

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

2024 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, 2024.

1. Operations & Accomplishments:

A report on the 2024 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, 2024, 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 2024 is included in Attachment 1. This document was reviewed and approved by the Board at the March 27, 2024 Board meeting.

4. Schedule of Bonds and Notes Outstanding:

Attachment 2 summarizes ECIDA’s and ILDC’s bonds and notes outstanding at December 31, 2024. 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 2024. 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 2024.

6. Projects Undertaken by the Corporation during 2024:

Attachment 4 details the tax-exempt bonds and tax abatements that were approved during 2024. Attachments 4A and 4B detail the loans that were funded in 2024 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 2024.

v) Organizational Chart:

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

12. Bylaws:

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

13. Listing of Material Changes in Operations and Programs:

ECIDA, through its development arm ILDC, continued its redevelopment work at Renaissance Commerce Park with the sale of a parcel to Sucro Sourcing, who plans to build a new warehouse on the site in 2025. Additionally, Uniland Development completed and opened their second industrial warehouse, logistics and light manufacturing space with 60% of the building already leased creating dozens of new jobs on the site. On the horizon is the development of a light manufacturing space just south of the Dona St. extension headed by J.G. Petrucci Company, Inc. who was chosen as the designated developer for the project through an RFP process late in 2024. Infrastructure work at the site remains a top priority for redevelopment. In 2024 a new water and sewer line was completed on the north end of the property and design and engineering continued for two new roads (Odell St. and Ridge Rd.). Significant design and engineering for the WYE Yard Rail Relocation Project was also completed, which will open up a 40-acre parcel for redevelopment on the site. The WYE Yard project received a grant from New York State for \$1,750,000 to help with the construction phase of the project slated for 2025.

The ILDC's work on the redevelopment of the Erie County Agribusiness Park entered a new stage in 2024 with the completion and approval of the site's master plan and Generic Environmental Impact Statement. Upon completion of the master plan the ILDC began infrastructure work on the site with the hiring of LiRo Engineers to conduct the design and engineering of the access road project for the property, including the demolition of

three small metal buildings on the site to make way for the road. The ILDC also started the marketing of the property by designing and integrating a logo for the park.

The RDC continued to operate two revolving loan funds (RLFs) in 2024, providing favorable terms to businesses who may not qualify for traditional lending from banks. By the end of 2024, the funds available for lending from the RLFs accelerated to approximately \$6,000,000, primarily due to several larger loans paying off early. During 2024, the RDC officially introduced its line of credit (LOC) product to businesses located in Erie County and approved one LOC to a minority contractor. Due to the closure of the Sumitomo Rubber Company that caused over 1,500 employees to be displaced, the RDC Board approved a new loan program that offers special lending terms to assist former Sumitomo employees with low-cost capital to start their own businesses.

The ECIDA Board approved 7 tax incentive projects with total private investment of over \$314,000,000 expected. 2 of these projects opted into the Economic Inclusion Program (EIP) PILOT, which is designed to increase MWBE contract and hiring opportunities on projects that receive ECIDA PILOT benefits.

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 2024 and forwarded the results to the Authorities Budget Office. The surveys are not subject to disclosure under article six of Public Officers Law.

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

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

17. Description of material pending litigation:

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

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

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

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



John Cappellino
President & CEO



Mollie Profic
Vice President/CFO

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

2024 Mission Statement and Performance Measurements

Approval Date of Goals: March 27, 2024

Approval Date of Results: March 26, 2025

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:

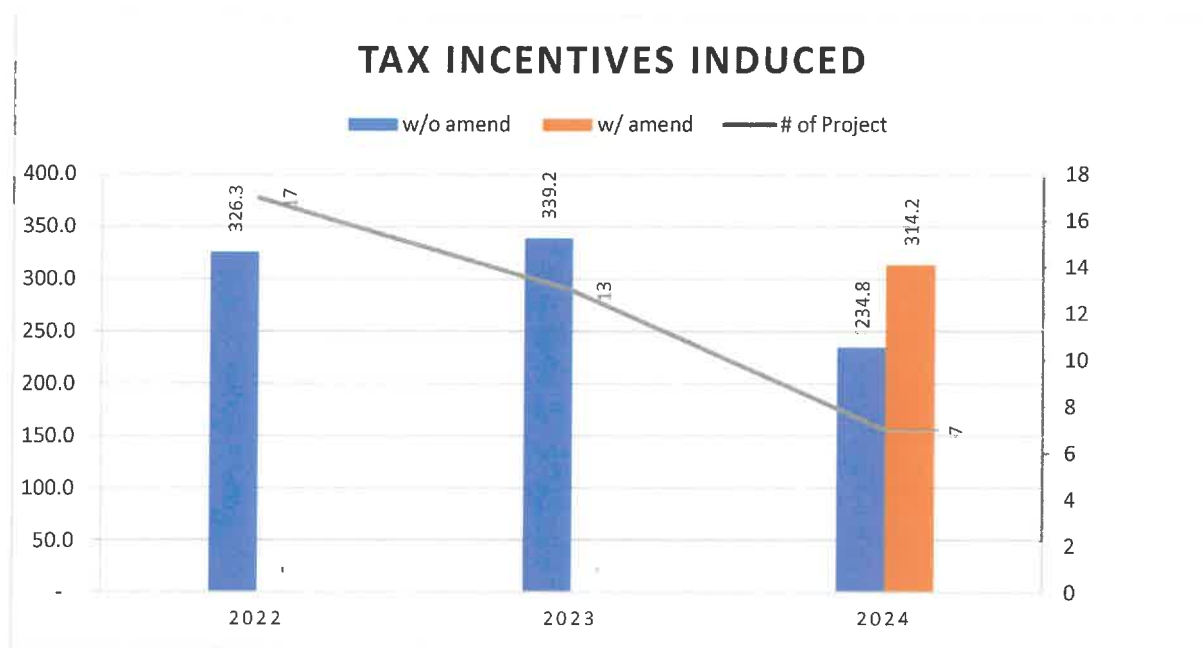
Goal 1: To promote private investment & innovation:

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: \$ 275 - \$ 300 M in private investment from approved tax incentives.

Results: A total of 7 tax incentive projects were approved by the ECIDA Board of Directors in 2024. This included 2 amendatory. The total private investment amount for these projects totaled over \$314.2 M.



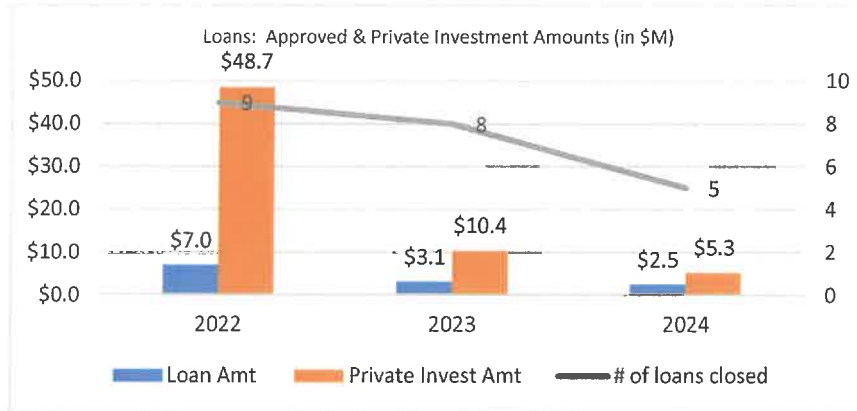
Objective 1B: RDC: Provide “gap financing” to spur the creation of new businesses and private-sector investment in working capital, machinery and equipment.

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

Metric: 8 - 10 business loans totaling \$ 3 M with private investment = \$6 M.

Results: RDC approved 5 Loans from the Legacy Fund for \$2.45 M with \$5.32 M in private investment. Overall demand for loans was lighter than

expected in 2024 as interest rates and inflation remained stubbornly high, costs for material have steadily increased and the shortage of labor in many industries has negatively affected many businesses.



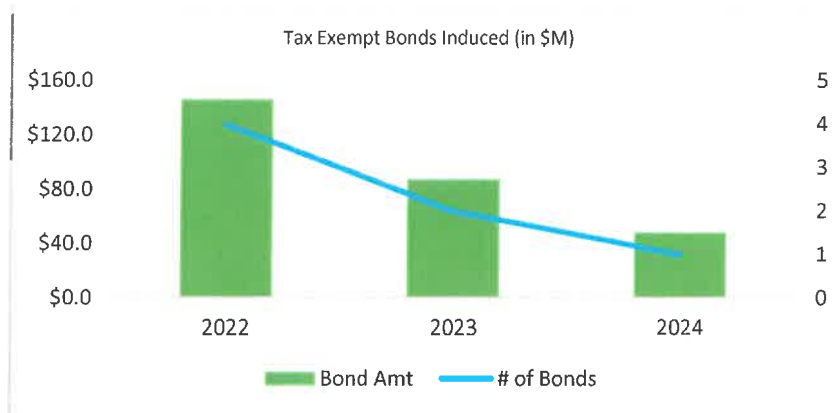
NOTE: Several large RDC loans paid off early in 2024 due to mergers, refinancing of debt and the acceleration of loan payments - freeing up funds / increasing the RDC's lending capacity in in 2024. By the end of 2024, the RDC had over \$6.5M to lend to Erie County businesses.

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. NYS Housing and Community Renewal regulations for affordable housing projects that utilize 4% state and federal Low Income Housing Tax Credits(LIHTC) remain in affect impacting the ECIDA – restricting bond activity to only new construction. Since the Agency historically uses our bond cap to finance affordable housing rehabilitation projects these regulations negatively impact our ability to meet our performance goal. Efforts through our Statewide Organization, continue to address the new regulations to allow rehabilitation projects to utilize both IDA bonds and 4% LIHTC allocations.

Results: The ILDC Board of Directors approved a \$48 M taxable bond for D'Youville University. This \$48 M taxable bond financing will cover startup costs to establish the osteopathic medicine program which excludes facility funding.



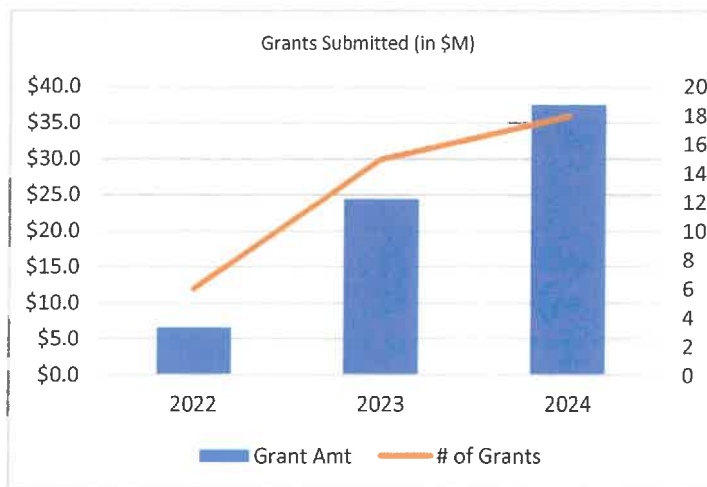
Objective 1D: ECIDA & ILDC: Pursue state, federal and private (grant) funding opportunities to support priority projects and leverage private investment. Administer projects that have received grant funding.

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

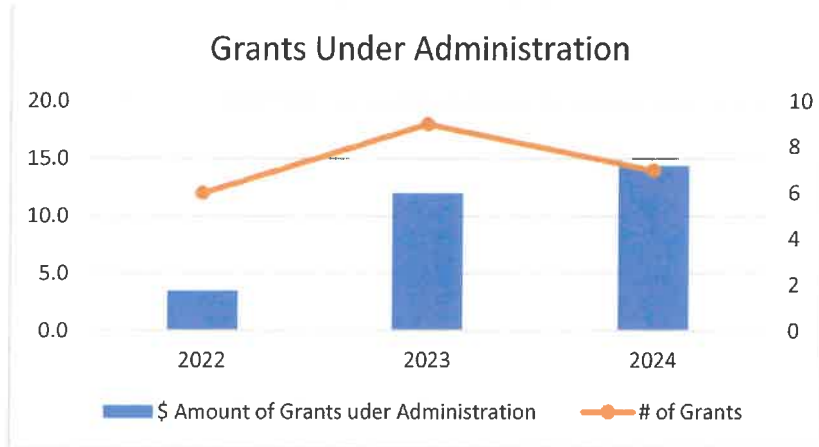
Metric: 4-5 grants submitted for \$2 - \$2.5 M. 4 - 6 grants totaling \$7 M under administration.

Results: A total of 18 grant applications were submitted in 2024 totaling \$37.6 M resulting (as of 3/12/25) in:

- 6 funded (\$15.4 M)
- 7 pending (\$15.5 M)
- 5 declined (\$6.8 M)



There are 7 active grants totaling \$14.4 M under administration



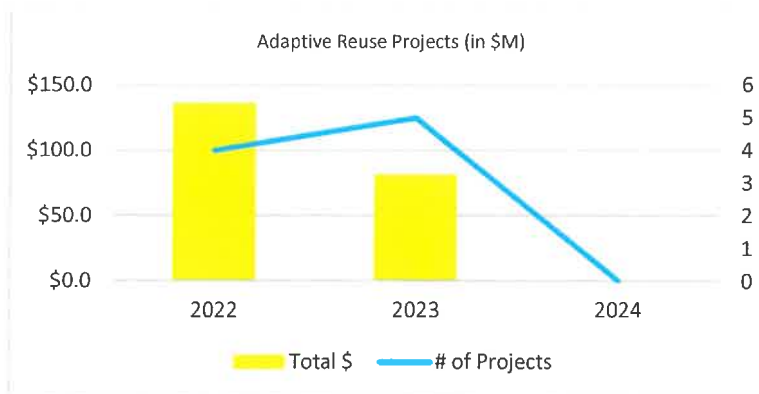
Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:

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: 4 - 5 adaptive reuse projects approved totaling \$75 - \$100 M.

Result: No Adaptive Reuse Projects were approved in 2024. Higher interest rates and construction costs have impacted / delayed several prospective projects however interest remains strong in the program.



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

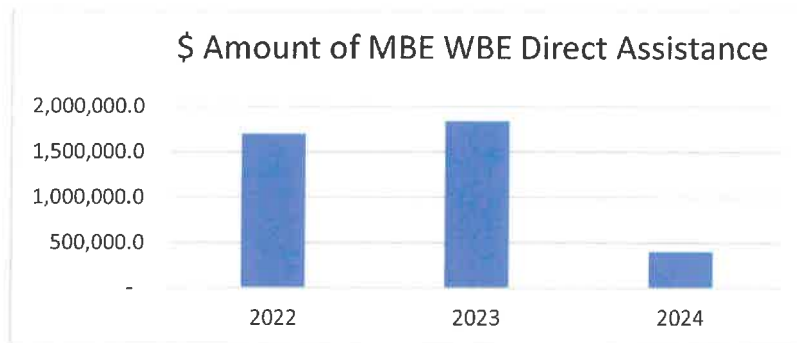
Measurement: Number and \$ amount of direct assistance through Agency product offerings to MWBEs (i.e. business loans, tax incentives). Procurement goal \$ amount and % spent with MWBE vendors for both operational and other purchases.

Metric: Direct Assistance: \$400,000 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: Assistance totaling \$402,500 was provided to 3+ MWBEs: a \$100,000 line of credit* was approved for an MBE and 2 loans totaling \$300,000 were approved for WBEs. In addition, the ECIDA provided a \$2,500 SBA sponsorship for Straight Talk that provides technical assistance to MWBE businesses,



Vendor Operational Purchases: Purchases of \$30,000 (18% MWBE) were made from known M/WBEs out of total purchases = \$171,000 (major categories of total purchases were printing/marketing, office supplies/equipment, and IT services/hardware). A breakout of the \$30,000 in purchases included \$19,000 (11.1%) from WBEs, \$6,000 (3.5%) from MBEs, and \$5,000 (3.2%) from MWBEs. This represents an increase in annual spend of \$2,200 (WBEs) and \$1,800 (MBE). The Agency also made purchases from four new M/WBE vendors.

Other Purchases:

Professional Services (engineering / design) utilization payments totaling **\$240,948** were made to certified MWBE/SDVOB in 2024. These payments are tracked on an ongoing basis to monitor the 30% contract utilization goal for open contacts.

Construction Services utilization payments totaling **\$488,162** were made to certified MWBE/SDVOB in 2024. These payments are tracked on an ongoing basis to monitor the 30% contract utilization goal for open contacts

Five RFP / Bids were issued in 2024 – **100%** included a scoring value = 10% to be attributed to MWBE utilization and/or DEI initiatives. RFPs included: ECIDA (& affiliates) Legal Services (1), Engineering Services (2) and Construction Services (2).

Note: Professional Service and Construction RFPs included work for projects located at: the Erie County AgriBusiness Park, 3445 River Rd and railroad sites managed by the ECIDA/ILDC. These awarded RFPs totaled \$617,000 with \$204,000 (33%) to be spent with MWBE/SDVBOs.

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: Three DEI related continuing education / training opportunities were offered to and attended by staff during 2024.

- 100% Staff participation for “Diversity in the Workplace” training as part of NYS Sexual Harassment Training held on September 16th.
- 4 Staff members participate in BNP DEI Symposium on June 13th
- 1 staff member participated in the Diversity & Inclusion session as part of the Amherst Chamber’s Emerging Business Leaders (EBL) Program - August 16th

Objective 2D: ECIDA: Increase opportunities for minorities and women to experience economic progress through tax incentive programs.

Measurement: Implementation of ECIDA Economic Inclusion Program (EIP) PILOT

Metric: 1 – 2 eligible projects (project includes property tax benefit, location reasonably accessible to minority workforce) opt into the program.

Results: In 2024, seven projects were approved for tax incentives with three (3) projects qualifying for participation in the EIP. Two of the three projects opted into the program:

- First project to meet Tier 1 criteria: % MWBE goals for construction, Applicant Job Creation Goals and two EIP Policy Goals.*
- Second project to meet Tier 2 criteria: % MWBE goals for construction, Applicant Job Creation & Workforce Retention Goals, and one EIP Policy Goal.*

* EIP Policy Goals focus on procurement, DEI practices, DEI training and mentorship

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

Measurement: 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 \$ 50K - \$55K

Results: In 2024, the average salary for the 699 FT Jobs (461 retained, 238 new) = \$70,693. The average salary for the 96 PT Jobs (47 retained, 49 new) = \$31,255 The total annual payroll amount = \$52 M.

2024 Full Time			
Category	# of Jobs	Average Salary w/ Fringe	Average Salary w/o Fringe
Management	91	\$ 125,470	\$ 99,651
Professional	71	\$ 116,681	\$ 92,521
Administrative	70	\$ 68,196	\$ 57,649
Production	466	\$ 82,581	\$ 64,502
Independent Contractor	0	\$ -	\$ -
Other	1	\$ 58,000	\$ 45,000

revised 3/12/2025

2024 Part Time			
Category	# of Jobs	Average Salary w/ Fringe	Average Salary w/o Fringe
Management	0	\$ -	\$ -
Professional	0	\$ -	\$ -
Administrative	0	\$ -	\$ -
Production	96	\$ 33,115	\$ 31,255
Independent Contractor	0	\$ -	\$ -
Other	0	\$ -	\$ -

*average salary metric is based on historical data with consideration given to market adjustments (i.e. inflation, cost of living) and comparisons to County/ City of Buffalo living wage data. (note: include avg salaries in job categories and the total payroll amount).

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: 290 business outreach contacts, 900,000 marketing impressions through paid advertising. * Adjusted metric. Increase and report on targeted business outreach efforts (i.e. through Chambers of Commerce) to reach small and medium-sized businesses seeking financing when traditional options become less available.

Results: 365 business outreach contacts included: 160 Business Development (direct), 152 Professional Partners (direct) and 53 Events (participation).

Marketing & Communications activity included targeted paid advertising campaigns on business radio and in print, totaling 3,912,724 impressions. Radio advertising and WBEN Facebook/Meta post engagement were the main drivers in exceeding the 2024 goals for impressions. Direct mailings of the ECIDA holiday calendar and Year in Review reached approximately 1,100 business contacts. ECIDA social media Facebook/Meta posts resulted in approximately 10,000 impressions on 33 organic and shared posts.

Efforts made to reach small and medium-sized businesses by ECIDA staff members included:

- 14 Chamber of Commerce events: Amherst (including Emerging Business Leaders program), Buffalo Niagara Partnership, Cheektowaga, Lancaster, West Seneca, Tonawanda and Southtowns.

revised 3/12/2025

- 22 Business Events: the Exchange at Beverly Gray, Black Developers, BNMA, Business First Roundtable, Canadian Consulate Business Day, Canisius Women’s Business Center, the Construction Exchange, LISC, NAACP Business Task Force, NYSCAR, SBA Straight Talk

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: The Erie County Industrial Development Agency (ECIDA), through its development arm the Industrial Land Development Corporation (ILDC), currently is managing approximately 486 acres of land. Land under redevelopment efforts include 1) 240 acres at Renaissance Commerce Park and 2) 240 acres at the Erie County Agribusiness Park. 3) 6 acres at 3445 River Road. In 2024 ILDC executed a long-term lease agreement with MRB Group for the development of a single storage Battery Storage Facility. The ILDC’s Business and Property Development team assist companies seeking to identify suitable commercial real estate options specific to the Renaissance Commerce Park and Erie County Agribusiness Park. Business and developer interest in the parks remains high, as demonstrated in the lead generation information listed below, as is the activity on the site via several ongoing infrastructure projects.

2024 Highlights

Site	Activities
Renaissance Commerce Park	<ul style="list-style-type: none"> • Completed and Closed on a Sale of Parcel #8 to Surco Sourcing for the Construction of a Warehouse • Uniland 2 Steelworkers Way Facility Completed and Opened with 60% of Space Leased • Completed the Installation of Water and Sewer Lines on the North End of the Property • Conducted and completed a Request for Proposal Process for the Redevelopment of Parcels #2 and #3 into Light Manufacturing Space • Completed 90% of the Design and Engineering of the Odell St. and Ridge Rd. Project • Completed 80% of the Design and Engineering for the WYE Yard Rail Relocation Project • Completed Process with Empire State Development to Establish the Property as a FAST NY Shovel Ready Certified Site • Completed the Construction of the Second Phase of Steelworkers Way • Awarded \$1,750,000 from Empire State Development for the Construction Phase of the WYE Yard Rail Relocation Project

revised 3/12/2025

	<ul style="list-style-type: none"> One of Fifteen Properties in New York State Included in a Site Asset Analysis by NYSERDA and Global Location Strategies for Clean Energy Sector Projects – Property Received High Marks from Analysis
Erie County Agri-business Park	<ul style="list-style-type: none"> Completed Property Master Plan and SEQR Process Awarded Contract to LiRo Engineers, Inc. for the Design and Engineering of Phase 1 of the Ag Park Access Road <ul style="list-style-type: none"> Completed 90% of Design and Engineering of Project Completed Demolition of Three Existing Buildings on Site to Make Room for Access Road Designed and Integrated Ag Park Logo via 19 Ideas
3445 River Road	<ul style="list-style-type: none"> Executed Long Term Lease Agreement with MN8 Group for the Development of a Battery Storage Facility <ul style="list-style-type: none"> Received First Installment Payment from Company

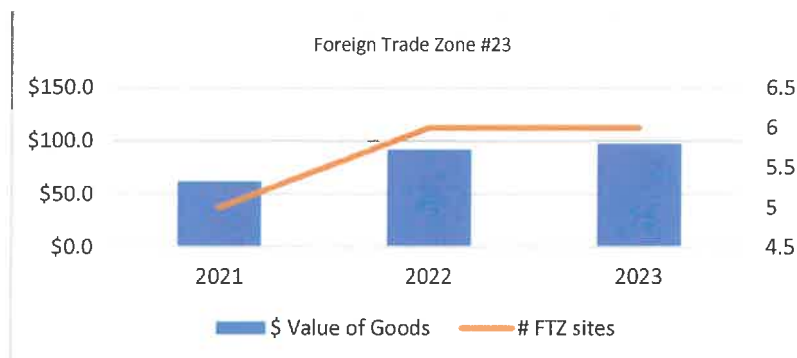
Goal 3: To encourage international trade:

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 \$92 M moving through the zone.

Results: For year-end 2023, a total of 6 Active FTZ Sites with goods valued at over \$97.6M moved through the zone. This represents an increase of nearly \$5.6M from the prior year (2022). The increase in FTZ activity was primarily driven by the Cummins Engine and Sucrose Sourcing sites. FTZ #23 collected duties/tariffs on merchandise moved through the zone of \$11,841,459 , up \$607,249 from 2022.



*(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: Prepare an annual CEDS Performance Report for submission to U.S. EDA to communicate Erie County's major accomplishments in economic and community development. Convene CEDS Implementation Committee (public and private partners) 3x per year to share and collect data and information regarding implementation of regional goals.

Results: CEDS Annual Report was prepared and completed in the 1st quarter of 2024 (reflecting 2023 results). A request for updates to the 2024 CEDS initiatives will be sent to CEDS committee members to gauge the progress being made. Also, in 2024 ECIDA staff members initiated a re-launch of quarterly Economic Development focused meetings (beginning in 1st Q 2025) whereby regional stakeholders (including CEDS participants) will meet to share information about resources & programs, including CEDS initiatives and to foster collaboration for future endeavors.

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 6-8 loans for \$200,000, which represents the 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: ECIDA oversaw the approval of two (2) micro enterprise loans totaling \$70,000 with \$32,000 in private investment. The ILDC received 5 applications for review during 2024. Application volume was down in 2024 due to the economic uncertainty both locally and nationally (election year), high cost of goods and labor, and a tight labor market.

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 Department of Public Advocacy payments through the Erie County Commissioner of Real Property Services

Metric: 100% compliance

Results: In 2024, two projects obtained a local labor waiver. Two out of three projects have successfully completed their Pay Equity audits with no adverse findings, while the third project's Pay Equity audit is still in progress. 100% compliance unpaid real property tax policies and investment confirmations. Compliance with employment retention and creation will be assessed in Quarter 1, pending the receipt and analysis of annual surveys.

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: One client exceeded their sales tax benefit – the overage has been collected/remitted to NYS.

Objective 5C: ECIDA, RDC & ILDC: Compliance with ABO's deadlines and 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 3/31/25 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: 17 out of 19 ECIDA & RDC Board Members and 6 out 7 ILDC Board Members have completed their board member training. There is one vacancy on the board. The Agency is on track to meet the ABO's reporting deadline of 3/31/25.

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 statements are fairly presented in all material respects. There were no management letter comments for the year ended December 31, 2024.

Objective 5F: RDC: Ensure proper controls and safeguards over the administration of the 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, 2023, a Level B risk rating was assigned to the CARES Act RLF. 37 out of a possible 45 points were earned. This resulted in an increase in reporting frequency to EDA, semi-annual instead of annual. Maximum points were earned for overall RLF management, while areas such as loan write-off ratio (written off loans divided by total inactive loans) and the capital base index (original loan funds divided by current loan funds) were scored lower. This was mainly a result of one loan written off, combined with most loans paying very low interest. Certain risk metrics (default rate, default rate over time, net RLF income, and leverage ratio) are still suspended by EDA in response to the coronavirus pandemic. The risk rating for the year ended December 31, 2024 is expected to be known mid-2025.

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 2024	Year End Balance 2024	Principal Paid 2024	Interest Rate	Bond/Loan Number	Bond Maturity
2360	New York Housing Finance Agency	2009 Shoreline Apartments LLC	\$9,000,000	\$ 1,044,869	\$ 989,912	\$ 54,957	0.055	5003	11/30/41
2516	Bank of New York Mellon	Our Lady of Victory Renaissance Corporation	\$11,860,000	\$ 6,275,000	\$ 5,715,000	\$ 560,000	Variable		4/1/32
2591	M&T Bank	Canisius High School	\$22,250,000	\$ 9,475,000	\$ 8,765,000	\$ 710,000	var	1012768	2/1/38
10194	M&T Bank	Joint Schools Construction Board 2013 Refund of 2009A Bonds	\$62,540,000	\$ 59,935,000	\$ -	\$ 59,935,000	var	254	5/1/28
10291	M&T Bank	Joint Schools Construction Board (Refund of 2007A & 2008A bonds) - Series 2015A	\$236,975,000	\$ 120,385,000	\$ 98,785,000	\$ 21,600,000	var.	H378	2029
10342	M&T Bank	Joint Schools Construction Board Series 2016A (Refund of 2009A Bonds)	\$133,580,000	\$ 84,405,000	\$ 67,725,000	\$ 16,680,000	2.17	118534-000	2031
10404	Zions Bancorporation	Marina Vista	\$13,300,000	\$ 12,571,935	\$ 12,368,666	\$ 203,268	fixed	CPC7068801, 7916	1/1/37
10504	U.S. Bank National Association	Related Affordable/Elmwood Square Apartments	\$8,590,000	\$ 8,534,149.62	\$ 8,396,281	\$ 137,869	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	\$ 95,955,000	\$ 80,320,000	\$ 15,635,000	Fixed	21A & 21B	2032
10730	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo - 2022 series	\$71,150,000	\$ 51,945,000	\$ 33,225,000	\$ 18,720,000	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	\$ 32,935,000	\$ 32,765,000	\$ 170,000	5.45% fixe	161477-000	4/1/2067
10809	U.S. Bank National Association	Westchester Park Perservation LP	\$22,310,000	\$ 22,310,000	\$ 22,200,000	\$ 110,000	4.23% fixe	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% fixe	166740-000	2028
				\$ 574,130,953	\$ 439,614,859				

ILDC Bonds

ATTACHMENT 2

Id	Bank	ProjectName	Jobs	Bond Amount	Year Start Balance 2024	Year End Balance 2024	Principal Paid 2024	Interest Rate	Loan Number
2758	UMB Bank	Enterprise Charter School	No	\$7,345,000.00	\$5,895,000.00	\$5,715,000.00	\$180,000.00	7.5	1032851
10111	M&T Bank	Cantalcian Center for Learning-Series A	No	\$9,525,000	\$4,440,000	\$3,955,833.00	\$484,167.00	var.	1034105
10278	The Bank of New York Mellon	Catholic Health System	No	\$93,800,000	\$68,500,000.00	\$63,795,000.00	\$4,705,000.00	5	
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/k/a Fox Run	No	\$44,490,000	\$34,055,000	\$32,485,000.00	\$1,570,000.00	1-5%	ORCHRD PARK15
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	No	\$30,760,000.00	\$18,865,000.00	\$17,865,000.00	\$1,000,000.00	Bank Purchase Rate: 5.1780%	3233822
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015B	No	\$16,195,000.00	\$16,195,000.00	\$16,195,000.00	\$0.00	Bank Purchase Rate: 5.2756%	3233830
10338	M&T Bank	854 Ellicott Street, LLC	No	\$44,328,500	\$39,055,046.90	\$38,054,669.90	\$1,000,377.00	2.95	99-6641368-3
10371	M&T Bank	Tapestry Charter School	No	\$33,900,000.00	\$31,645,000.00	\$31,115,000.00	\$530,000.00	Series A - 3.875% & 5.00% Series B - 6.00 %	123350-000 & 123351-000
10375	U.S. Bank	Charter School for Applied Technologies	No	\$22,995,000.00	\$17,285,000.00	\$16,180,000.00	\$1,105,000.00	Varies: 4.25%-5.00%	220612000
10399	Wilmington Trust	Global Concepts Charter School	No	\$6,185,000.00	\$5,045,000.00	\$4,785,000.00	\$260,000.00	4 & 5%	131876-000
10470	U.S. Bank	D'Youville College	No	\$48,205,000.00	\$45,615,000.00	\$44,675,000.00	\$940,000.00	Variable	234594000
10713	Key Government Finance, Inc.	134 High Street, LLC, Series 2022		\$19,635,847.21	\$18,269,755.69	\$17,494,290.11	\$775,465.58	2.92%	2002880080
10827	D'Youville University		No	\$44,935,000.00		\$44,935,000.00		8.38%	
				\$ 422,299,347.21	\$ 304,864,802.59	\$ 337,249,793.01			

**Erie County Industrial Development Agency
 Compensation Schedule
 Year Ended: December 31, 2024**

The following employees had a base salary greater than \$100,000 in 2024:

Name	Title	Salary	Performance Compensation	Payroll Taxes*	Benefits	Total
John Cappellino	President & CEO	\$ 205,000	-	13,762	43,232	\$ 261,994
Elizabeth O'Keefe	Vice President - Operations	\$ 124,800	-	9,883	24,650	\$ 159,333
Mollie Profic	Vice President & CFO	\$ 120,229	-	9,534	40,941	\$ 170,704
Grant Lesswing	Director of Business Development	\$ 111,095	-	8,835	31,788	\$ 151,718

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

ATTACHMENT 3A



Annual Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2024

Run Date: 03/12/2025
 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 / Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Nellis, Glenn	Board of Directors												X	
Nowak, Brian	Board of Directors												X	
Poloncarz, Mark	Board of Directors												X	
Scanlon, Christopher P	Board of Directors												X	
Schoetz, Kenneth	Board of Directors												X	
Vacant	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 / 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, 2024

<u>Company</u>	<u>Projected Year 2 Jobs</u>	<u>Net Jobs Projected to be Created</u>	<u>Lease Project Amount</u>	<u>Tax Exempt Bond Amount</u>	<u>Date Approved</u>
1 Upstate Niagara Cooperative, Inc.	370	130	\$ 150,000,000		9/25/2024
2 3200 Clinton Street, LLC	55	55	46,530,000		8/28/2024
3 Laborers Way 1*	37	37	\$ 45,290,000		9/25/2024
4 BPS Commissary Kitchen*	41	8	34,135,084		3/27/2024
5 SL Evans	0	0	20,769,000		3/27/2024
6 Pfannenbergl, Inc.	147	24	11,500,000		12/18/2024
7 Hanes Supply, Inc.	100	13	6,000,000		10/23/2024
Total:	749	266	\$ 314,224,084	\$ -	

*Indicates an amendatory project.

Buffalo & Erie County Regional Development Corporation

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2024

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Great British Pantry, LLC	\$ 300,000	1/24/2024
2 Tundra Transport, LLC	230,000	1/24/2024
3 Angola Theater, Inc.	150,000	12/17/2024
4 Blue Eyed Baker, LLC	150,000	6/21/2024
5 Draghi Burgos Construction, LLC*	100,000	6/25/2024
6 Gilded Buffalo, LLC	50,000	12/6/2024
	Total	
	<u>\$ 980,000</u>	

*Indicates line of credit.

Buffalo & Erie County Industrial Land Development Corporation

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2024

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Todd Rosser d/b/a Rosser's Ridge Maple & More	\$ 35,000	3/6/2024
Total	<u>\$ 35,000</u>	

Erie County Industrial Development Agency
 Property Report
 Year Ended: December 31, 2024

Table 1. The following is a listing of all real property owned by the ECIDA and its affiliates at December 31, 2024.

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	1,852,033
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	142.91 acres of vacant land w/19,368 s.f. building	\$ 1,120,331

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 2024.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Purchaser	Date of Sale	Price Received
ILDC	Part of 2303 Hamburg Turnpike, Lackawanna, NY 14218	9.98 acres of vacant land (Parcel I-10)	\$ 499,000	Sucro Real Estate NY, LLC 2020 Ponce de Leon Blvd, Ste 1204 Coral Gables, FL 33134	12/17/2024	\$548,900

Table 3. The following is a listing of all real property that was acquired during 2024.

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 12/31/24)

Attachment #6

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

Name	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Loan Write-Off
William Witzleben*				ERI				ERI
Royce Woods*							ER	

* Non-Board members

2024 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	Denise Abbott	No Meeting	No Meeting	3/27/24	No Meeting	5/29/24	6/26/24	No Meeting	8/28/24	9/25/24	10/23/24	No Meeting	12/18/24	
	Rev. Mark Blue			X		X	X		X	X	X		X	
	Patrick Boyle			X			X		X	X	X		X	
	Hon. Byron Brown					X	X			X	X		X	Term Begin: 6/26/2024
	James Doherty						X							Term End: 10/14/2024
	Thomas Emmertling													
	Hon. Joseph Emminger			X		X			X	X			X	Term Begin: 8/28/2024
	Dottie Gallagher			X						X	X		X	
	Hon. John Gilmour													
	Michael Hughes			X						X	X		X	Term Begin: 9/25/2024; Term End: 12/31/2024
	Hon. Howard Johnson			X				X			X		X	Term End: 12/31/2024
	Tyra Johnson			X						X	X		X	Term End: 7/5/2024
	Hon. Brian Kulpa			X		X	X	X		X	X		X	
	Richard Lipsitz Jr.			X		X	X	X		X	X		X	Term End: 5/31/2024
Denise McCowan			X		X	X	X		X	X		X		
Brenda McDuffie			X		X	X	X		X	X		X	Term Begin: 1/1/2024	
Hon. Glenn Nellis			X		X	X	X		X	X		X		
Hon. Brian Nowak			X		X	X	X		X	X		X		
Hon. Mark Poloncarz			X		X	X	X		X	X		X	Term Begin: 1/2/2024; Hon. Scanton was elected Council President on January 2, 2024, and served until becoming interim Mayor on October 15, 2024.	
Hon. Christopher Scanton							X						Term End: 7/31/2024	
Kenneth Schoetz			X		X		X		X	X		X		
Paul Vukselic			X		X		X		X	X		X		
RDC	Denise Abbott	No Meeting	No Meeting	3/27/24	No Meeting	5/29/24	6/26/24	No Meeting	8/28/24	9/25/24	10/23/24	No Meeting	12/18/24	
	Rev. Mark Blue			X		X	X		X	X	X		X	
	Patrick Boyle			X			X		X	X	X		X	
	Hon. Byron Brown					X	X			X	X		X	Term Begin: 6/26/2024
	James Doherty						X							Term End: 10/14/2024
	Thomas Emmertling													
	Hon. Joseph Emminger			X		X			X	X			X	Term Begin: 8/28/2024
	Dottie Gallagher			X						X	X		X	
	Hon. John Gilmour													
	Michael Hughes			X						X	X		X	Term Begin: 9/25/2024; Term End: 12/31/2024
	Hon. Howard Johnson			X						X	X		X	Term End: 12/31/2024
	Tyra Johnson			X						X	X		X	Term End: 7/5/2024
	Hon. Brian Kulpa			X						X	X		X	
	Richard Lipsitz Jr.			X		X	X	X		X	X		X	Term End: 5/31/2024
Denise McCowan			X		X	X	X		X	X		X		
Brenda McDuffie			X		X	X	X		X	X		X	Term End: 5/31/2024	

2024 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST

Attachment #7

X = ATTENDED

Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
RDC		No Meeting	No Meeting	3/27/24	No Meeting	5/29/24	No Meeting	Not Meeting	8/28/24	9/25/24	10/23/24	No Meeting	12/18/24	
	Hon. Glenn Nellis			X		X			X	X	X		X	
	Hon. Brian Nowak			X		X			X	X	X			Term Begin: 1/1/2024
	Hon. Mark Poloncarz								X	X			X	
	Hon. Christopher Scanton													Term Begin: 1/21/2024; Hon. Scanton was elected Council President on January 2, 2024, and served until becoming interim Mayor on October 15, 2024.
	Kenneth Schoetz			X		X			X	X	X		X	
	Paul Vuksic			X		X			X	X	X		X	Term End: 7/31/2024
Board		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
ILDC		No Meeting	2/28/24	3/27/24	No Meeting	5/29/24	6/26/24	No Meeting	No Meeting	9/25/24	10/23/24	11/20/24	No Meeting	
	Denise Abbott			X		X				X	X			
	Hon. April Baskin		X											Term End: 12/31/2024
	Hon. Byron Brown		X			X								Term End: 10/14/2024
	Daniel Castle		X	X		X	X			X	X	X		
	Hon. Howard Johnson		X	X		X	X							
	Hon. John Gilmour									X	X	X		Term End: 7/5/2024
	Richard Lipsitz			X		X	X			X	X	X		Term Begin: 9/25/2024; Term End: 12/31/2024
	Hon. Mark Poloncarz					X	X			X	X	X		
	Hon. Christopher Scanton										X	X		Term Begin: 10/15/2024



Procurement Report for Erie County Industrial Development Agency
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Procurement Information:

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

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Procurement Transactions Listing:

1.	Vendor Name	360 PSG.com	Address Line1	678 Sheridan Drive
	Type of Procurement	Technology - Consulting/Development or Support	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	TONAWANDA
	Award Date	9/21/2010	State	NY
	End Date		Postal Code	14150
	Fair Market Value		Plus 4	
	Amount	\$11,982.50	Province/Region	United States
	Amount Expended For Fiscal Year	\$11,982.50	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Website maintenance, employment survey updates

2.	Vendor Name	Audacy Operations, Inc.	Address Line1	500 Corporate Parkway
	Type of Procurement	Other Professional Services	Address Line2	Suite 200
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14226
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$38,912.50	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Targeted local radio and social media advertising

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3. Vendor Name	Buffalo Business First	Address Line1	465 Main Street
Type of Procurement	Other	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
Award Date		State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount		Province/Region	United States
Amount Expended For Fiscal Year	\$30,105.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Targeted advertising campaigns in local weekly business publication and event sponsorships

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

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5. Vendor Name	Buffalo Niagara Partnership	Address Line1	79 Perry Street
Type of Procurement	Other	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
Award Date		State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$17,899.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Sponsorship for DEI Assessment, annual membership, event registrations

6. Vendor Name	Buffalo Southern Railroad	Address Line1	8600 Depot Street
Type of Procurement	Commodities/Supplies	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	EDEN
Award Date		State	NY
End Date		Postal Code	14057
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$107,458.01	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Capital improvements at various railroad crossings

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7.	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	United States
	Amount Expended For Fiscal Year	\$100,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Support for Buffalo's Race for Place Initiative

8.	Vendor Name	Buffalo Urban League	Address Line1	15 Genesee Street
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$26,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Support for ULJ Advisory Panel, event sponsorship

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9.	Vendor Name	C&S Engineers	Address Line1	141 Elm Street, Suite 100
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	3/8/2021	State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount	\$745,502.80	Province/Region	
	Amount Expended For Fiscal Year	\$157,242.42	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Planning, environmental, financial and design services for public sanitary sewer and water line extensions at Renaissance Commerce Park.

10.	Vendor Name	C&S Engineers	Address Line1	141 Elm Street, Suite 100
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	10/25/2023	State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount	\$578,455.00	Province/Region	
	Amount Expended For Fiscal Year	\$310,500.55	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Design and engineering services for removal of rail on the former WYE Yard and reconstruction on the POCO Yard at Renaissance Commerce Park.

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11. Vendor Name	C&S Engineers	Address Line1	141 Elm Street, Suite 100
Type of Procurement	Consulting Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	1/29/2023	State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount	\$181,740.00	Province/Region	
Amount Expended For Fiscal Year	\$64,145.47	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Site planning, design, construction administration, and inspections related to Buffalo Southern Railroad (BSOR) Improvement Project.

12. Vendor Name	Copier Fax Business Technologies, Inc.	Address Line1	4 Peuquet Parkway
Type of Procurement	Commodities/Supplies	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	TONAWANDA
Award Date	2/27/2023	State	NY
End Date	2/27/2028	Postal Code	14150
Fair Market Value		Plus 4	
Amount	\$15,490.80	Province/Region	
Amount Expended For Fiscal Year	\$15,490.80	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	DocuWare annual maintenance charges (\$7,550.00), and copier supplies/usage (\$7,940.80).

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13. Vendor Name	Crown Castle Fiber LLC	Address Line1	PO Box 28730
Type of Procurement	Telecommunication Equipment or Services	Address Line2	
Award Process	Purchased Under State Contract	City	NEW YORK
Award Date		State	NY
End Date		Postal Code	10087
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$6,600.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Internet service - 95 Perry St

14. Vendor Name	Empire State Development Corporation	Address Line1	633 Third Avenue
Type of Procurement	Other	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	NEW YORK
Award Date	3/7/2008	State	NY
End Date	7/31/2027	Postal Code	10017
Fair Market Value		Plus 4	
Amount	\$14,993.64	Province/Region	
Amount Expended For Fiscal Year	\$14,993.64	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Utilities for offices at 95 Perry Street.

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15. Vendor Name	Golden Shovel Agency, LLC	Address Line1	43 East Broadway
Type of Procurement	Consulting Services	Address Line2	Suite 104
Award Process	Authority Contract - Non-Competitive Bid	City	LITTLE FALLS
Award Date	1/5/2024	State	MN
End Date		Postal Code	56345
Fair Market Value	\$9,950.00	Plus 4	
Amount	\$9,950.00	Province/Region	
Amount Expended For Fiscal Year	\$9,950.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Marketing services/marketing blueprint

16. Vendor Name	Greenwich Insurance Co.	Address Line1	87 Greenwich Avenue
Type of Procurement	Other	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	GREENWICH
Award Date	1/1/2024	State	CT
End Date	12/31/2024	Postal Code	06830
Fair Market Value		Plus 4	
Amount	\$22,976.00	Province/Region	
Amount Expended For Fiscal Year	\$22,976.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Directors & officers insurance for 1/1/24-1/1/25

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17.	Vendor Name	Guardian		Address Line1	10 Hudson Yards
	Type of Procurement	Other		Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid		City	NEW YORK
	Award Date	2/1/2024		State	NY
	End Date	1/31/2025		Postal Code	10001
	Fair Market Value	\$19,032.84		Plus 4	
	Amount	\$19,032.84		Province/Region	United States
	Amount Expended For Fiscal Year	\$19,032.84		Country	United States
	Explain why the Fair Market Value is Less than the Amount			Procurement Description	Dental insurance for ECIDA employees.

18.	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	11/30/2027		Postal Code	14210
	Fair Market Value			Plus 4	
	Amount	\$36,848.68		Province/Region	United States
	Amount Expended For Fiscal Year	\$36,848.68		Country	United States
	Explain why the Fair Market Value is Less than the Amount			Procurement Description	Legal services.

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19.	Vendor Name	Highmark Blue Cross Blue Shield of WNY	Address Line1	257 W Genesee Street
	Type of Procurement	Other	Address Line2	Suite 100
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	1/1/2024	State	NY
	End Date	1/31/2025	Postal Code	14202
	Fair Market Value	\$11,780.32	Plus 4	
	Amount	\$11,780.32	Province/Region	
	Amount Expended For Fiscal Year	\$11,780.32	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Health insurance for employees

20.	Vendor Name	Independent Health	Address Line1	511 Farber Lakes Drive
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	WILLIAMSVILLE
	Award Date	2/1/2024	State	NY
	End Date	1/31/2025	Postal Code	14221
	Fair Market Value	\$197,158.91	Plus 4	
	Amount	\$197,158.91	Province/Region	
	Amount Expended For Fiscal Year	\$197,158.91	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Health insurance for employees

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21. Vendor Name	Invest Buffalo Niagara	Address Line1	403 Main Street
Type of Procurement	Other	Address Line2	Suite 624
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
Award Date		State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount		Province/Region	United States
Amount Expended For Fiscal Year	\$75,000.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Membership investment

22. Vendor Name	Layer 3 Technologies, Inc.	Address Line1	1645 Lyell Avenue
Type of Procurement	Technology - Software	Address Line2	Suite 200
Award Process	Purchased Under State Contract	City	ROCHESTER
Award Date		State	NY
End Date		Postal Code	14606
Fair Market Value		Plus 4	
Amount		Province/Region	United States
Amount Expended For Fiscal Year	\$7,147.98	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	IT services and multi-factor authentication tool

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23. Vendor Name	Lee Enterprises	Address Line1	PO Box 6035
Type of Procurement	Other	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	CAROL STREAM
Award Date		State	IL
End Date		Postal Code	60197
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$10,008.46	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public hearing notices in Buffalo News

24. Vendor Name	Lehigh Construction Group, Inc.	Address Line1	4327 S Taylor Road
Type of Procurement	Design and Construction/Maintenance	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	ORCHARD PARK
Award Date	1/11/2024	State	NY
End Date		Postal Code	14127
Fair Market Value	\$25,500.00	Plus 4	
Amount	\$25,500.00	Province/Region	
Amount Expended For Fiscal Year	\$25,500.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Building repairs at 4 Scott Street

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25. Vendor Name	Liro Engineers, Inc.	Address Line1	690 Delaware Avenue
Type of Procurement	Consulting Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	1/26/2022	State	NY
End Date		Postal Code	14209
Fair Market Value		Plus 4	
Amount	\$116,372.00	Province/Region	United States
Amount Expended For Fiscal Year	\$51,314.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting and planning services related to the Shoreline Trail Enhancement Project.

26. Vendor Name	Lumsden McCormick, LLP	Address Line1	369 Franklin Street
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	9/28/2022	State	NY
End Date	6/30/2025	Postal Code	14202
Fair Market Value		Plus 4	
Amount	\$30,400.00	Province/Region	United States
Amount Expended For Fiscal Year	\$30,400.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Independent audit services

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27.	Vendor Name	Metropolitan Life Insurance Company	Address Line1	200 Park Avenue
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	NEW YORK
	Award Date	5/1/2024	State	NY
	End Date	4/30/2025	Postal Code	10166
	Fair Market Value	\$13,047.55	Plus 4	
	Amount	\$13,047.55	Province/Region	United States
	Amount Expended For Fiscal Year	\$13,047.55	Country	
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Group term life insurance, long-term disability insurance and accidental death insurance for employees

28.	Vendor Name	Michigan Street Development, LLC	Address Line1	701 Seneca Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 200
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14210
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$165,854.92	Country	
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Conference room expansion in leased office space

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29.	Vendor Name	Michigan Street Development, LLC	Address Line1	701 Seneca Street
	Type of Procurement	Other	Address Line2	Suite 200
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	12/1/2023	State	NY
	End Date	7/31/2027	Postal Code	14210
	Fair Market Value	\$584,125.64	Plus 4	
	Amount	\$584,125.64	Province/Region	United States
	Amount Expended For Fiscal Year	\$159,316.96	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Rent for offices at 95 Perry Street

30.	Vendor Name	New York State Economic Development Council (NYSEDC)	Address Line1	111 Washington Avenue
	Type of Procurement	Other	Address Line2	4th Floor
	Award Process	Non Contract Procurement/Purchase Order	City	ALBANY
	Award Date		State	NY
	End Date		Postal Code	12210
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$12,475.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Sponsorships for events (\$6,000), membership dues (\$2,300), event registrations (\$4,175)

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31.	Vendor Name	On the Mark Consulting, LLC	Address Line1	288 Ranch Trail Drive
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	WILLIAMSVILLE
	Award Date	1/3/2024	State	NY
	End Date	4/10/2024	Postal Code	14221
	Fair Market Value	\$5,075.00	Plus 4	
	Amount	\$5,075.00	Province/Region	
	Amount Expended For Fiscal Year	\$5,075.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Staff training materials and workshop

32.	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	12/31/2022	State	PA
	End Date	3/1/2024	Postal Code	19176
	Fair Market Value		Plus 4	
	Amount	\$11,700.62	Province/Region	
	Amount Expended For Fiscal Year	\$11,700.62	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	General liability insurance, municipal package insurance for 1/1/24-3/1/24

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33.	Vendor Name	Print2Web, LLC	Address Line1	25 John Glenn Drive, Suite 102
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	AMHERST
	Award Date		State	NY
	End Date		Postal Code	14228
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$12,520.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	2023 Annual Report graphic design and printing (\$6,850), 2025 calendars (\$6,070)

34.	Vendor Name	Steelcase, Inc.	Address Line1	PO Box 1967
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Purchased Under State Contract	City	GRAND RAPIDS
	Award Date		State	MI
	End Date		Postal Code	49501
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$9,395.32	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Chairs, white boards, table bases

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35.	Vendor Name	The Hartford	Address Line1	PO Box 660916
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	DALLAS
	Award Date	3/1/2024	State	TX
	End Date	3/1/2025	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$61,484.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$61,484.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Commercial package insurance for 3/1/24-3/1/25

36.	Vendor Name	Travelers	Address Line1	PO Box 660317
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	DALLAS
	Award Date	12/29/2023	State	TX
	End Date	12/29/2024	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$5,372.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$5,372.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Crime insurance for 12/29/23-12/29/24

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37.	Vendor Name	W.B. Mason Co., Inc.	Address Line1	P.O. Box 981101
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BOSTON
	Award Date		State	MA
	End Date		Postal Code	02298
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$13,151.16	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Office supplies

38.	Vendor Name	W.H. Green & Associates	Address Line1	400 Quaker Road
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	EAST AURORA
	Award Date	3/1/2024	State	NY
	End Date	3/1/2025	Postal Code	14052
	Fair Market Value		Plus 4	
	Amount	\$33,852.00	Province/Region	
	Amount Expended For Fiscal Year	\$33,852.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Umbrella and second excess liability coverage for 3/1/24-3/1/25

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39.	Vendor Name	Wardour Restoration Inc.	Address Line1	190 Gruner Road
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	7/2/2024	State	NY
	End Date		Postal Code	14227
	Fair Market Value	\$14,917.27	Plus 4	
	Amount	\$14,917.27	Province/Region	
	Amount Expended For Fiscal Year	\$14,917.27	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Water damage cleanup at 143 Genesee St.

40.	Vendor Name	Wendel WD Architecture, Engineering, Surveying & Landscape Architecture, PC	Address Line1	375 Essjay Road
	Type of Procurement	Consulting Services	Address Line2	Suite 200
	Award Process	Authority Contract - Competitive Bid	City	WILLIAMSVILLE
	Award Date	9/20/2022	State	NY
	End Date		Postal Code	14221
	Fair Market Value		Plus 4	
	Amount	\$69,500.00	Province/Region	
	Amount Expended For Fiscal Year	\$40,525.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting services related to Smokes Creek Passive Recreational Area conceptual alternatives

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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	https://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?	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)(g) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-j(10) of the State Finance Law?	No	
8a. If Yes, was a record made of this impermissible contact?		
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-j(9) of the State Finance Law?	Yes	

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Procurement Transactions Listing:

1.	Vendor Name	Erie County IDA	Address Line1	95 Perry Street
	Type of Procurement	Staffing Services	Address Line2	Suite 403
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$300,327.44	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Management fee to Erie County IDA for staffing services, rent, and expense reimbursement.

2.	Vendor Name	Hurwitz & Fine, P.C.	Address Line1	1300 Liberty Building
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	5/1/2019	State	NY
	End Date	12/1/2027	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$25,005.21	Province/Region	United States
	Amount Expended For Fiscal Year	\$25,005.21	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services related to lending activity.

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3.	Vendor Name	Lumsden McCormick, LLP	Address Line1	369 Franklin Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	9/28/2022	State	NY
	End Date	6/30/2025	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$16,900.00	Province/Region	
	Amount Expended For Fiscal Year	\$16,900.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Independent audit services.

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Procurement Information:

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

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Procurement Transactions Listing:

1.	Vendor Name	19 Ideas, Inc.	Address Line1	32C Essex Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	8/8/2024	State	NY
	End Date		Postal Code	14213
	Fair Market Value	\$5,000.00	Plus 4	
	Amount	\$5,000.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$5,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Creative services to establish a new logo for the Erie County Agribusiness Park.

2.	Vendor Name	Conway Data, Inc.	Address Line1	6625 The Corners Parkway, Suite 200
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	NORCROSS
	Award Date		State	GA
	End Date		Postal Code	30092
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$5,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Renaissance Commerce Park ad in Site Selection magazine

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3.	Vendor Name	E & R General Construction Inc.	Address Line1	38 Saint David's Drive
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	WEST SENECA
	Award Date	4/27/2022	State	NY
	End Date		Postal Code	14224
	Fair Market Value		Plus 4	
	Amount	\$2,000,994.60	Province/Region	United States
	Amount Expended For Fiscal Year	\$412,392.18	Country	
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Construction of 1,550 feet of new roadway ("Road B") at Renaissance Commerce Park.

4.	Vendor Name	Erie County Industrial Development Agency	Address Line1	95 Perry Street
	Type of Procurement	Staffing Services	Address Line2	Suite 403
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$59,174.92	Country	
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Management fee to Erie County IDA for staffing services, expense reimbursement.

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5. Vendor Name	Foit Albert Associates	Address Line1	295 Main Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 200
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	7/28/2021	State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount	\$373,659.10	Province/Region	United States
Amount Expended For Fiscal Year	\$59,811.60	Country	
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Engineering, design, and resident engineering services for the construction of new road ("Road B") at Renaissance Commerce Park.

6. Vendor Name	Foit Albert Associates	Address Line1	295 Main Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 200
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	1/26/2022	State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount	\$329,514.75	Province/Region	United States
Amount Expended For Fiscal Year	\$44,929.56	Country	
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Engineering, design, and resident engineer services for the construction of new roadways extending into Renaissance Commerce Park from the existing Ridge Road and/or Odell Street.

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7. 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	12/1/2027	Postal Code	14210
Fair Market Value		Plus 4	
Amount	\$61,903.23	Province/Region	
Amount Expended For Fiscal Year	\$61,903.23	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services (ILDC General Counsel) based on hourly rates.

8. Vendor Name	LaBella Associates PC	Address Line1	300 State Street
Type of Procurement	Consulting Services	Address Line2	Suite 201
Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
Award Date	8/28/2019	State	NY
End Date		Postal Code	14614
Fair Market Value		Plus 4	
Amount	\$5,250.00	Province/Region	
Amount Expended For Fiscal Year	\$5,250.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Annual BCP certification and annual PRR report.

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9. Vendor Name	Lackawanna City Treasurer	Address Line1	714 Ridge Road
Type of Procurement	Other	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	LACKAWANNA
Award Date		State	NY
End Date		Postal Code	14218
Fair Market Value		Plus 4	
Amount		Province/Region	United States
Amount Expended For Fiscal Year	\$79,963.49	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	City of Lackawanna sewer tax for the Renaissance Commerce Park property.

10. Vendor Name	Lumsden McCormick, LLP	Address Line1	369 Franklin Street
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	9/28/2022	State	NY
End Date	6/30/2025	Postal Code	14202
Fair Market Value		Plus 4	
Amount	\$6,200.00	Province/Region	United States
Amount Expended For Fiscal Year	\$6,200.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Independent audit services

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11. Vendor Name	Pinto Construction Services, Inc.	Address Line1	132 Dingens Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	9/28/2022	State	NY
End Date		Postal Code	14206
Fair Market Value		Plus 4	
Amount	\$6,434,879.74	Province/Region	United States
Amount Expended For Fiscal Year	\$1,518,820.09	Country	
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Construction of sewer and water line extensions at Renaissance Commerce Park

12. Vendor Name	Wendel	Address Line1	375 Essjay Road
Type of Procurement	Consulting Services	Address Line2	Suite 200
Award Process	Authority Contract - Competitive Bid	City	WILLIAMSVILLE
Award Date	12/16/2020	State	NY
End Date		Postal Code	14221
Fair Market Value		Plus 4	
Amount	\$445,973.00	Province/Region	United States
Amount Expended For Fiscal Year	\$71,163.22	Country	
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Erie County Agribusiness Park Master Plan/GEIS

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