</b>	14202
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$29,000.00	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$29,000.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Independent audit services

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>23. Vendor Name</b>	Merchants Mutual Insurance Co.	<b>Address Line1</b>	250 Main Street
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	12/31/2022	<b>State</b>	NY
<b>End Date</b>	12/31/2023	<b>Postal Code</b>	14202
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$17,509.00	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$17,509.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Commercial umbrella coverage 12/31/22-12/31/23

<b>24. Vendor Name</b>	Metropolitan Life Insurance Company	<b>Address Line1</b>	200 Park Avenue
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	NEW YORK
<b>Award Date</b>	5/1/2022	<b>State</b>	NY
<b>End Date</b>	4/30/2024	<b>Postal Code</b>	10166
<b>Fair Market Value</b>	\$11,774.64	<b>Plus 4</b>	
<b>Amount</b>	\$11,774.64	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$11,774.64	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Group term life insurance, long-term disability insurance and accidental death insurance for employees

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>25. Vendor Name</b>	Michigan Street Development, LLC	<b>Address Line1</b>	701 Seneca Street
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	Suite 200
<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	12/1/2023	<b>State</b>	NY
<b>End Date</b>	7/31/2027	<b>Postal Code</b>	14210
<b>Fair Market Value</b>	\$584,125.64	<b>Plus 4</b>	
<b>Amount</b>	\$584,125.64	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$13,275.58	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Rent for offices at 95 Perry Street

<b>26. Vendor Name</b>	NYSIF Workers' Compensation	<b>Address Line1</b>	PO Box 5238
<b>Type of Procurement</b>	Other Professional Services	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	NEW YORK
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	10008
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$7,185.22	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Workers comp insurance premiums 12/29/23-12/29/24

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>27. Vendor Name</b>	New York Association of Training and Employment Professionals (NYATEP)	<b>Address Line1</b>	PO Box 648
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	ALBANY
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	12201
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$5,900.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	2022 conference sponsorship and 2023 conference registrations

<b>28. Vendor Name</b>	New York State Economic Development Council (NYSEDC)	<b>Address Line1</b>	111 Washington Avenue
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	4th Floor
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	ALBANY
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	12210
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$10,960.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Sponsorships for events (\$6,500), membership dues (\$2,000), event registrations (\$2,460)



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>29. 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>	12/31/2022	<b>State</b>	PA
<b>End Date</b>	12/31/2023	<b>Postal Code</b>	19176
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$41,649.62	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$41,649.62	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	General liability insurance, municipal package insurance for 2023 calendar year.

<b>30. Vendor Name</b>	Pitney Bowes, Inc.	<b>Address Line1</b>	25 N. Pointe Parkway
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<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>	United States
<b>Amount Expended For Fiscal Year</b>	\$6,048.50	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Postage

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>31. 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>	\$13,782.50	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	2022 Annual Report graphic design and printing (\$7,200), 2024 calendars (\$4,750), report printing (\$1,832.50)

<b>32. Vendor Name</b>	The Buffalo News	<b>Address Line1</b>	PO Box 650
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14240
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$17,040.75	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Public hearing notices, subscriptions

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>33.</b>	<b>Vendor Name</b>	Veraview LLC	<b>Address Line1</b>	610 Main Street
	<b>Type of Procurement</b>	Technology - Hardware	<b>Address Line2</b>	Suite 400
	<b>Award Process</b>	Purchased Under State Contract	<b>City</b>	BUFFALO
	<b>Award Date</b>		<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14202
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>		<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$5,863.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Audiovisual equipment and installation

<b>34.</b>	<b>Vendor Name</b>	W.B. Mason Co., Inc.	<b>Address Line1</b>	P.O. Box 981101
	<b>Type of Procurement</b>	Commodities/Supplies	<b>Address Line2</b>	
	<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BOSTON
	<b>Award Date</b>		<b>State</b>	MA
	<b>End Date</b>		<b>Postal Code</b>	02298
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>		<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$13,417.19	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Office supplies

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>35. Vendor Name</b>	Wendel WD Architecture, Engineering, Surveying & Landscape Architecture, PC	<b>Address Line1</b>	375 Essjay Road
<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	Suite 200
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	WILLIAMSVILLE
<b>Award Date</b>	9/20/2022	<b>State</b>	NY
<b>End Date</b>	3/1/2023	<b>Postal Code</b>	14221
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$69,500.00	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$28,975.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Consulting services related to Smokes Creek Passive Recreational Area conceptual alternatives

<b>36. Vendor Name</b>	Windstream	<b>Address Line1</b>	P.O. Box 9001013
<b>Type of Procurement</b>	Telecommunication Equipment or Services	<b>Address Line2</b>	
<b>Award Process</b>	Purchased Under State Contract	<b>City</b>	LOUISVILLE
<b>Award Date</b>		<b>State</b>	KY
<b>End Date</b>		<b>Postal Code</b>	40290
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$24,333.72	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Phone and Internet Services



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Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

**Additional Comments**



Procurement Report for Buffalo and Erie County Regional Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
 Status: CERTIFIED  
 Certified Date : 03/27/2024

**Procurement Information:**

Question	Response	URL (if Applicable)
1. Does the Authority have procurement guidelines?	Yes	<a href="https://www.ecldany.com/about-us-corporate-policies">https://www.ecldany.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-(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	

Procurement Report for Buffalo and Erie County Regional Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

**Procurement Transactions Listing:**

<b>1. Vendor Name</b>	Buffalo Business First	<b>Address Line1</b>	465 Main Street
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14203
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$10,800.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Marketing and target email blasts for loan program in local weekly business publication.

<b>2. Vendor Name</b>	Erie County IDA	<b>Address Line1</b>	95 Perry Street
<b>Type of Procurement</b>	Staffing Services	<b>Address Line2</b>	Suite 403
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14203
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$291,288.99	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Management fee to Erie County IDA for staffing services, rent, and expense reimbursement.

Procurement Report for Buffalo and Erie County Regional Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>3. Vendor Name</b>	Hurwitz & Fine, P.C.	<b>Address Line1</b>	1300 Liberty Building
<b>Type of Procurement</b>	Legal Services	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	5/1/2019	<b>State</b>	NY
<b>End Date</b>	5/1/2023	<b>Postal Code</b>	14202
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$78,175.63	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$78,175.63	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Legal services related to lending activity.

<b>4. Vendor Name</b>	Lumsden McCormick, LLP	<b>Address Line1</b>	369 Franklin Street
<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>	9/28/2022	<b>State</b>	NY
<b>End Date</b>	6/30/2025	<b>Postal Code</b>	14202
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$16,000.00	<b>Province/Region</b>	United States
<b>Amount Expended For Fiscal Year</b>	\$16,000.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Independent audit services.



Procurement Report for Buffalo and Erie County Regional Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

**Additional Comments**

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
 Status: CERTIFIED  
 Certified Date : 03/27/2024

**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	

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

**Procurement Transactions Listing:**

<b>1.</b>	<b>Vendor Name</b>	C&S Engineers, Inc.	<b>Address Line1</b>	499 Col. Eileen Collins Boulevard
	<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	SYRACUSE
	<b>Award Date</b>	11/7/2022	<b>State</b>	NY
	<b>End Date</b>	11/28/2022	<b>Postal Code</b>	13212
	<b>Fair Market Value</b>	\$9,500.00	<b>Plus 4</b>	
	<b>Amount</b>	\$9,500.00	<b>Province/Region</b>	United States
	<b>Amount Expended For Fiscal Year</b>	\$9,500.00	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Benefit analysis related to railroad yard relocation cost

<b>2.</b>	<b>Vendor Name</b>	E & R General Construction Inc.	<b>Address Line1</b>	38 Saint David's Drive
	<b>Type of Procurement</b>	Design and Construction/Maintenance	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	WEST SENECA
	<b>Award Date</b>	4/27/2022	<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14224
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$1,538,273.60	<b>Province/Region</b>	United States
	<b>Amount Expended For Fiscal Year</b>	\$1,105,557.93	<b>Country</b>	United States
	<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Construction of 1,550 feet of new roadway ("Road B") at Renaissance Commerce Park.

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>3. Vendor Name</b>	Erie County Industrial Development Agency	<b>Address Line1</b>	95 Perry Street
<b>Type of Procurement</b>	Staffing Services	<b>Address Line2</b>	Suite 403
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14203
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$116,648.60	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Management fee to Erie County IDA for staffing services, expense reimbursement.

<b>4. Vendor Name</b>	Folt Albert Associates	<b>Address Line1</b>	295 Main Street
<b>Type of Procurement</b>	Design and Construction/Maintenance	<b>Address Line2</b>	Suite 200
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	7/28/2021	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14203
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$337,955.42	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$39,283.63	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Engineering, design, and resident engineering services for the construction of new road ("Road B") at Renaissance Commerce Park.

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>5. Vendor Name</b>	Foit Albert Associates	<b>Address Line1</b>	295 Main Street
<b>Type of Procurement</b>	Design and Construction/Maintenance	<b>Address Line2</b>	Suite 200
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	1/26/2022	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14203
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$329,514.75	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$67,595.50	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	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.

<b>6. Vendor Name</b>	Harris Beach, PLLC	<b>Address Line1</b>	Larkin at Exchange
<b>Type of Procurement</b>	Legal Services	<b>Address Line2</b>	726 Exchange Street, Suite 1000
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	1/12/2009	<b>State</b>	NY
<b>End Date</b>	5/1/2023	<b>Postal Code</b>	14210
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$29,849.03	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$29,849.03	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Legal services (LLDC General Counsel) based on hourly rates.

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>7. Vendor Name</b>	KLW Appraisal Group, Inc.	<b>Address Line1</b>	247 Cayuga Road
<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	CHEEKTOWAGA
<b>Award Date</b>		<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14225
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>		<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$8,300.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Professional property appraisals

<b>8. Vendor Name</b>	LaBella Associates PC	<b>Address Line1</b>	300 State Street
<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	Suite 201
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	ROCHESTER
<b>Award Date</b>	8/28/2019	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14614
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$7,450.00	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$7,450.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	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 and annual PRR report.

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>9.</b>	<b>Vendor Name</b>	Lackawanna City Treasurer	<b>Address Line1</b>	714 Ridge Road
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	LACKAWANNA
	<b>Award Date</b>		<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14218
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>		<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$69,823.76	<b>Country</b>	United States
	<b>Explain why the Fair Market Value Is Less than the Amount</b>		<b>Procurement Description</b>	City of Lackawanna sewer tax for the Renaissance Commerce Park property.

<b>10.</b>	<b>Vendor Name</b>	Pinto Construction Services, Inc.	<b>Address Line1</b>	132 Dingsens Street
	<b>Type of Procurement</b>	Design and Construction/Maintenance	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
	<b>Award Date</b>	9/28/2022	<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14206
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$6,086,001.03	<b>Province/Region</b>	
	<b>Amount Expended For Fiscal Year</b>	\$4,916,059.65	<b>Country</b>	United States
	<b>Explain why the Fair Market Value Is Less than the Amount</b>		<b>Procurement Description</b>	Construction of sewer and water line extensions at Renaissance Commerce Park

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
Status: CERTIFIED  
Certified Date : 03/27/2024

<b>11. Vendor Name</b>	Pinto Construction Services, Inc.	<b>Address Line1</b>	132 Dingens Street
<b>Type of Procurement</b>	Design and Construction/Maintenance	<b>Address Line2</b>	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
<b>Award Date</b>	12/22/2021	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14206
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$181,360.00	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$149,860.00	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Construction and installation of entry signage at main entrance of Renaissance Commerce Park.

<b>12. Vendor Name</b>	Wendel	<b>Address Line1</b>	375 Essjay Road
<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	Suite 200
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	WILLIAMSVILLE
<b>Award Date</b>	12/16/2020	<b>State</b>	NY
<b>End Date</b>		<b>Postal Code</b>	14221
<b>Fair Market Value</b>		<b>Plus 4</b>	
<b>Amount</b>	\$445,973.00	<b>Province/Region</b>	
<b>Amount Expended For Fiscal Year</b>	\$64,661.30	<b>Country</b>	United States
<b>Explain why the Fair Market Value is Less than the Amount</b>		<b>Procurement Description</b>	Erie County Agribusiness Park Master Plan/GEIS



Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 03/27/2024  
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**Additional Comments**