

**Erie County Industrial Development Agency  
Investment Report**

For the year ended December 31, 2010

# **Erie County Industrial Development Agency**

## **2010 Annual Investment Report**

### **Purpose of Report:**

Under Section 2925(6) of the Public Authorities Law, the ECIDA is required to prepare and approve an annual Investment Report. The Investment Report is to include: the investment guidelines (see below), the results of the annual independent investment audit (see below), a list of the total investment income received by the corporation and a list of the fees, commissions or other charges paid to each investment banker, broker, agent, dealer and advisor rendering investment associated services to the corporation since the last Investment Report.

The attached schedule details the corporation's investment income and related fees for the year ended December 31, 2010 and was approved by the ECIDA membership on March 21, 2011.

### **Investment Guidelines:**

In accordance with Section 2925 of the Public Authorities Law, the ECIDA is required to adopt Investment Guidelines which detail its operative policy and instructions to staff regarding the investing, monitoring and reporting of funds of the Agency. In addition, the ECIDA is subject to the deposit and investment restrictions contained in Sections 10 and 11 of the General Municipal Law.

The Investment Guidelines were approved by the ECIDA membership on March 21, 2011 and are posted on the ECIDA website at <http://www.ecidany.com/about-us-corporate-policies>. The Investment Guidelines are consistent with the prior Guidelines adopted on April 12, 2010.

### **Investment Audit:**

The auditors for the ECIDA have audited the corporation's compliance with the Investment Guidelines for Public Authorities. In their report dated March 9, 2011 Toski, Schaefer & Co indicated that the Agency complied, in all material respects, with these Investment Guidelines except with respect to the venture capital investments described in notes 8 and 9 of the financial statements which were made for economic development purposes.

# Erie County Industrial Development Agency (ECIDA)

Annual Investment Report

For the year ended December 31, 2010

Account Type	Financial Institution	G/L Balance		Interest Rate** Dec 2010	2010		Restricted	Purpose
		1/1/2010	12/31/2010		Investment Income	Fees		
1 Checking	M&T Bank	\$ 491,526	\$ 2,085,118	0.05%	\$ 245	\$ -		General ECIDA Checking account.
2 Checking	Keybank	48,094	44,851	-	-	3,243		Required account for Keybank service charges for ECIDA Group
3 Payroll	M&T Bank	60,295	5,392	-	-	-		General payroll account
4 Certificate of Deposit	M&T Bank	1,000,000	-	0.10%	a 1,532	-		Investment C/D
5 Certificate of Deposit	M&T Bank	750,000	-	0.10%	b 188	-		Investment C/D.
6 Certificate of Deposit	M&T Bank	650,000	650,000	0.10%	c 659	-	√	Required collateral for ATC's 2nd Mortgage with M&T Bank.
7 Money Market	Keybank	1,641,057	1,967,606	0.20%	3,562	-	√	Restricted account for Tonawanda Mudflats development
8 Money Market	Keybank	1,452,737	663,471	0.20%	2,702	-	√	Restricted account for Buffalo Lakeside Commerce Park development
9 Money Market	Keybank	878,981	3,760,337	0.20%	5,492	-	√	ECIDA UDAG Fund general operating/investment account - a/c opened in 2009
10 Money Market	Keybank	126,501	91,789	0.20%	397	-	√	Restricted account for Erie County shoreline railroad related activities
11 Money Market	Keybank	81,444	82,997	0.20%	165	-	√	General Fund general operating/investment account transferred from ILDC
12 Money Market	Keybank	26,091	23,282	0.20%	53	-	√	Restricted account for Buffalo Urban Development Corporation
13 Money Market	Keybank	17,387	32,856	0.20%	44	-	√	Restricted account for Buffalo Economic Renaissance Corporation
14 Money Market	Keybank	1,737,816	-	-	659	-	√	UDAG Fund general operating/investment a/c transferred from ILDC - Closed in 2010
15 Petty Cash	n/a	100	100	-	-	-		General Petty Cash account
		<u>\$ 8,962,029</u>	<u>\$ 9,407,800</u>		<u>\$ 15,697</u>	<u>\$ 3,243</u>		

**Notes:**

The ECIDA maintains its general checking and related accounts with M&T Bank as this is a requirement under ATC's Mortgage Agreement. In 2004, Keybank was selected as the financial institution for the other accounts based upon a formal Request for Proposal. A new RFP for ECIDA's non-operating bank accounts is scheduled for the 2nd quarter of 2010.

a) This C/D was rolled over continuously during 2010 and matured on 12/31/10. It was rolled over on 1/4/11 in the amount of \$1.8 million at a rate of 0.1% for 62 days.

b) This C/D was closed during 2010.

c) This C/D was rolled over continuously during 2010 and matured on 12/31/10. It was rolled over on 12/31/2010 at a rate of 0.1% for 31 days.

\*\* The Interest Rate is the annualized rate for the month of December 2010 and is prior to the deduction of any fees.