

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

**2019 ANNUAL REPORT
(For purposes of Section 2800(2) of the Public Authorities Law)**

Description of the Agency:

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

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

- 1) **Buffalo and Erie County Regional Development Corporation** (“RDC”). This is a lending corporation created by an Economic Development Administration grant with matching funds from the City of Buffalo and Erie County.
- 2) **Buffalo and Erie County Industrial Land Development Corporation** (“ILDC”). 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 operates 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 ECIDA Board members. None of these corporations is owned by another corporation.

Purpose of the Annual Report:

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

1. Operations and accomplishments
2. Financial Reports
3. Mission Statement & Measurements
4. Bonds and notes outstanding
5. Compensation (for those earning \$100,000 +)
6. Projects undertaken during the year
7. Property Report
8. Code of Ethics
9. An assessment of internal control structure and effectiveness
10. Legislation that forms the statutory basis of the authority
11. Board structure
12. By-Laws
13. Listing of material changes in operations and programs
14. Four-year Financial Plan
15. Board Performance Evaluations
16. Assets/Services bought or sold without competitive bidding

17. Description of material pending litigation

In compliance with the Public Authorities Law, the following required information is presented for the fiscal year ended December 31, 2019.

1. Operations & Accomplishments:

A report on the 2019 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 8.

The financial statements are audited on an annual basis by ECIDA's external auditors, Freed Maxick CPAs, P.C. In their opinion, the financial statements present fairly, in all material respects, the financial position of the ECIDA and its affiliates as of December 31, 2019, and the changes in net assets and its cash flows for the years then ended in conformity with accounting principals generally accepted in the United States of America.

ii) Grants & Subsidy Programs:

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

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

iii) Operating & Financial Risks:

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

- New York State Legislation – The New York State Legislature can impose various restrictions on the ability of Industrial Development Agencies to provide tax incentives which could significantly impact the revenue of the ECIDA.
- Collectability of loans receivable – The RDC and ILDC operate various revolving loan programs and as such their financial results are impacted by the collectability of the related loans.

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

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

iv) Current bond ratings:

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

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

The ECIDA has long-term liabilities that are recorded on its financial statements related to its participation as a conduit under certain New York State loan programs as outlined in the notes to the ECIDA audited financial statements. The ECIDA does not have any long-term liabilities under employee benefit plans as ECIDA employees are not covered by any defined benefit pension plans or provided with any post-retirement benefits.

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

3. Mission Statement & Performance Measurements:

The ECIDA’s Mission Statement & Measurements Report for 2019 is included in Attachment 1. This document will be reviewed and approved by the Board at the March 25, 2020 Board meeting.

4. Schedule of Bonds and Notes Outstanding:

Attachment 2 summarizes the ECIDA’s and ILDC’s bonds and notes outstanding at December 31, 2019. The indebtedness shown on these schedules is conduit debt and is not an obligation of the ECIDA, ILDC, Erie County or New York State. Neither the ECIDA nor the ILDC records the assets or liabilities resulting from completed bond and note issues in their accounts since their primary function is to facilitate the financing between the borrowing companies and the bond and note holders.

5. Compensation Schedule:

See Attachment 3 for a list of ECIDA employees who had a salary exceeding \$100,000 during 2019. Attachment 3A is a summary of benefits provided to those staff as per the New York State Public Authorities Reporting Information System (PARIS). Biographies for these individuals are posted on the ECIDA website at <http://www.ecidany.com/staff-directory>. Salaries and benefit information for other ECIDA staff are also reported under the PARIS system.

None of the directors of the ECIDA or its affiliates receive any compensation for their services as directors. None of the officers of the ECIDA or its affiliates receive any compensation for their services as officers beyond their compensation as employees. None of the ECIDA affiliates had any employees during 2019.

6. Projects Undertaken by the Corporation during 2019:

Attachment 4 details the tax-exempt bonds and tax abatements that were approved during 2019. Attachment 4A details the loans that were funded in 2019.

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 external 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=\\$\\$NPPC1411\\$\\$@TXNPPC1411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW](http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=$$NPPC1411$$@TXNPPC1411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW)

11. Description of the Authority and its Board Structure:

i) Names of Committees and Committee Members:

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

ii) Lists of Board Meetings & Attendance:

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

iii) Description of major authority units, subsidiaries:

The ECIDA and its affiliates do not have any subsidiaries.

iv) Number of Employees:

The ECIDA had 18 full-time employees in 2019.

v) Organizational Chart:

The ECIDA's organizational chart is posted on the ECIDA's website at:
https://www.ecidany.com/documents/Press_Room/Organizational%20Chart%20-%20as%20of%20June%202019.pdf

12. Bylaws:

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

13. Listing of Material Changes in Operations and Programs:

ECIDA finished work on several projects at the former Bethlehem Steel site in Lackawanna, NY, including a rail line relocation and water line improvements. The ILDC continued work to develop an Infrastructure/Utility Master Plan and Generic Environmental Impact Statement to prepare the 148-acre vacant brownfield site for private investment and redevelopment.

The ECIDA and ILDC entered into a memorandum of understanding with several other public and private partners to implement the Erie County Opportunity Zone marketing initiative. A \$25,000 grant was utilized to engage a consultant for marketing and investment attraction services to promote Erie County's twenty-three Opportunity Zones to regional and national investors.

No new policies were approved in 2019.

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](http://www.ecidany.com/about-us-corporate-reports).

15. Board Performance Evaluations:

The ECIDA Board of Directors conducted a Board Performance Evaluation in 2019 and forwarded the results to the Authority Budget Office. The surveys are not subject to disclosure under Article six of the Public Officers Law.

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

Attachments 8, 8A, and 8B are Procurement Reports that are filed under PARIS for the ECIDA, RDC, and ILDC respectively. These reports outline the assets and services

purchased through competitive and non-competitive bidding for all procurements in excess of \$5,000.

17. Description of material pending litigation:

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

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

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

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

Steven Weathers
President & CEO

Mollie Profic
CFO

ECIDA Bonds
Attachment #2

ID	Trustee	Project Name	Bond Amount	Year Start Balance 2019	Year End Balance 2019	Principal Paid 2019	Interest Rate	Bond/Loan Number	Bond Maturity
2516	Bank of New York Mellon	Our Lady of Victory Renaissance Corporation	\$11,860,000	\$ 8,660,000	\$ 8,235,000	\$ 425,000	0.053		4/1/32
2360	New York Housing Finance Agency	2009 Shoreline Apartments LLC	\$9,000,000	\$ 1,229,571			0.055	5003	11/30/41
2591	M&T Bank	Canisius High School	\$22,250,000	\$ 12,000,000	\$ 11,170,000	\$ 830,000	var	1012768	2/1/38
2491	M&T Bank	Hydro-Air Components, Inc.	\$9,800,000	\$ 3,985,000	\$ 3,535,000	\$ 450,000	Var.	1034103	4/1/26
860	M&T Bank	Canterbury Woods	\$58,610,000	\$ 2,035,000	\$ 275,000	\$ 1,760,000	0.06	2374	2/1/28
10140	M&T Bank	Joint Schools Construction Board 2012A Refinancing	\$209,540,000	\$148,515,000	\$131,620,000	\$ 16,895,000	var.	G018	5/1/26
10194	M&T Bank	Joint Schools Construction Board 2013 Refund of 2009A Bonds	\$62,540,000	\$ 61,315,000	\$ 61,060,000	\$ 255,000	var	254	5/1/28
2712	M&T Bank	Joint Schools Construction Board Phase IV - 2009	\$294,905,000	\$ 155,785,000	\$ -	\$ 155,785,000	var	5980	5/1/31
10134	M&T Bank	Joint Schools Construction Project - 2011 Bonds	\$277,875,000	\$ 191,560,000	\$ 174,245,000	\$ 17,315,000	var.	G005, G006	5/1/32
10291	M&T Bank	Joint Schools Construction Board (Refund of 2007A & 2008A bonds) - Series 2015A	\$236,975,000	\$ 201,220,000	\$ 190,415,000	\$ 10,805,000	var.	H378	2029
10342	M&T Bank	Joint Schools Construction Board-Series 2016A (Refund of 2009A Bonds)	\$133,580,000	\$ 132,175,000	\$ 132,175,000	\$ -	2.17		2031
1055	U.S. Bank	Affinity Sutton Place, LP	\$9,995,000	\$ 5,656,743	\$ -	\$ 5,656,743	var.	ERIIND03x2	6/1/33
1747	U.S. Bank	Elmwood Square Preservation L.P.	\$6,085,000	\$ 3,205,916	\$ -	\$ 3,205,916	var.	ERICNTIND04	9/20/45
1035	Huntington National Bank	Child & Family Services of Erie County	\$4,200,000	\$ 1,285,000	\$ 955,000	\$ 330,000	var.	ERIENYCHL002 ; 5082022935	6/1/22
1036	Huntington National Bank	People, Inc.	\$13,685,000	\$ 635,000	\$ 375,000	\$ 260,000	.0722; var	ERIENYPEOPL E: 5082023104	6/1/22
10216	U.S. Bank National Association	Medaille College 2013 Refund of ECIDA 2003 Bond	\$18,240,000	\$ 15,605,000			fixed	1036945, 1036947, 1036962	2/16/35
1062	M&T Bank	Niagara Maryland Development, LLC	\$2,500,000	\$ 955,000	\$ 790,000	\$ 165,000	var	295088FM5	6/1/23
				\$ 945,822,230	\$ 714,850,000	\$ 214,137,659			

ILDC Bonds

Attachment #2

ID	Bank	Project Name	Bond Amount	Year Start Balance 2019	Year End Balance 2019	Principal Paid 2019	Interest Rate	Loan Number	Bond Maturity
10018	Key Bank	134 High Street, LLC	\$24,050,000	\$20,532,851	\$20,144,509	\$388,342	1.9	2000 19408	2022
								1033116, 1033117, 1033115, 1033121, 1033114, 1033123, 1033120, 1033122	
2736	M&T Bank	Buffalo State Foundation Corp.	\$44,285,000	\$39,150,000	\$38,920,000	\$860,000			2041
10111	M&T Bank	Cantalician Center for Learning Series A	\$9,525,000	\$6,746,251	\$6,312,084	\$434,167	var.	1034105	2033
10036	M&T Bank	Iskalo Development/2780 Delaware	\$6,000,000	\$3,617,077	\$0	\$3,617,077	3.83	9966072323	2030
10338	M&T Bank	854 Ellicott Street, LLC	\$44,328,500	\$44,328,500			2.95	99-6641368-3	2051
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/k/a Fox Run	\$44,490,000	\$40,850,000	\$39,620,000	\$1,230,000	1-5%		2037
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	\$30,760,000	\$23,115,000	\$22,325,000	\$790,000	Libor rate: 1.3375	3233822	2033
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015B	\$16,195,000	\$16,195,000	\$16,195,000	\$0	Libor rate: 1.4075	3233830	2040
10316	Key Bank	Buffalo Academy of Science Charter School	\$3,250,000	\$1,969,976	\$1,574,614	\$395,362	3.08	9014559613- 000000001	4/30/23
2758	M&T Bank	Enterprise Charter School	\$7,345,000	\$6,610,000	\$6,485,000	\$125,000	7.5	1032851	2040
10371	M&T Bank	Tapestry Charter School	\$33,900,000	\$33,900,000	\$33,500,000	\$400,000			2052
10375	U.S. Bank	Charter School for Applied Technologies	\$22,995,000	\$22,225,000	\$21,290,000	\$935,000		220612000	2035
10278	The Bank of New York Mellon	Catholic Health System	\$93,800,000	\$88,880,000			5		2045
10398	M&T Bank	Medaille College 2018 Series Refunding of 2010 Bonds	\$9,350,000	\$ 9,350,000					2038
10399	Wilmington Trust	Global Concepts Charter School	\$6,185,000	\$ 6,185,000	\$ 5,975,000	\$ 210,000	4 & 5%	131876-000	10/1/37
				\$363,654,655	\$212,341,207	\$9,384,948			

ATTACHMENT 3

Erie County Industrial Development Agency
Compensation Schedule
Year Ended: December 31, 2019

The following employees had a salary greater than \$100,000 in 2019:

Name	Title	Salary	Performance Compensation *	Payroll Taxes**	Benefits	Total
Steven Weathers	President & Chief Executive Officer	\$ 169,770	5,783	10,921	43,799	\$ 230,273
John Cappellino	Executive VP, Director of Business Development and Marketing	\$ 137,261	6,011	10,453	38,951	\$ 192,676
Karen Fiala	Manager, Tax Incentive Products	\$ 103,629	4,538	8,411	27,634	\$ 144,212

* Paid under Board-approved "ECIDA Employee Compensation Program" and 2019 ECIDA Budget.

** 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: 12/31/2019

Run Date: 03/03/2020
Status: UNSUBMITTED
Certified Date: N/A

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation Allowance	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Mudie, John	Board of Directors													X
Nellis, Glenn	Board of Directors													X
Paloncarz, Mark	Board of Directors													X
Pridgen, Darius	Board of Directors													X
Roche, Sr. Denise	Board of Directors													X
Schoetz, Kenneth	Board of Directors													X
Specht, Charles	Board of Directors													X
Wingenter, Art	Board of Directors													X

Staff Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation Allowance	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Cappellino, John	Executive VP&Direct of, Business Dev. & Marketing Manager, Tax Incentive Products													X
Fiala, Karen														X
Weathers, Steve	President & CEO													X

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

Projects Undertaken by the Corporation
Year Ended: December 31, 2019

<u>Company</u>			<u>Net Jobs</u>		<u>Tax-Exempt Bond</u>	<u>Date Approved</u>
	<u>Projected</u>	<u>Projected</u>	<u>To Be</u>	<u>Lease Project</u>		
	<u>Jobs - Year</u>	<u>2</u>	<u>Created</u>	<u>Amount</u>		
1 Rosina - Protein Operation Expansion		140	40	\$ 58,000,000		10/23/2019
2 Moog, Inc.*		357	69	44,300,000		10/23/2019
3 Unifrax 1, LLC/Line 7 Project		37	10	36,000,000		3/27/2019
4 Fedder Lofts, LLC		2	2	25,725,000		6/26/2019
5 Marina Vista/Related Affordable		5	.5		23,599,613	2/27/2019
6 Time Release Sciences, Inc.		123	20	22,700,000		8/28/2019
7 Niagara Wind Power & Erie Wind, LLC		3	0	21,464,287		11/20/2019
8 McKesson Corporation		75	13	18,200,000		3/27/2019
9 Steuben Foods, Inc.		591	17	16,854,183		3/27/2019
10 McGuire Development/CAO		39	2	9,416,936		2/27/2019
11 Buffalo High Technology Centre, Inc.		4	4	7,877,447		7/24/2019
12 201 Ellicott, LLC/Braymiller Market		45	45	6,901,900		8/28/2019
13 Michigan Seneca Group, Inc.		35	1	5,712,000		8/28/2019
14 Fisher Price		279	5	4,025,058		7/24/2019
15 ROAR Logistics, Inc.*		63	14	3,425,000		1/23/2019
16 CPI Process Systems		15	2	3,100,000		5/22/2019
17 Derby Warehousing/KPM Exceptional		8	2	1,332,000		7/24/2019
18 Buffalo Material Handling		33	3	1,315,000		6/26/2019
19 Hertel Pacific, LLC/Cypress North Corp.		19	3	935,160		8/28/2019
Total :		1,873	257	\$ 287,283,971	\$ 23,599,613	

* Indicates an amendatory project.

ATTACHMENT 4A

Buffalo & Erie County Regional Development Corporation

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2019

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 WNY Medical Management	\$ 1,400,000	12/19/2019
2 The Petada Co., LLC	225,000	10/16/2019
3 Herb N Garden Farms	140,000	1/4/2019
4 Horace L. Miller dba HLM Landscaping & Snow Removal	48,000	6/6/2019
Total	<u><u>\$ 1,813,000</u></u>	

ATTACHMENT 5

Erie County Industrial Development Agency
Property Report
Year Ended: December 31, 2019

Table 1. The following is a listing of all real property owned by the ECIDA and its affiliates at December 31, 2019.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV of Property*
ECIDA	Gateway Trade Center - N.W. Hamburg Turnpike, Lackawanna, NY 14203	Commercial warehouse 12,803 square foot office facility	\$ 1,140,000
ECIDA	143 Genesee Street, Buffalo, NY 14203	vacant land	\$ 1,800,000
ILDC	3445 River Road, Tonawanda, NY 14215		20,000
ILDC	2303 Hamburg Turnpike, Lackawanna, NY 14218	137.96 acres of vacant land w/19,368 s.f. building	\$ 1,261,856

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 2019.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Purchaser	Date of Sale	Price Received by ILDC
ILDC	2303 Hamburg Turnpike, Lackawanna, NY 14218	25.69 acres of vacant land	\$ 568,750	Time Release Properties, LLC 205 Dingens Street Buffalo, NY 14206	12-Dec	\$1,050,000

Table 3. The following is a listing of all real property that was acquired during 2019.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Seller	Date of Purchase	Price Paid by ILDC
ILDC	2303 Hamburg Turnpike, Lackawanna, NY 14218	9.91 acres of vacant land	\$ 221,606	Ecumeni\$en Redevelopment Inc. 2303 Hamburg Turnpike Lackawanna, NY 14218	12/12/19	\$300,000

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)

ECIDA/RDC/ILDC Board Committees
(As of 12/31/19)

Attachment #6

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

Name	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Project Expenditure Committee	Loan Write-Off
Denise Abbott						ER	ER		
Alan Alpert*						ER			ER
April Baskin*						ER			
Penny Beckwith*				ERI					ERI
Clifford Bell*							ER		
Diane Benczkowski			ERI						
Mark Blue	E				ERI	ER			
Bryon Brown	ER				ER	ER			
Johanna Coleman*					ER	ER			
Richard Cummings*						ER			
Colleen Dipirro *						ER			
Joseph Emminger	ER				ERI				
Dottie Gallagher	E					ERI			
Rebecca Gандour*							ER		
Tyra Johnson-Hux	ERI						ER		
Richard Krebs*							ER		
Brian Kulpa	ERI								
Nancy La Tulip *							ER		
Richard Lipsitz	ER			E		ERI	ER		
Brenda McDuffie	ER			ERI		ERI	ER		
Diane McMahon*								ER	
David McKinley*								ER	
Glenn Nellis	ER					ERI			
Mark Poloncarz	ER			E		ERI		ER	
Darius Pridgen	ER								ERI
Kenneth Schoetz			ERI	E				ER	ERI

ECIDA/RDC/ILDC Board Committees
(As of 12/31/19)

Attachment #6

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

Name	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Project Expenditure Committee	Loan Write-Off
Laura Smith*							ER		
Charles Specht				ERI					
David State*		ERI					ER		
Lavon Stephens*							ER		
Michael Szukala*				ERI					
Michael Taylor*							ER		
Art Wingerter				ERI					
Maria Whyte*				ERI			ER		
William Witzleben*					ERI				
Royce Woods*								ER	

* Non-Board members

Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	No Meeting	Notes
ECIDA		1/23/19	2/27/19	3/27/19	No meeting	5/22/19	6/26/19	7/24/19	8/28/19	9/25/19	10/23/19	11/20/19			
	Denise Abbott										X	X			Term began 10/23/19
	Hon. April Baskin	X	X	X											Term began 1/23/19 & ended 3/27/19
	Hon. Diane Benczkowski	X	X	X		X				X	X				
	Rev. Mark Blue	X	X	X		X				X	X				
	Hon. Byron Brown			X				X							
	James Doherty														
	Hon. Joseph Emminger	X	X	X					X	X	X	X			
	Dottie Gallagher	X	X	X		X			X	X	X				
	Howard Johnson					X			X	X	X	X			
	Tyra Johnson		X					X		X	X	X			
	Hon. Brian Kulpa	X	X	X			X	X	X	X	X	X			
	Richard Lipsitz			X			X	X	X	X	X	X			
	Brenda McDuffie	X	X	X			X	X	X	X	X	X			
	John Muddle			X				X			X				
	Hon. Glenn Nellis		X	X			X	X	X	X	X	X			
	Hon. Mark Poloncarz	X	X			X	X	X	X	X	X	X			
	Rev. Darlus Pridgen	X		X							X				
	Sr. Denise Roche	X	X	X			X	X	X	X	X	X			
	Kenneth Schoetz	X	X	X			X	X	X	X	X	X			
	Charles Specht		X	X					X	X	X	X			
	Art Wingert	X	X					X	X	X	X	X			

2019 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST

X = ATTENDED

Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
RDC		No meeting	2/27/19	3/27/19	5/22/19	No meeting	5/22/19	No meeting	8/28/19	9/25/19	10/25/19	11/20/19	No meeting	
	Denise Abbott										X	X		
	Hon. April Baskin				X	X								
	Diane Benczkowski			X	X									
	Rev. Mark Blue			X	X					X	X			
	Hon. Byron Brown			X				X						
	James Doherty			X	X					X	X	X		
	Hon. Joseph Emminger			X	X					X	X	X		
	Dottie Gallagher			X	X					X	X			
	Howard Johnson			X						X	X			
	Tyra Johnson				X					X	X	X		
	Hon. Brian Kulpa			X	X					X				
	Richard Lipsitz				X					X				
	Brenda McDuffie			X	X					X	X	X		
	John Mudie				X					X				
	Hon. Glenn Nellis			X	X					X	X	X		
	Hon. Mark Poloncarz				X					X	X	X		
	Rev. Darius Pridgen			X										
	Sr. Denise Roche			X	X					X	X	X		
	Kenneth Schoetz			X	X					X	X	X		
	Charles Specht			X	X					X	X	X		
	Art Wingerter			X						X	X	X		

2019 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
ILDC	No meeting	2/27/19	3/27/19	4/22/19	5/26/19	No meeting	8/28/19	9/25/19	10/23/19	11/20/19	No meeting	12/18/19
Denise Abbott												
Hon. April Baskin			X	X			X					X
Hon. Byron Brown												
Hon. Howard Johnson				X	X		X	X				
Richard Lipsitz			X	X	X		X	X				
John Mudie			X					X				
Hon. Mark Poloncarz			X	X	X		X	X				
Hon. Peter Savage III			X	X								
Maria Whyte			X		X		X	X	X			X



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

	Run Date: 03/02/2020	
	Status: UNSUBMITTED	
	Certified Date: N/A	
Procurement Information:		
Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	http://www.ecidaney.com/about-us-corporate-policies
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	
3. Does the Authority allow for exceptions to the procurement guidelines?	No	
4. Does the Authority assign credit cards to employees for travel and/or business purchases?	Yes	
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?	No	
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	



EPAIIS - Erie County Procurement Information System

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Procurement Transactions Listing:

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

1.	Vendor Name	360 PSG.com	Address Line1	455 Commerce Drive
Type of Procurement	Technology - Consulting/Development or Support	Address Line2	Suite 3	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	7/14/2009	State	NY	
End Date		Postal Code	14228	
Fair Market Value		Plus 4		
Amount	\$19,515.00	Province/Region		
Amount Expended For	\$19,515.00	Country	United States	
Fiscal Year		Procurement Description	Website development and hosting.	
Explain why the Fair Market Value is Less than the Amount				

2.	Vendor Name	Bergmann Associates	Address Line1	280 E. Broad Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 200	
Award Process	Authority Contract - Competitive Bid	City	ROCHESTER	
Award Date	7/18/2016	State	NY	
End Date	12/31/2018	Postal Code	14604	
Fair Market Value		Plus 4		
Amount	\$3298,505.17	Province/Region		
Amount Expended For	\$379,128.34	Country	United States	
Fiscal Year		Procurement Description	Engineering, design, construction, and administrative/inspection services for the Bethlehem rail relocation project.	
Explain why the Fair Market Value is Less than the Amount				



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

3. Vendor Name	Blue Cross/Blue Shield of WNY	Address Line1	Address Line2	Payment Process Center
Type of Procurement	Other			
Award Process	Authority Contract - Competitive Bid	City	PO Box 644366	PITTSBURGH
Award Date	2/1/2019	State	PA	
End Date	1/1/2020	Postal Code	15264	
Fair Market Value		Plus 4		
Amount	\$180,785.12	Province/Region		
Amount Expended For	\$180,785.12	Country	United States	
Fiscal Year		Procurement Description	Health insurance for employees.	
Explain why the Fair Market Value is Less than the Amount				

4. Vendor Name	Buffalo Business First	Address Line1	Address Line2	14016 Collections Center Drive
Type of Procurement	Other			
Award Process	Non Contract Procurement/Purchase Order	City	CHICAGO	
Award Date		State	IL	
End Date		Postal Code	60693	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$42,107.00	Country	United States	
Fiscal Year		Procurement Description	Targeted advertising campaign in local weekly business publication.	
Explain why the Fair Market Value is Less than the Amount				



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

5.	Vendor Name	Buffalo Niagara Manufacturing Alliance	Address Line1	169 Bullis Road
Type of Procurement	Other	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	COWLESVILLE	
Award Date		State	NY	
End Date		Postal Code	14037	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$6,065.00	Country	United States	
Fiscal Year		Procurement Description		Sponsorship (\$5,000), annual membership dues (\$975), and event registrations (\$90).
Explain why the Fair Market Value Is Less than the Amount				

6.	Vendor Name	Buffalo Urban Development Corporation	Address Line1	95 Perry Street
Type of Procurement	Other	Address Line2	Suite 404	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO	
Award Date		State	NY	
End Date		Postal Code	14203	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$100,000.00	Country	United States	
Fiscal Year		Procurement Description		Grant support for the Buffalo Building Reuse project.
Explain why the Fair Market Value Is Less than the Amount				



Procurement Report for Erie County Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

7. Vendor Name Chubb & Son, a Division of Federal Insurance Company

Type of Procurement	Other	Address Line1	P.O. Box 382001
Award Process	Authority Contract - Competitive Bid	Address Line2	
Award Date	12/29/2018	City	PITTSBURGH
End Date	12/31/2019	State	PA
Fair Market Value		Postal Code	15250
Amount	\$15,564.00	Plus 4	
Amount Expended For	\$15,564.00	Province/Region	
Fiscal Year		Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Excess liability and excess crime insurance.

8. Vendor Name Copier Fax Business Technologies, Inc.

Type of Procurement	Commodities/Supplies	Address Line1	465 Ellicott Street
Award Process	Authority Contract - Competitive Bid	Address Line2	
Award Date	12/14/2018	City	BUFFALO
End Date	12/14/2023	State	NY
Fair Market Value		Postal Code	14203
Amount	\$43,139.59	Plus 4	
Amount Expended For	\$43,139.59	Province/Region	
Fiscal Year		Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	DocuWare software (\$31,499.77), DocuWare annual maintenance charges (\$6,308.36), and copier charges (\$5,331.46).



Pacific Authorities Reporting Information System

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

9.	Vendor Name	Delage Landen Financial Services, Inc.	Address Line1	PO Box 41602
Type of Procurement	Technology - Hardware	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA	
Award Date	12/14/2018	State	PA	
End Date	12/14/2023	Postal Code	19101	
Fair Market Value		Plus 4		
Amount	\$6,264.30	Province/Region		
Amount Expended For	\$6,264.30	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount		Lease for office copiers.		

10.	Vendor Name	Dell Marketing, L.P.	Address Line1	P.O. Box 643561
Type of Procurement	Technology - Software	Address Line2		
Award Process	Purchased Under State Contract	City	PITTSBURGH	
Award Date		State	PA	
End Date		Postal Code	15264	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$21,189.27	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount		Software licenses.		



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

11.	Vendor Name	Earthlink Business (Windstream)	Address Line1	P.O. Box 88104
Type of Procurement	Telecommunication Equipment or Services	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	CHICAGO	
Award Date	1/21/2011	State	IL	
End Date		Postal Code	60680	
Fair Market Value		Plus 4		
Amount	\$14,637.46	Province/Region		
Amount Expended For	\$14,637.46	Country	United States	
Fiscal Year		Procurement Description	Telephone and internet service provider	
Explain why the Fair Market Value is Less than the Amount				

12.	Vendor Name	Empire State Development	Address Line1	633 Third Avenue
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	NEW YORK	
Award Date	3/7/2008	State	NY	
End Date	9/30/2023	Postal Code	10017	
Fair Market Value		Plus 4		
Amount	\$192,102.76	Province/Region		
Amount Expended For	\$192,102.76	Country	United States	
Fiscal Year		Procurement Description	Rent for offices at 95 Perry Street.	
Explain why the Fair Market Value is Less than the Amount				



Buying Authority Information System

Procurement Report for Erie County Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

13.	Vendor Name	Fireman's Fund Insurance Companies	Address Line1	P.O. Box 3914
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	CAROL STREAM	
Award Date	12/31/2018	State	IL	
End Date	12/31/2019	Postal Code	60132	
Fair Market Value		Plus 4		
Amount	\$11,220.00	Province/Region		
Amount Expended For	\$11,220.00	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount		Excess liability insurance policy.		

14.	Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	P.O. Box 8000
Type of Procurement	Financial Services	Address Line2	Dept. 644	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	9/27/2017	State	NY	
End Date	3/31/2020	Postal Code	14267	
Fair Market Value		Plus 4		
Amount	\$25,750.00	Province/Region		
Amount Expended For	\$25,750.00	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount		Audit services.		



PADINGTON'S Reporting Information System

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

15.	Vendor Name	Guardian	Address Line1	7 Hanover Street
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	NEW YORK	
Award Date	2/1/2019	State	NY	
End Date	1/1/2020	Postal Code	10004	
Fair Market Value		Plus 4		
Amount	\$18,584.48	Province/Region		
Amount Expended For	\$18,584.48	Country	United States	
Fiscal Year		Procurement Description	Dental insurance for ECIDA employees.	
Explain why the Fair Market Value Is Less than the Amount				

16.	Vendor Name	Harris Beach, PLLC	Address Line1	Larkin at Exchange
Type of Procurement	Legal Services	Address Line2	726 Exchange Street, Suite 1000	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	1/12/2009	State	NY	
End Date	5/1/2022	Postal Code	14210	
Fair Market Value		Plus 4		
Amount	\$147,955.77	Province/Region		
Amount Expended For	\$147,955.77	Country	United States	
Fiscal Year		Procurement Description	Legal services.	
Explain why the Fair Market Value Is Less than the Amount				



Procurement Report for Erie County Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

17.	Vendor Name	Invest Buffalo Niagara	Address Line1	257 W. Genesee Street
Type of Procurement	Other	Address Line2	Suite 600	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO	
Award Date		State	NY	
End Date		Postal Code	14202	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$122,000.00	Country	United States	
Fiscal Year		Procurement Description	Membership dues (\$50,000) and sponsorship of the Canadian Lead Generation initiative (\$72,000).	
Explain why the Fair Market Value is Less than the Amount				

18.	Vendor Name	Key Resource Group	Address Line1	135 Delaware Avenue
Type of Procurement	Staffing Services	Address Line2	Suite 407	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	9/6/2017	State	NY	
End Date		Postal Code	14202	
Fair Market Value		Plus 4		
Amount	\$11,077.85	Province/Region		
Amount Expended For	\$11,077.85	Country	United States	
Fiscal Year		Procurement Description	Temporary office staff services.	
Explain why the Fair Market Value is Less than the Amount				



Paw Prints Animal Protection Information System

Procurement Report for Erie County Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

19.	Vendor Name	Lincoln Life & Annuity		Address Line1	P.O. Box 7247-0347
Type of Procurement	Other			Address Line2	
Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA		
Award Date	2/1/2019	State	PA		
End Date	1/1/2020	Postal Code	19170		
Fair Market Value		Plus 4			
Amount	\$13,925.86	Province/Region			
Amount Expended For	\$13,925.86	Country	United States		
Fiscal Year		Procurement Description			
Explain why the Fair Market Value is Less than the Amount			Life insurance, long-term disability, and accidental death & dismemberment insurance policies for ECIDA employees.		

20.	Vendor Name	Management Recruiters of Williamsville		Address Line1	701 Seneca Street
Type of Procurement	Staffing Services			Address Line2	Suite 603
Award Process	Authority Contract - Competitive Bid	City	BUFFALO		
Award Date	3/1/2019	State	NY		
End Date	4/30/2019	Postal Code	14210		
Fair Market Value		Plus 4			
Amount	\$9,000.00	Province/Region			
Amount Expended For	\$9,000.00	Country	United States		
Fiscal Year		Procurement Description			
Explain why the Fair Market Value is Less than the Amount			Job search services for the ECIDA credit analyst position.		



Procurement Report for Erie County Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

21.	Vendor Name	NY/SIF Workers' Compensation	Address Line1	P.O. Box 5238
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	NEW YORK	
Award Date	1/1/2019	State	NY	
End Date	12/31/2019	Postal Code	10008	
Fair Market Value		Plus 4		
Amount	\$6,983.60	Province/Region		
Amount Expended For	\$6,983.60	Country	United States	
Fiscal Year		Procurement Description	Worker's compensation insurance.	
Explain why the Fair Market Value is Less than the Amount				

22.	Vendor Name	National Development Council	Address Line1	One Battery Park Plaza
Type of Procurement	Other Professional Services	Address Line2	24 Whitehall Street, Suite 710	
Award Process	Non Contract Procurement/Purchase Order	City	NEW YORK	
Award Date		State	NY	
End Date		Postal Code	10004	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$60,000.00	Country	United States	
Fiscal Year		Procurement Description	Technical assistance for community and economic development programs.	
Explain why the Fair Market Value is Less than the Amount				



Petroleum Accounting Information System

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

23. Vendor Name New York State Economic Development Council (NYSEDC)

Type of Procurement	Vendor Name	New York State Economic Development Council (NYSEDC)	Address Line1	Address Line2
Other			111 Washington Avenue	6th Floor
Award Process		Non Contract Procurement/Purchase Order	City	ALBANY
Award Date			State	NY
End Date			Postal Code	12210
Fair Market Value		Plus 4		
Amount			Province/Region	
Amount Expended For	\$6,000.00		Country	United States
Fiscal Year				
Explain why the Fair Market Value is Less than the Amount			Procurement Description	Sponsorships for the IDA Academy (\$3,000) and the 2020 Economic Development Conference (\$3,000).

24. Vendor Name Patterson Stevens, Inc.

Type of Procurement	Vendor Name	New York State Economic Development Council (NYSEDC)	Address Line1	Address Line2
Design and Construction/Maintenance	Patterson Stevens, Inc.		P.O. Box 117	
Authority Contract - Competitive Bid				
Award Process			City	TONAWANDA
Award Date			State	NY
End Date			Postal Code	14215
Fair Market Value		Plus 4		
Amount	\$630,454.91		Province/Region	
Amount Expended For	\$84,548.72		Country	United States
Fiscal Year			Procurement Description	Rail improvements at Sumitomo USA.
Explain why the Fair Market Value is Less than the Amount				



Procurement Report for Erie County Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

25.	Vendor Name	Philadelphia Insurance Companies	Address Line1	P.O. Box 70251
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA	
Award Date	12/31/2018	State	PA	
End Date	1/1/2020	Postal Code	19176	
Fair Market Value		Plus 4		
Amount	\$41,672.62	Province/Region		
Amount Expended For	\$41,672.62	Country	United States	
Fiscal Year		Procurement Description	Directors & officers insurance, municipal package insurance, and general liability insurance.	
Explain why the Fair Market Value is Less than the Amount				

26.	Vendor Name	Print2Web, LLC	Address Line1	712 Main Street
Type of Procurement	Other Professional Services	Address Line2	Suite 113A	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	1/16/2018	State	NY	
End Date		Postal Code	14202	
Fair Market Value		Plus 4		
Amount	\$7,547.00	Province/Region		
Amount Expended For	\$7,547.00	Country	United States	
Fiscal Year		Procurement Description	Printed annual report, calendars, and post card mailings and design work.	
Explain why the Fair Market Value is Less than the Amount				



PAETEC Procurement Information System

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

27.	Vendor Name	Tartaglia Railroad Services, Inc.	Address Line1	5867 East Molloy Road
Type of Procurement	Design and Construction/Maintenance	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	SYRACUSE	
Award Date	9/25/2017	State	NY	
End Date	9/30/2018	Postal Code	13211	
Fair Market Value		Plus 4		
Amount	\$2,870,639.69	Province/Region		
Amount Expended For	\$276,319.53	Country	United States	
Fiscal Year		Procurement Description		Construction and improvements on the Bethlehem rail project- Phase II.
Explain why the Fair Market Value is Less than the Amount				

28.	Vendor Name	The Buffalo News	Address Line1	PO Box 650
Type of Procurement	Other	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO	
Award Date		State	NY	
End Date		Postal Code	14240	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$21,486.37	Country	United States	
Fiscal Year		Procurement Description		Public hearing notices and RFP notices.
Explain why the Fair Market Value is Less than the Amount				



Erie County's Procurement Information System

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

29.	Vendor Name	Travelers Insurance	Address Line1	P.O. Box 660317
Type of Procurement	Other Professional Services	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	DALLAS	
Award Date	12/29/2018	State	TX	
End Date	12/29/2020	Postal Code	75266	
Fair Market Value		Plus 4		
Amount	\$8,125.00	Province/Region		
Amount Expended For	\$8,125.00	Country	United States	
Fiscal Year		Procurement Description	Crime insurance.	
Explain why the Fair Market Value is Less than the Amount				

30.	Vendor Name	VOIP Supply, LLC	Address Line1	80 Pineview Drive
Type of Procurement	Technology - Hardware	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	3/11/2019	State	NY	
End Date		Postal Code	14228	
Fair Market Value		Plus 4		
Amount	\$7,874.79	Province/Region		
Amount Expended For	\$7,874.79	Country	United States	
Fiscal Year		Procurement Description	Phone system hardware and software.	
Explain why the Fair Market Value is Less than the Amount				



PAIRS Procurement Information Reporting System

Procurement Report for Erie County Industrial Development Agency

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31. Vendor Name W.B. Mason Co., Inc.

Type of Procurement	Commodities/Supplies	Address Line1	P.O. Box 9871101
Award Process	Authority Contract - Non-Competitive Bid	Address Line2	
Award Date	1/1/2018	City	BOSTON
End Date	12/31/2018	State	MA
Fair Market Value	\$13,558.17	Postal Code	02298
Amount	\$13,558.17	Plus 4	
Amount Expended For	\$13,558.17	Province/Region	
Fiscal Year		Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Office supplies.

32. Vendor Name Westminster Economic Development Initiative

Type of Procurement	Other	Address Line1	436 Grant Street
Award Process	Non Contract Procurement/Purchase Order	Address Line2	
Award Date		City	BUFFALO
End Date		State	NY
Fair Market Value		Postal Code	14213
Amount		Plus 4	
Amount Expended For	\$5,000.00	Province/Region	
Fiscal Year		Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Program event sponsorships.

PAFIS Building Authorities Reporting Information System	
Procurement Report for Erie County Industrial Development Agency	Run Date: 03/02/2020
Fiscal Year Ending: 12/31/2019	Status: UNSUBMITTED
	Certified Date : N/A

Additional Comments



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Run Date: 03/02/2020
 Status: UNSUBMITTED
 Certified Date : N/A

Procurement Information:

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	http://www.ecidany.com/about-us-corporate-policies
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	
3. Does the Authority allow for exceptions to the procurement guidelines?	No	
4. Does the Authority assign credit cards to employees for travel and/or business purchases?	Yes	
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?	No	
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?	Yes	
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	



PAITS Procurement Reporting Information System

Procurement Report for Buffalo and Erie County Regional Development Corporation

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Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/AProcurement Transactions Listing:

1.	Vendor Name	Erie County IDA	Address Line1	95 Perry Street
	Type of Procurement	Staffing Services	Address Line2	Suite 403
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For	\$353,526.79	Country	United States
	Fiscal Year		Procurement Description	Management fee to Erie County IDA for staffing services.
	Explain why the Fair Market Value is Less than the Amount			

2.	Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	P.O. Box 8000
	Type of Procurement	Other Professional Services	Address Line2	Dept. 644
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	9/27/2017	State	NY
	End Date	3/31/2020	Postal Code	14267
	Fair Market Value		Plus 4	
	Amount	\$15,000.00	Province/Region	
	Amount Expended For	\$15,000.00	Country	United States
	Fiscal Year		Procurement Description	Audit services.
	Explain why the Fair Market Value is Less than the Amount			



Procurement Report for Buffalo and Erie County Regional Development Corporation

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3. Vendor Name	Harris Beach, PLLC	Address Line1	Larkin at Exchange Street
Type of Procurement	Legal Services	Address Line2	726 Exchange Street, Ste. 1000
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	1/12/2009	State	NY
End Date	5/1/2022	Postal Code	14210
Fair Market Value		Plus 4	
Amount	\$6,721.46	Province/Region	
Amount Expended For	\$6,721.46	Country	United States
Fiscal Year		Procurement Description	Legal services not related to loan closings (loan committee meetings, general counsel work, etc.).
Explain why the Fair Market Value is Less than the Amount			

4. Vendor Name	Harter Secrest & Emery, LLP	Address Line1	1600 Bausch & Lomb Place
Type of Procurement	Legal Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
Award Date	5/1/2016	State	NY
End Date	5/1/2019	Postal Code	14604
Fair Market Value		Plus 4	
Amount	\$22,056.86	Province/Region	
Amount Expended For	\$22,056.86	Country	United States
Fiscal Year		Procurement Description	Legal services for loans.
Explain why the Fair Market Value is Less than the Amount			



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5.	Vendor Name	Hurwitz & Fine, P.C.	Address Line1	1300 Liberty Building
Type of Procurement	Legal Services	Address Line2	BUFFALO	
Award Process	Authority Contract - Competitive Bid	City	NY	
Award Date	5/1/2019	State		
End Date	5/1/2022	Postal Code	14202	
Fair Market Value	Plus 4	Province/Region		
Amount	\$61,967.37	Country	United States	
Amount Expended For Fiscal Year	\$61,967.37	Procurement Description	Legal services for loans.	
Explain why the Fair Market Value is Less than the Amount				

Additional Comments



Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2019

Run Date: 03/02/2020
 Status: UNSUBMITTED
 Certified Date : N/A

Procurement Information:

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	http://www.ecidany.com/about-us-corporate-policies
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?	No	
7. Did the Authority/designee 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	



Facilities Acquisition & Construction System

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

Run Date: 03/02/2020
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Certified Date : N/A

1.	Vendor Name	AECOM USA, Inc.	Address Line1	1178 PaySphere Circle
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	CHICAGO
	Award Date	4/3/2018	State	IL
	End Date	6/1/2019	Postal Code	60674
	Fair Market Value		Plus 4	
	Amount	\$307,025.00	Province/Region	
	Amount Expended For Fiscal Year	\$180,383.54	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Bethlehem Steel infrastructure master plan and Generic Environmental Impact Statement (\$152,264.38) and work regarding TMP land acquisition (\$28,119.16).

2.	Vendor Name	Empire State Development	Address Line1	95 Perry Street, 5th Floor
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract/Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$18,175.60	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Grant application fee and public hearing expense reimbursement.



Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

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3.	Vendor Name	Erie County Industrial Development Agency	Address Line1	95 Perry Street
Type of Procurement	Staffing Services	Address Line2	Suite 403	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO	
Award Date		State	NY	
End Date		Postal Code	14203	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$377,247.21	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount				Management fee to Erie County IDA for staffing services.

4.	Vendor Name	Harris Beach, PLLC	Address Line1	Larkin at Exchange
Type of Procurement	Legal Services	Address Line2	726 Exchange Street, Suite 1000	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	1/12/2009	State	NY	
End Date	5/1/2022	Postal Code	14210	
Fair Market Value		Plus 4		
Amount	\$3209,991.30	Province/Region		
Amount Expended For	\$3209,991.30	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount				Legal services (\$59,991.30) and deposit for Angola Airport land purchase (\$150,000.00).



BANTIS Procurement Information System

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation
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Run Date: 03/02/2020
Status: UNSUBMITTED
Certified Date : N/A

5.	Vendor Name	Lackawanna City Treasurer	Address Line1	714 Ridge Road
Type of Procurement	Other	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	LACKAWANNA	
Award Date		State	NY	
End Date		Postal Code	14218	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$77,995.14	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount				

6.	Vendor Name	Law Office of Ralph C. Lorigo (Escrow Agent)	Address Line1	101 Slade Avenue
Type of Procurement	Legal Services	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	WEST SENECA	
Award Date		State	NY	
End Date		Postal Code	14224	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$5,000.00	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount				



Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

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Status: UNSUBMITTED
Certified Date : N/A

Additional Comments