

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

Annual Reports & Policies

- a. 2025 - ECIDA Mission Statement & Performance Measurements with Results (Pages 2-17)
- b. 2026 - ECIDA Mission Statement & Performance Measurements with Goals (Pages 18-26)
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- d. Fee Structure Policy (**For ECIDA & ILDC Only**) (Amendment) (Pages 98)
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- f. Procurement Policy (Re-Adopt) (Pages 107-111)
- g. Property Disposition Guidelines (Re-Adopt) (Pages 112-118)

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

2025 Mission Statement and Performance Measurements with Results

Approval Date of Goals: March 26, 2025

Approval Date of Results: Anticipated March 25, 2026

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:

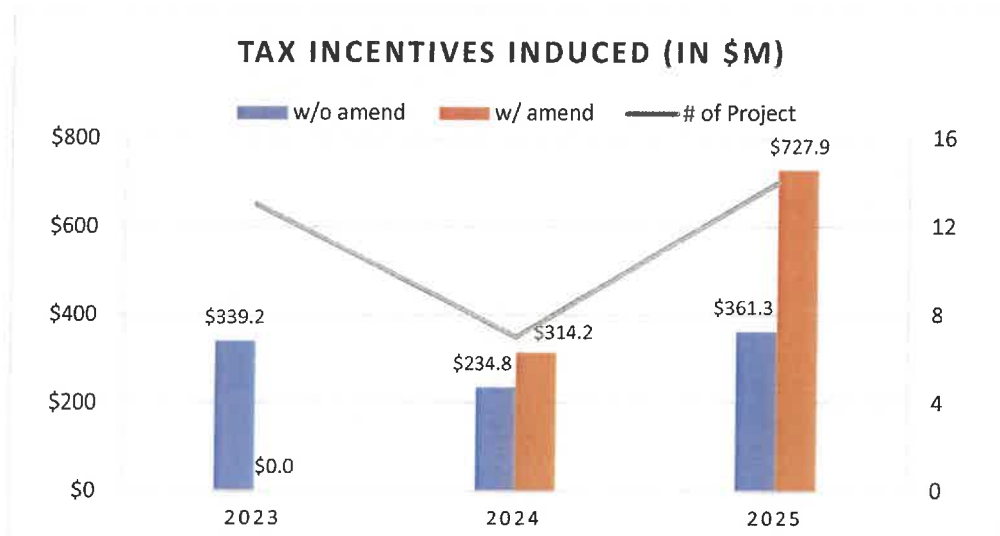
Goal 1: To promote private investment & innovation:

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: \$ 300 - \$ 325 M in private investment from approved tax incentives.

Results: Private investment totaled \$727.9 M for the 14 tax incentive projects approved by the ECIDA Board of Directors. This included 4 amendatory and 1 adaptive reuse project.



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

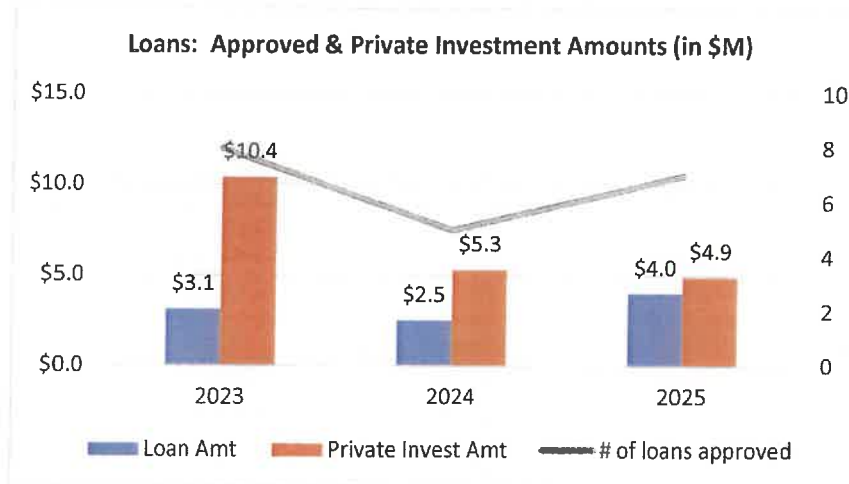
Measurement: Number of loans, \$ amount of loans and amount of private investment for loans approved

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

Results: RDC approved 7 Loans for \$4 M from the Legacy Fund - encouraging \$4.9 M of private investment. Overall, demand for loans was lighter than expected during 2025. Economic uncertainty remained high due to higher interest rates coupled with inflation that remained stubbornly high, tariff uncertainty, and lower bank loan approval rates contributed to lower loan activity. During the second half of 2025, the RDC did experience

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increased loan inquiries and lending activity as a result of increased targeted outreach efforts, and as tariff certainty with many trading partners was established allowing businesses to better determine costs and the Fed Reserve to reduce interest rates.

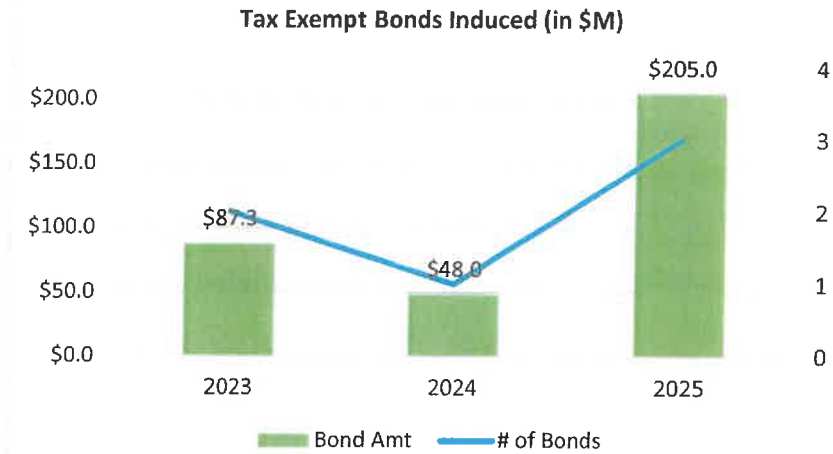


Objective 1C: ECIDA & ILDC: Assist non-profit and other eligible borrowers to obtain low-interest, tax-exempt bond financing.

Measurement: Value of private investments from low-interest financing provided to non-profit organizations and qualified private activity bond projects. Continue to monitor NYS Housing and Community Renewal regulations for affordable housing projects that utilize 4% state and federal Low Income Housing Tax Credits (LIHTC) restricting bond activity to only new construction and its impact on this objective.

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

Results: Three tax exempt bonds totaling \$205 M were approved:
 \$55 M Canisus University – ILDC
 \$65 M D’Youville University (tax exempt portion) – ILDC
 \$85 M Buffalo Public School System – ECIDA



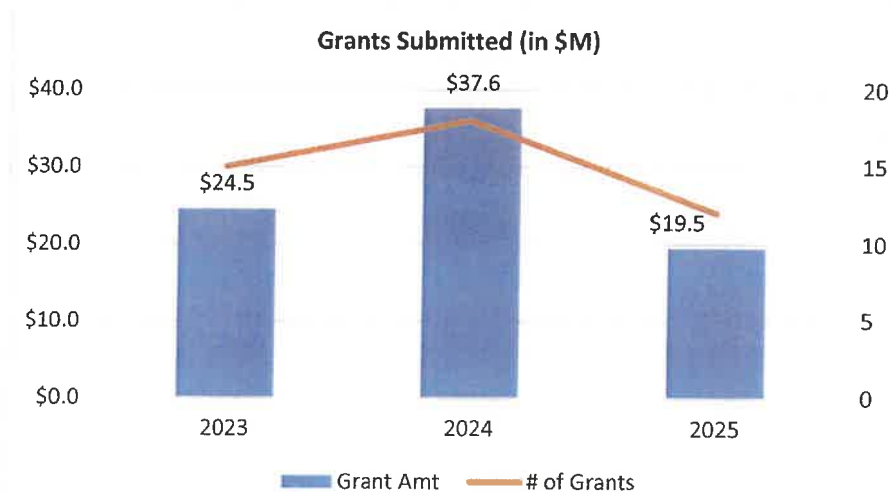
Objective 1D: ECIDA & ILDC: Pursue state, federal and private (grant) funding opportunities to support priority projects and leverage private investment. Administer projects that have received grant funding.

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

Metric: 5-7 grants submitted for \$6 M - \$7 M. 7-10 grants totaling \$15 M under administration.

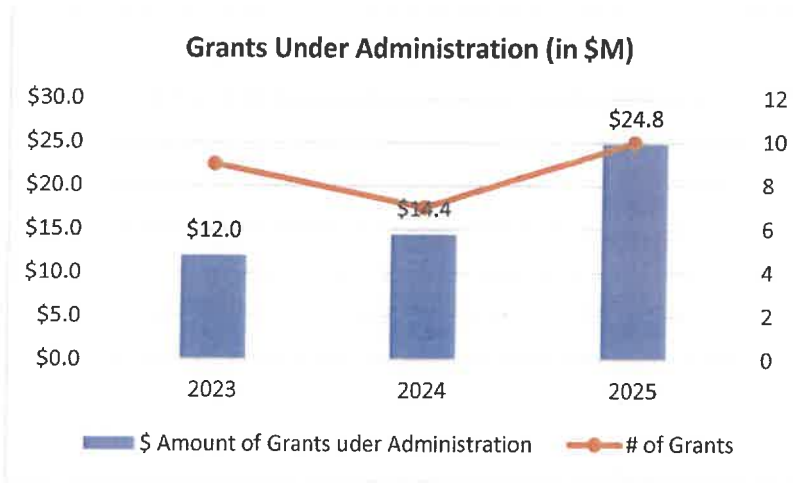
Results: Twelve (12) grant applications have been submitted for a total of \$19.5 M. Of grants submitted:

- Eight (8) awarded / partially awarded totaling \$8.3 M (43%)
- Two (2) denied / partially denied totaling \$5.1 M (26%)
- Two (2) pending totaling \$5.8 M (30%)



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There are 10 active grants totaling \$24.8 M under administration.



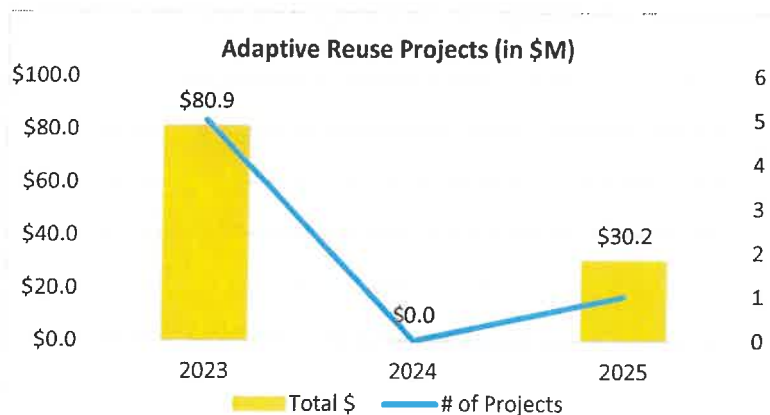
Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:

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: 3 - 4 adaptive reuse projects approved totaling \$50 - \$75 M.

Results: 1 adaptive reuse project was approved totaling \$30.2 M. This project is the 1st project approved under the 2024 Adaptive Reuse Policy amendment that now requires projects contain a certain # of affordable / workforce housing units. The approved project will create 64 apartment units of which 10 units (15%) will be available at 80% AMI (or below).



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Objective 2B: ECIDA ILDC & RDC: Support the creation and growth of small business, as well as minority-owned, women-owned and service-disabled veteran owned businesses (collectively MWBE/SDVOB).

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

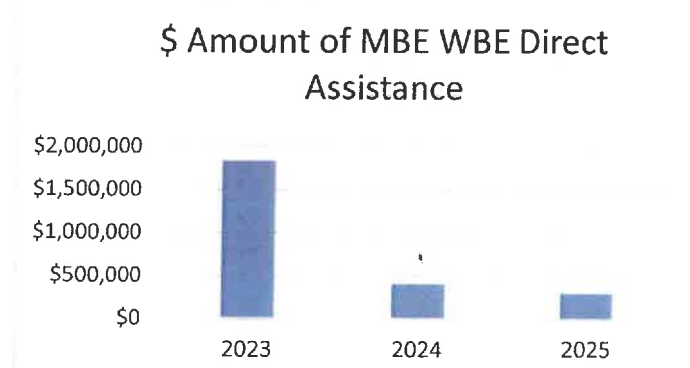
Metric: Direct assistance: \$400,000 direct assistance to 5 – 7 MWBE/SDVOBs.

Purchases: Meet 100% of the following:

- 1) RFPs and/or bids – RFPs and/or bids issued to contain a score category (with a score value = 10%), whereby the MWBE/SDVOB utilization and/or D&I initiatives = 30% of contract total.
- 2) Tracking / Reporting of \$ value of purchases to monitor adherence to 30% MWBE/SDVOB utilization for ECIDA purchases (including but not limited to: office supplies, catering and equipment leasing) as well as for Land Development services: Professional & Construction

Results: ECIDA Direct Assistance – A total of \$299,500 in direct assistance as follows:

- \$270,000 in loans were approved for 4 MWBE businesses
- \$ 2,000 Buffalo MWBE Conference sponsorship @ 500 Pearl
- \$ 2,500 SBA sponsorship: Straight Talk (tech assistance MWBEs)
- \$ 25,000 Direct grant assistance to NAACP Buffalo Chapter (via Urban League) for ULI Jefferson Avenue revitalization study



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ECIDA Purchases Tracking/Reporting/ Vendor Operational Purchases: Purchases of \$48,000 (25% MWBE) were made from known M/WBEs out of total purchases = \$190,000. Note: total purchases were from 3 major categories: IT services / hardware, printing / marketing, and office supplies / equipment. A breakout of the \$48,000 in purchases included:

\$24,000 (9.7%) from WBE
\$23,000 (9.3%) from MBE
\$ 1,000 (0.4%) from MWBE

This represents an increase in annual spend of \$5,000 (WBEs) and \$17,000 (MBE). Agency purchases included three new M/WBE vendors.

ILDC Purchases RFPs and Bids Land Development Services: In 2025, two (2) New Construction RFPs (Angola Agri-Park & Buffalo Southern Railroad Track Repair) totaling \$3.3 M were issued. Both RFPs (100%) contained a 10% scoring category related to MWBE/SDVOB utilization and D&I initiatives.

ILDC Tracking/Reporting Land Development Services: In 2025, two (2) construction contracts were awarded, totaling nearly \$3.3 M:

- Angola Agri-Park – A \$1,515,000 contract was awarded that included a 30% MWBE utilization goal. Of that amount, \$422,021 has been paid to certified MWBE subcontractors, representing 28.3% MWBE utilization.
- Buffalo Southern Railroad Track Repair – A \$1,784,969 contract was awarded that included a reduced 22% MWBE Utilization goal (13% MBE and 9% WBE). A reduced goal was accepted by the NYSDOT (funding source) due to an inability to obtain MBE/WBE rail contractors able to meet the original goals due to 1) the specialized nature of the work and 2) limited availability of qualified MWBE/SDVOB firms. The contract was awarded in December 2025 and work is scheduled to begin Spring 2026. Utilization performance results will be tracked once work commences.

ILDC Professional Services: In addition, a total of \$593,050 has been paid to Professional Services contractors. Of this amount, \$267,504 (45.11%) was paid to certified MWBE and SDVOB firms. These payments are tracked continuously to monitor utilization and maintain compliance with reporting requirements.

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: Staff attended 3 on topic related training events:

- NYSEDC Conference sessions: 1) Office of Strategic Workforce Dev with focus on growing NYS MWBEs and 2) Programs to promote affordable housing in under-represented communities (Feb '25)*
- NYSEDC Basic Eco Dev – DEI session (June '25)*
- NYS Unlawful Harassment Training including definition of / rights related to protected classes ECIDA Staff training (Oct '25)

*one or more staff member attendance

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

Measurement: Implementation of ECIDA Economic Inclusion PILOT

Metric: 1 – 2 projects opt into the EIP program.

Results: 3 projects opted into the EIP program. These projects will have PILOTs that depend upon meeting goals including % MWBE goals for construction, minority & woman job retention and/or job creation as well as Economic Inclusion Policy (EIP) goals.*

* 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: The average salary for the 3,673 FT Jobs (2,111 retained, 562 new) = \$71,549 The average salary for the 59 PT Jobs (43 retained, 6 new) = \$30,562 The total annual payroll amount = \$178 M.

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2025 Full-Time			
Category	# of Jobs	Average Salary w/ Fringe	Average Salary w/o Fringe
Management	224	\$118,794	\$ 96,625
Professional	773	\$ 98,356	\$ 74,940
Administrative	125	\$ 90,232	\$ 71,285
Production	1532	\$ 77,540	\$ 60,971
Independent Contractor	3	\$ 91,769	\$ 63,000
Other	16	\$ 63,078	\$ 35,294
Totals	2673		

2025 Part-Time			
Category	# of Jobs	Average Salary w/ Fringe	Average Salary w/o Fringe
Management	0	\$0	\$0
Professional	0	\$0	\$0
Administrative	0	\$0	\$0
Production	58	\$30,087	\$30,011
Independent Contractor	0	\$ 0	\$ 0
Other	1	\$42,350	\$35,000
Totals	59		

*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, 2,000,000 marketing impressions through paid advertising.

Results: **245** Business outreach contacts included: 105 Business Development, 73 Professional Partners and 67 Events (networking & presentations).

Marketing & Communications activity included targeted paid advertising campaigns on business radio and in print, totaling approximately **4.1 M** impressions. Radio advertising and WBEN Facebook/Meta post engagement were the main drivers in exceeding the 2025 goals for impressions. Direct mailings of the ECIDA holiday calendar and Year in Review reached approximately 1,300 business contacts. ECIDA social media Facebook/Meta posts resulted in approximately 10,126 impressions on 50 organic and shared posts.

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NOTE: Efforts made to outreach to small and medium-sized businesses specifically included staff attendance and/or presentations at:

Chamber of Commerce events: Amherst, Buffalo Niagara Partnership, Cheektowaga, West Seneca and Lancaster

Small business focused events: Sumitomo Job Fair, Black Business Expo, Women Mentoring Monday, Black Business Training (@Beverly Gray), Manufacturing Awards (BNMA), MWBE Conference (LeChase Const), SBA Straight Talk, Construction Exchange of Buffalo & WNY.

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: 486 acres of land are under management of the ECIDA, through its development arm the ILDC. Properties under development:

- 1) 240 acres at Renaissance Commerce Park
- 2) 240 acres at the Erie County Agribusiness Park.
- 3) 6 acres at 3445 River Road.

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. At 3445 River Road, a 5-year long-term lease agreement in place with MN8 Group for development of a Battery Storage Facility.

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2025 Site Redevelopment Activities Highlights

Site	Activities 2025 Highlights
Renaissance Commerce Park	<ul style="list-style-type: none"> • Completed design and engineering for Odell St. and Ridge Rd. extensions project • Contracted with Pinto Construction Services for the construction of the project – starts in spring 2026 • Completed the design and engineering for the WYE Yard Rail Relocation Project • Executed the Rail Relocation Agreement with Tecumseh and Genesee & Wyoming Inc • Preparing to go out to bid for project in early 2026 • ESD board approved \$6.5 million funds for project • Executed extension of the Purchase Sale Agreement with Tecumseh for additional parcels on the south end of the property (WYE Yard) • Executed a purchase sale agreement with developer J.G. Petrucci for the construction of a light manufacturing facility on parcels #2 and #3 • Worked with Sen. Sean Ryan, Assemblymember Jon Rivera and Governor Hochul on successfully extending the brownfield tax credits for Gen. 1 parcels on Renaissance Commerce Park
Erie County Agri-business Park	<ul style="list-style-type: none"> • Awarded \$11.5 million FAST NY grant from Empire State Development for infrastructure project on the site – ESD board voted to approve funding in November • Progressing with the development of all five tasks/components of the project with our partners at Erie County DSM, National Grid, and National Fuel • Awarded first phase of access road construction project to Anastasi Trucking Inc. • Completed first phase of access road construction project • Signed agreement with WSD to pursue a jurisdictional determination from Army Corp. of Engineers
3445 River Road	<ul style="list-style-type: none"> • Received Second lease payment (\$30,000) from MN8 for battery storage project

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.

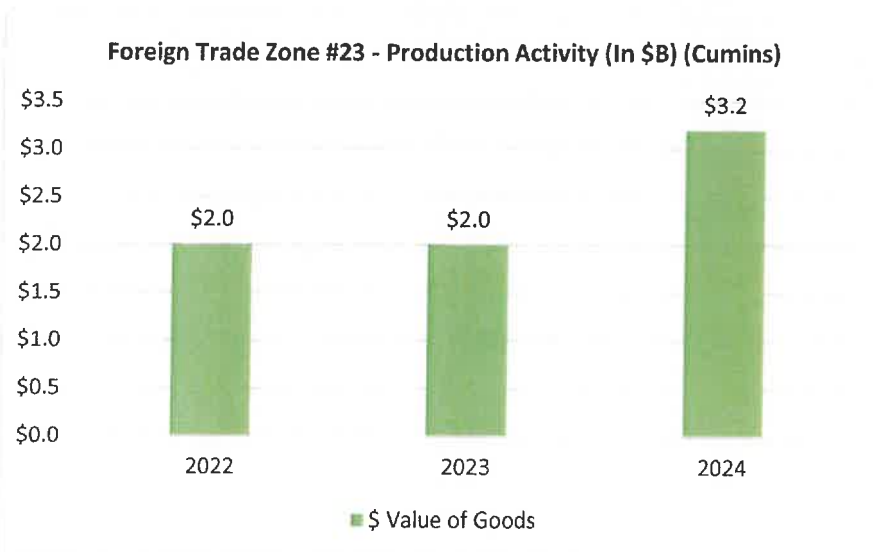
Measurement: Value of goods moving through FTZ #23 and # of FTZ activated sites

Metric: A total of 6 FTZ sites with goods valued at \$100 M moving through the zone.

Results: For year-end 2024, FTZ # 23 had a total of 6 active FTZ sites. The 5 warehouse sites moved goods valued at \$93.9 M through FTZ #23. This represents a \$3.7 M decrease from the prior year. Most FTZ activity was driven by W.S. Services (Sucro Sourcing), Starline USA and Speed Global. FTZ #23 collected duties of \$6.1 M - down \$5.6M from 2023. Both decreases were largely due to the US renegotiating trade policies with all trading partners causing difficulty for businesses to project costs due to increased and changing tariffs and policies on most imported goods. The net effect was less goods being imported.

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Cummins Inc is the 6th FTZ site for FTZ #23. It is a production site that is separately accounted for by the FTZ Board . In 2024, Cummins goods valued at \$3.2 B (a \$700 M increase from 2023) moved through the FTZ. Cummins collected \$1.2 M in tariffs in 2024.



*(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: Convene CEDS Implementation Committee (public & private partners) annually (in Q4) to share and collect data/information regarding the progress of regional goals and accomplishments in economic and

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community development. Prepare an annual CEDS Performance Report as an addendum to the 2022-2026 CEDS for submission to the EDA.

Results: Collect 2025 data from partners and stakeholders in Q1 2026 to prepare CEDS Performance Report – anticipated completion is Q2 2026.

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 & other programs funded by Community Development Block Grant funds

Metric: Administer the underwriting process leading to the approval of 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: ILDC provided loan underwriting services that resulted in the County's Microloan Committee's approval of four (4) micro enterprise loans totaling \$105,500 with \$45,000 in private investment. The ILDC received 5 applications from Erie County for review / underwriting in 2025. Application volume was down in 2025 due to the economic uncertainty both locally and nationally but had picked up during the summer months.

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Goal 5: To safeguard the public’s investment by ensuring compliance and transparency with ECIDA Policies & Procedures, NYS Tax, EDA and ABO requirements:

Objective 5A: ECIDA: Client compliance with material terms including local labor, employment retention & creation, investment, pay equity and unpaid real property tax policies.

Measurement: Collection and analysis of quarterly employment & local labor reports for all active projects, review of investment verifications, facilitate completion of pay equity audits by Erie County Department of Public Advocacy payments through the Erie County Commissioner of Real Property Services

Metric: 100% compliance

Results: In 2025, three (3) projects were selected for the Pay Equity audit, and those audits are currently in progress. 100% compliance with unpaid real property taxes 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: Pending the receipt and analysis of annual surveys.

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 3/31/26 reporting deadline.

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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: As of 12/31/2025, there were two vacancies on the ECIDA & RDC Board. In total, 15 of the 19 ECIDA & RDC Board Members and 5 of the 7 ILDC Board Members have completed their board member training. In 2025, there were eight (8) new board members. Board members have 12 months from the date of their appointment to complete the required training. Lastly, the Agency is on track to meet filing requirements of the ABO's 3/31/26 reporting deadline.

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: 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, 2025.

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, 2025, a level A risk rating was assigned to the CARES Act RLF. The RLF earned 27 out of a possible 30 points. Maximum points were earned for the overall RLF management, while areas such as liquidity (the amount of cash available for lending compared to a regional metric) and net RLF income (the portion of RLF income used

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for administrative expenses divided by total RLF income) scored lower. The A rating results in annual reporting to EDA for 2026, instead of semi-annual.

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

**Erie County Industrial Development Agency (ECIDA)
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2026 Mission Statement and Performance Measurements

Approval Date of Goals: March 25, 2026

Approval Date of Results: Anticipated March 24, 2027

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.

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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: \$ 325 - \$ 350 M in private investment from approved tax incentives.

Results:

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 \$ 3.5 M with private investment = \$7 M.

Results:

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 M – \$35 M.

Results:

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.

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Metric: 5-7 grants submitted for \$6M - \$7M. 7-10 grants totaling \$15M under administration.

Results:

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: 2 – 3 adaptive reuse projects approved totaling \$45 - \$60 M.

Results:

Objective 2B: ECIDA ILDC & RDC: Support the creation and growth of small business, as well as minority-owned, women-owned and service-disabled veteran owned businesses (collectively MWBE/SDVOB).

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

Metric: Direct assistance: \$400,000 direct assistance to 5 – 7 MWBE/SDVOBs.

Purchases: *Meet 100% of the following:*

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- 2) *Tracking / Reporting of \$ value of purchases to monitor adherence to 30% MWBE/SDVOB utilization for ECIDA purchases (including but not limited to: office supplies, catering and equipment leasing) as well as for Land Development services: Professional & Construction*

Results:

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

Measurement: Provide training opportunities

Metric: Provide two or more continued educational / training opportunities for staff to meet the objective.

Results:

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

Measurement: Implementation of ECIDA Economic Inclusion PILOT

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

Results:

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 FT jobs at \$ 50K - \$55K

Results:

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, 2,000,000 marketing impressions through paid advertising.

Results:

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:

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: FTZ warehouse with goods valued at \$100 M moving through the zone.
FTZ production with goods values at \$3 B moving through the zone.

Results:

*(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: Outreach to public and private partners annually in Q1 of the following year to collect data/information regarding the progress of regional goals and accomplishments in economic and community development. Develop an annual CEDS Performance Report as an addendum to the 2022-2026 CEDS for submission to the EDA.

Results:

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

revised 3/12/2026

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

Metric: Provide underwriting assistance for 2-4 Erie County Microenterprise loan requests totaling \$130,000. In 2026, ECIDA staff will provide training as needed to Erie County personnel who will assume all loan underwriting services no later than end of year 2026. The ECIDA will continue to service, support and market the lending program to the eligible consortium communities.

Results:

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:

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:

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:

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:

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:

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:

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

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

2025 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 the corporations are 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 year ended December 31, 2025.

1. Operations & Accomplishments:

A report on the 2025 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, 2025, 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 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 – 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.

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

iv) Current bond ratings:

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:

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 ECIDA’s 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 2025 is included in Attachment 1. This document was reviewed and approved by the Board at the March 26, 2025 Board meeting.

4. Schedule of Bonds and Notes Outstanding:

Attachment 2 summarizes ECIDA’s and ILDC’s bonds and notes outstanding at December 31, 2025. The indebtedness shown on these schedules is conduit debt and is not an obligation of ECIDA, ILDC, Erie County or New York State. Neither 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 in 2025. 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 ECIDA's affiliates had any employees during 2025.

6. Projects Undertaken by the Corporation during 2025:

Attachment 4 details the tax-exempt bonds and tax abatements that were approved during 2025. Attachments 4A and 4B detail the loans that were funded in 2025 by the RDC and ILDC, respectively.

7. Listing of Certain Property of the Corporation:

Attachment 5 provides information regarding the real property holdings of ECIDA and its affiliates. This list 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 ECIDA and its affiliates have real beneficial ownership.

8. Code of Ethics:

The Corporation's Code of Ethics is posted on 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 ECIDA, RDC and ILDC is posted on the ECIDA's website at <https://www.ecidany.com/about-us-corporate-reports>.

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:

ECIDA and its affiliates do not have any subsidiaries.

iv) Number of Employees:

ECIDA had 19 full-time employees during 2025.

v) Organizational Chart:

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 execution of a purchase sale agreement with a developer for the construction of a light manufacturing facility. Infrastructure work at the site remains a top priority for redevelopment. In 2025 the design and engineering was completed for two new roads (Odell St. and Ridge Rd.) and a contractor is in place to start road construction in spring 2026. 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. New York State approved \$6.5 million of funding for the project, and construction is slated for 2026.

The ILDC's work on the redevelopment of the Erie County Agribusiness Park continued in 2025 with the completion of the first phase of access road. New York State awarded \$11.5 million of grant funding for infrastructure improvements at the site, and development progress continued on all five components of the project.

The RDC continued to operate two revolving loan funds (RLFs) in 2025, providing favorable terms to businesses who may not qualify for traditional lending from banks. At the end of 2025, RDC had 6 loans totaling \$519,000 pay off early, contributing to an increase in funds available for lending. The business and lending environment faced numerous uncertainties in 2025 that slowed the demand for lending. The recently established Sumitomo Employee Loan Fund closed 2 loans in 2025, providing low-cost

capital and special terms to assist displaced workers. Despite economic headwinds, the RDC was able to increase its outstanding portfolio balance by \$348,000, to \$15,421,000.

The ECIDA Board approved 14 tax incentive projects with total private investment of over \$727 million expected. 3 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. The Board also formally adopted FOIL and Records Retention policies.

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 2025 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 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)**

2025 Mission Statement and Performance Measurements with Results

Approval Date of Goals: March 26, 2025

Approval Date of Results: Anticipated March 25, 2026

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:

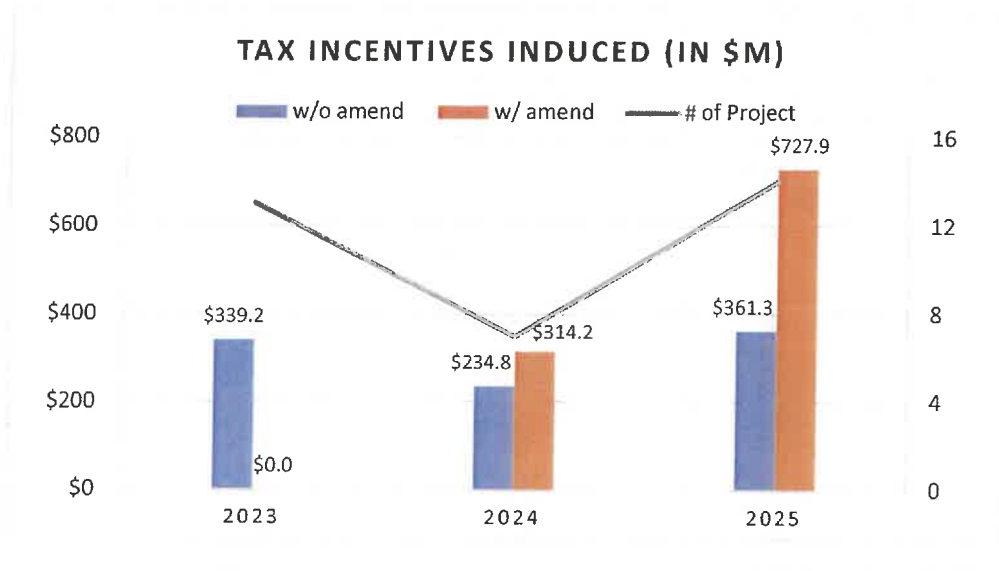
Goal 1: To promote private investment & innovation:

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: \$ 300 - \$ 325 M in private investment from approved tax incentives.

Results: Private investment totaled \$727.9 M for the 14 tax incentive projects approved by the ECIDA Board of Directors. This included 4 amendatory and 1 adaptive reuse project.



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

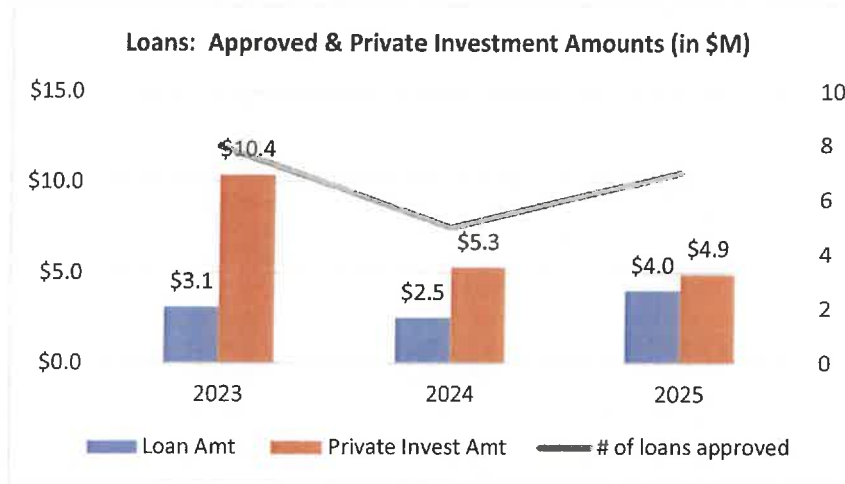
Measurement: Number of loans, \$ amount of loans and amount of private investment for loans approved

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

Results: RDC approved 7 Loans for \$4 M from the Legacy Fund - encouraging \$4.9 M of private investment. Overall, demand for loans was lighter than expected during 2025. Economic uncertainty remained high due to higher interest rates coupled with inflation that remained stubbornly high, tariff uncertainty, and lower bank loan approval rates contributed to lower loan activity. During the second half of 2025, the RDC did experience

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increased loan inquiries and lending activity as a result of increased targeted outreach efforts, and as tariff certainty with many trading partners was established allowing businesses to better determine costs and the Fed Reserve to reduce interest rates.



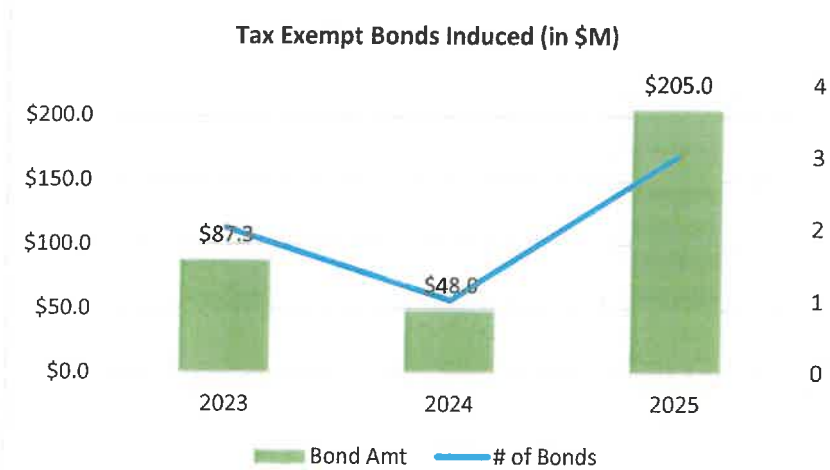
Objective 1C: ECIDA & ILDC: Assist non-profit and other eligible borrowers to obtain low-interest, tax-exempt bond financing.

Measurement: Value of private investments from low-interest financing provided to non-profit organizations and qualified private activity bond projects. Continue to monitor NYS Housing and Community Renewal regulations for affordable housing projects that utilize 4% state and federal Low Income Housing Tax Credits (LIHTC) restricting bond activity to only new construction and its impact on this objective.

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

Results: Three tax exempt bonds totaling \$205 M were approved:
 \$55 M Canisus University – ILDC
 \$65 M D’Youville University (tax exempt portion) – ILDC
 \$85 M Buffalo Public School System – ECIDA

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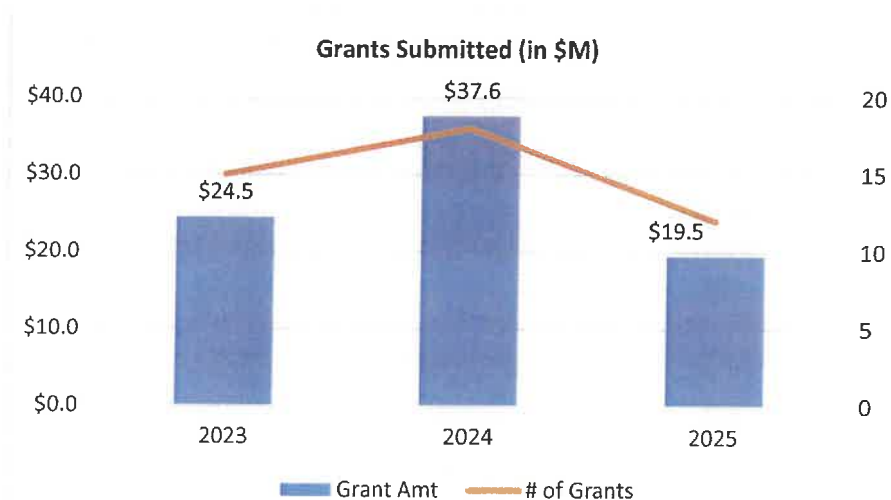
Objective 1D: ECIDA & ILDC: Pursue state, federal and private (grant) funding opportunities to support priority projects and leverage private investment. Administer projects that have received grant funding.

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

Metric: 5-7 grants submitted for \$6 M - \$7 M. 7-10 grants totaling \$15 M under administration.

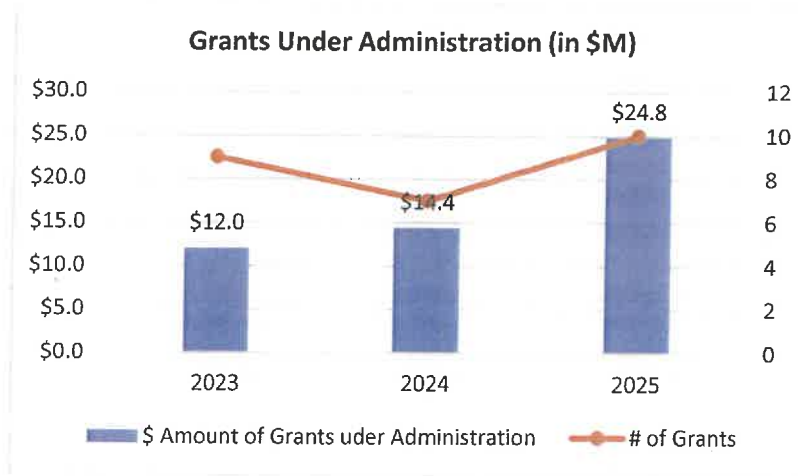
Results: Twelve (12) grant applications have been submitted for a total of \$19.5 M. Of grants submitted:

- Eight (8) awarded / partially awarded totaling \$8.3 M (43%)
- Two (2) denied / partially denied totaling \$5.1 M (26%)
- Two (2) pending totaling \$5.8 M (30%)



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There are 10 active grants totaling \$24.8 M under administration.



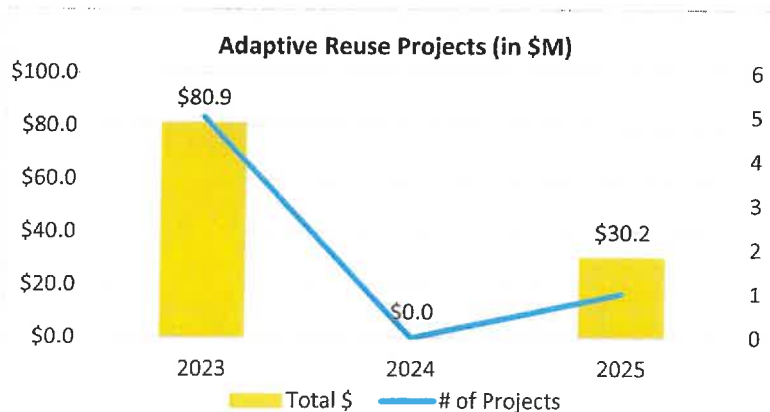
Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:

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: 3 - 4 adaptive reuse projects approved totaling \$50 - \$75 M.

Results: 1 adaptive reuse project was approved totaling \$30.2 M. This project is the 1st project approved under the 2024 Adaptive Reuse Policy amendment that now requires projects contain a certain # of affordable / workforce housing units. The approved project will create 64 apartment units of which 10 units (15%) will be available at 80% AMI (or below).



revised 03/17/2026

Objective 2B: ECIDA ILDC & RDC: Support the creation and growth of small business, as well as minority-owned, women-owned and service-disabled veteran owned businesses (collectively MWBE/SDVOB).

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

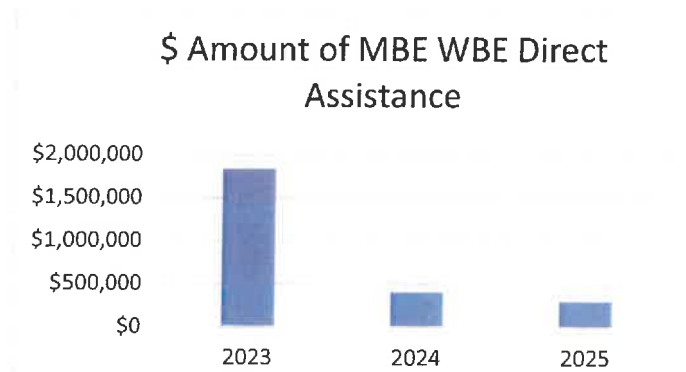
Metric: Direct assistance: \$400,000 direct assistance to 5 – 7 MWBE/SDVOBs.

Purchases: Meet 100% of the following:

- 1) RFPs and/or bids – RFPs and/or bids issued to contain a score category (with a score value = 10%), whereby the MWBE/SDVOB utilization and/or D&I initiatives = 30% of contract total.
- 2) Tracking / Reporting of \$ value of purchases to monitor adherence to 30% MWBE/SDVOB utilization for ECIDA purchases (including but not limited to: office supplies, catering and equipment leasing) as well as for Land Development services: Professional & Construction

Results: ECIDA Direct Assistance – A total of \$299,500 in direct assistance as follows:

- \$270,000 in loans were approved for 4 MWBE businesses
- \$ 2,000 Buffalo MWBE Conference sponsorship @ 500 Pearl
- \$ 2,500 SBA sponsorship: Straight Talk (tech assistance MWBEs)
- \$ 25,000 Direct grant assistance to NAACP Buffalo Chapter (via Urban League) for ULI Jefferson Avenue revitalization study



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ECIDA Purchases Tracking/Reporting/Vendor Operational Purchases: Purchases of \$48,000 (25% MWBE) were made from known M/WBEs out of total purchases = \$190,000. Note: total purchases were from 3 major categories: IT services / hardware, printing / marketing, and office supplies / equipment. A breakout of the \$48,000 in purchases included:

\$24,000 (9.7%) from WBE
\$23,000 (9.3%) from MBE
\$ 1,000 (0.4%) from MWBE

This represents an increase in annual spend of \$5,000 (WBEs) and \$17,000 (MBE). Agency purchases included three new M/WBE vendors.

ILDC Purchases RFPs and Bids Land Development Services: In 2025, two (2) New Construction RFPs (Angola Agri-Park & Buffalo Southern Railroad Track Repair) totaling \$3.3 M were issued. Both RFPs (100%) contained a 10% scoring category related to MWBE/SDVOB utilization and D&I initiatives.

ILDC Tracking/Reporting Land Development Services: In 2025, two (2) construction contracts were awarded, totaling nearly \$3.3 M:

- Angola Agri-Park – A \$1,515,000 contract was awarded that included a 30% MWBE utilization goal. Of that amount, \$422,021 has been paid to certified MWBE subcontractors, representing 28.3% MWBE utilization.
- Buffalo Southern Railroad Track Repair – A \$1,784,969 contract was awarded that included a reduced 22% MWBE Utilization goal (13% MBE and 9% WBE). A reduced goal was accepted by the NYSDOT (funding source) due to an inability to obtain MBE/WBE rail contractors able to meet the original goals due to 1) the specialized nature of the work and 2) limited availability of qualified MWBE/SDVOB firms. The contract was awarded in December 2025 and work is scheduled to begin Spring 2026. Utilization performance results will be tracked once work commences.

ILDC Professional Services: In addition, a total of \$593,050 has been paid to Professional Services contractors. Of this amount, \$267,504 (45.11%) was paid to certified MWBE and SDVOB firms. These payments are tracked continuously to monitor utilization and maintain compliance with reporting requirements.

revised 03/17/2026

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: Staff attended 3 on topic related training events:

- NYSEDC Conference sessions: 1) Office of Strategic Workforce Dev with focus on growing NYS MWBEs and 2) Programs to promote affordable housing in under-represented communities (Feb '25)*
- NYSEDC Basic Eco Dev – DEI session (June '25)*
- NYS Unlawful Harassment Training including definition of / rights related to protected classes ECIDA Staff training (Oct '25)

*one or more staff member attendance

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

Measurement: Implementation of ECIDA Economic Inclusion PILOT

Metric: 1 – 2 projects opt into the EIP program.

Results: 3 projects opted into the EIP program. These projects will have PILOTs that depend upon meeting goals including % MWBE goals for construction, minority & woman job retention and/or job creation as well as Economic Inclusion Policy (EIP) goals.*

* 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: The average salary for the 3,673 FT Jobs (2,111 retained, 562 new) = \$71,549 The average salary for the 59 PT Jobs (43 retained, 6 new) = \$30,562 The total annual payroll amount = \$178 M.

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2025 Full-Time			
Category	# of Jobs	Average Salary w/ Fringe	Average Salary w/o Fringe
Management	224	\$118,794	\$ 96,625
Professional	773	\$ 98,356	\$ 74,940
Administrative	125	\$ 90,232	\$ 71,285
Production	1532	\$ 77,540	\$ 60,971
Independent Contractor	3	\$ 91,769	\$ 63,000
Other	16	\$ 63,078	\$ 35,294
Totals	2673		

2025 Part-Time			
Category	# of Jobs	Average Salary w/ Fringe	Average Salary w/o Fringe
Management	0	\$0	\$0
Professional	0	\$0	\$0
Administrative	0	\$0	\$0
Production	58	\$30,087	\$30,011
Independent Contractor	0	\$ 0	\$ 0
Other	1	\$42,350	\$35,000
Totals	59		

*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, 2,000,000 marketing impressions through paid advertising.

Results: **245** Business outreach contacts included: 105 Business Development, 73 Professional Partners and 67 Events (networking & presentations).

Marketing & Communications activity included targeted paid advertising campaigns on business radio and in print, totaling approximately **4.1 M** impressions. Radio advertising and WBEN Facebook/Meta post engagement were the main drivers in exceeding the 2025 goals for impressions. Direct mailings of the ECIDA holiday calendar and Year in Review reached approximately 1,300 business contacts. ECIDA social media Facebook/Meta posts resulted in approximately 10,126 impressions on 50 organic and shared posts.

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NOTE: Efforts made to outreach to small and medium-sized businesses specifically included staff attendance and/or presentations at:

Chamber of Commerce events: Amherst, Buffalo Niagara Partnership, Cheektowaga, West Seneca and Lancaster

Small business focused events: Sumitomo Job Fair, Black Business Expo, Women Mentoring Monday, Black Business Training (@Beverly Gray), Manufacturing Awards (BNMA), MWBE Conference (LeChase Const), SBA Straight Talk, Construction Exchange of Buffalo & WNY.

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: 486 acres of land are under management of the ECIDA, through its development arm the ILDC. Properties under development:

- 1) 240 acres at Renaissance Commerce Park
- 2) 240 acres at the Erie County Agribusiness Park.
- 3) 6 acres at 3445 River Road.

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. At 3445 River Road, a 5-year long-term lease agreement in place with MN8 Group for development of a Battery Storage Facility.

2025 Site Redevelopment Activities Highlights

Site	Activities	2025 Highlights
Renaissance Commerce Park	<ul style="list-style-type: none"> • Completed design and engineering for Odell St. and Ridge Rd. extensions project • Contracted with Pinto Construction Services for the construction of the project – starts in spring 2026 • Completed the design and engineering for the WYE Yard Rail Relocation Project • Executed the Rail Relocation Agreement with Tecumseh and Genesee & Wyoming Inc • Preparing to go out to bid for project in early 2026 • ESD board approved \$6.5 million funds for project • Executed extension of the Purchase Sale Agreement with Tecumseh for additional parcels on the south end of the property (WYE Yard) • Executed a purchase sale agreement with developer J.G. Petrucci for the construction of a light manufacturing facility on parcels #2 and #3 • Worked with Sen. Sean Ryan, Assemblymember Jon Rivera and Governor Hochul on successfully extending the brownfield tax credits for Gen. 1 parcels on Renaissance Commerce Park 	
Erie County Agri-business Park	<ul style="list-style-type: none"> • Awarded \$11.5 million FAST NY grant from Empire State Development for infrastructure project on the site – ESD board voted to approve funding in November • Progressing with the development of all five tasks/components of the project with our partners at Erie County DSM, National Grid, and National Fuel • Awarded first phase of access road construction project to Anastasi Trucking Inc. • Completed first phase of access road construction project • Signed agreement with WSD to pursue a jurisdictional determination from Army Corp. of Engineers 	
3445 River Road	<ul style="list-style-type: none"> • Received Second lease payment (\$30,000) from MN8 for battery storage project 	

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.

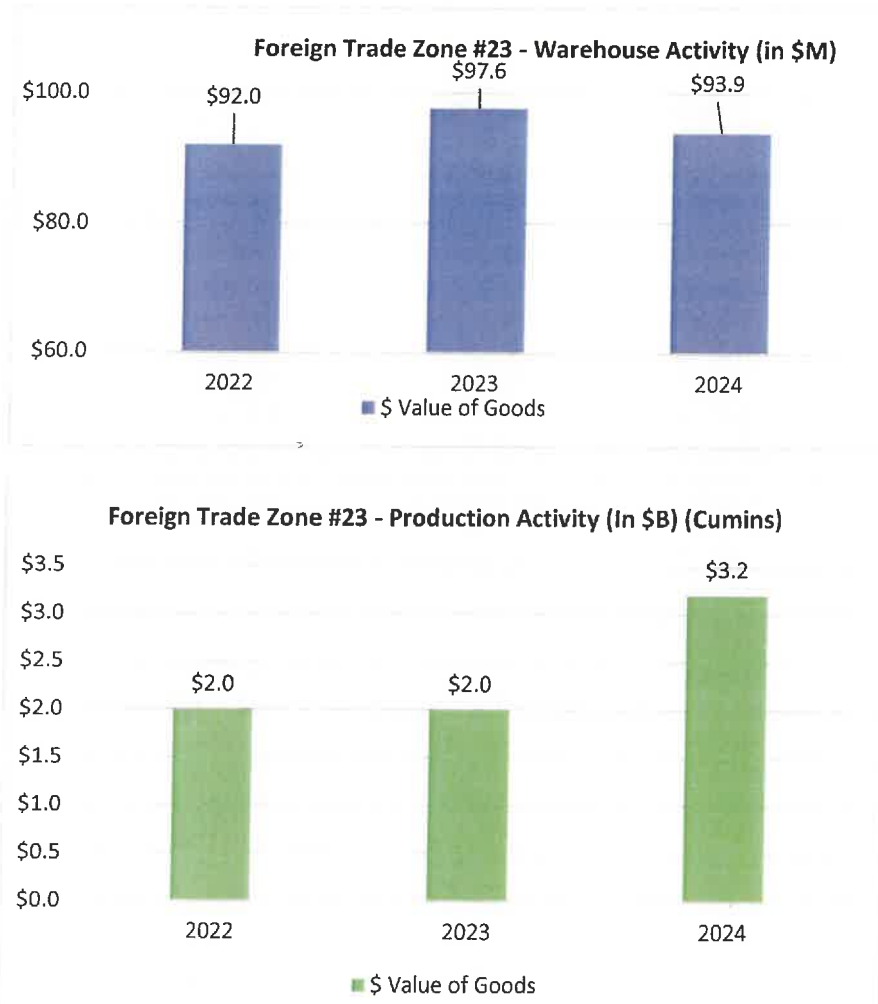
Measurement: Value of goods moving through FTZ #23 and # of FTZ activated sites

Metric: A total of 6 FTZ sites with goods valued at \$100 M moving through the zone.

Results: For year-end 2024, FTZ # 23 had a total of 6 active FTZ sites. The 5 warehouse sites moved goods valued at \$93.9 M through FTZ #23. This represents a \$3.7 M decrease from the prior year. Most FTZ activity was driven by W.S. Services (Sucro Sourcing), Starline USA and Speed Global. FTZ #23 collected duties of \$6.1 M - down \$5.6M from 2023. Both decreases were largely due to the US renegotiating trade policies with all trading partners causing difficulty for businesses to project costs due to increased and changing tariffs and policies on most imported goods. The net effect was less goods being imported.

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Cummins Inc is the 6th FTZ site for FTZ #23. It is a production site that is separately accounted for by the FTZ Board . In 2024, Cummins goods valued at \$3.2 B (a \$700 M increase from 2023) moved through the FTZ. Cummins collected \$1.2 M in tariffs in 2024.



*(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: Convene CEDS Implementation Committee (public & private partners) annually (in Q4) to share and collect data/information regarding the progress of regional goals and accomplishments in economic and

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community development. Prepare an annual CEDS Performance Report as an addendum to the 2022-2026 CEDS for submission to the EDA.

Results: Collect 2025 data from partners and stakeholders in Q1 2026 to prepare CEDS Performance Report – anticipated completion is Q2 2026.

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 & other programs funded by Community Development Block Grant funds

Metric: Administer the underwriting process leading to the approval of 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: ILDC provided loan underwriting services that resulted in the County's Microloan Committee's approval of four (4) micro enterprise loans totaling \$105,500 with \$45,000 in private investment. The ILDC received 5 applications from Erie County for review / underwriting in 2025. Application volume was down in 2025 due to the economic uncertainty both locally and nationally but had picked up during the summer months.

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 2025, three (3) projects were selected for the Pay Equity audit, and those audits are currently in progress. 100% compliance with unpaid real property taxes 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: Pending the receipt and analysis of annual surveys.

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 3/31/26 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: As of 12/31/2025, there were two vacancies on the ECIDA & RDC Board. In total, 15 of the 19 ECIDA & RDC Board Members and 5 of the 7 ILDC Board Members have completed their board member training. In 2025, there were eight (8) new board members. Board members have 12 months from the date of their appointment to complete the required training. Lastly, the Agency is on track to meet filing requirements of the ABO's 3/31/26 reporting deadline.

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: 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, 2025.

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, 2025, a level A risk rating was assigned to the CARES Act RLF. The RLF earned 27 out of a possible 30 points. Maximum points were earned for the overall RLF management, while areas such as liquidity (the amount of cash available for lending compared to a regional metric) and net RLF income (the portion of RLF income used

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for administrative expenses divided by total RLF income) scored lower. The A rating results in annual reporting to EDA for 2026, instead of semi-annual.

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 2025	Year End Balance 2025	Principal Paid 2025	Interest Rate	Bond/Loan Number	Bond Maturity
2360	New York Housing Finance Agency	2009 Shoreline Apartments LLC	\$9,000,000	\$ 989,912.00	\$ 931,855.39	\$ 58,056.61	0.055	5003	11/30/41
2516	Bank of New York Mellon	Our Lady of Victory Renaissance Corporation	\$11,860,000	\$ 5,715,000.00	\$ 5,130,000.00	\$ 585,000.00	Variable		4/1/32
2591	M&T Bank	Canisius High School	\$22,250,000	\$ 8,765,000.00	\$ 8,270,000.00	\$ 495,000.00	var	1012768	2/1/38
10291	M&T Bank	Joint Schools Construction Board (Refund of 2007A & 2008A bonds) - Series 2015A	\$236,975,000	\$ 98,785,000.00	\$ -	\$ 98,785,000.00	var.	H378	2029
10342	M&T Bank	Joint Schools Construction Board-Series 2016A (Refund of 2009A Bonds)	\$133,580,000	\$ 67,725,000.00	\$ 50,185,000.00	\$ 17,540,000.00	2.17	118534-000	2031
10404	Zions Bancorporation	Marina Vista	\$13,300,000	\$ 12,368,666.40	\$ 12,155,688.69	\$ 212,777.71	fixed	7916	1/1/37
10504	U.S. Bank National Association	Related Affordable/Eimwood Square Apartments	\$8,590,000	\$ 8,396,280.55	\$ 8,253,406.35	\$ 142,874.20	1.846%, Fixed	234450000	7/1/2038
10621	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo -2021 series	\$109,135,000	\$ 80,320,000.00	\$ 71,765,000.00	\$ 8,555,000.00	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	\$ 33,225,000.00	\$ 10,415,000.00	\$ 22,810,000.00	Fixed	156152-000	2026
10758	Argent Institutional Trust Company	OAHS Tonawanda TC, LLC (Tonawanda Towers)	\$ 11,090,000	\$ 11,090,000.00	\$ 11,055,000.00	\$ 35,000.00	Fixed	Account number 14085070171	10/1/2062
10764	Wilmington Trust National Association	Ellicott Park Townhomes Community Partners, LP	\$33,000,000	\$ 32,765,000.00	\$ 28,790,000.00	\$ 3,975,000.00	5.45% fix	161477-000	4/1/2067
10809	U.S. Bank National Association	Westchester Park Perservation LP	\$22,310,000	\$ 22,200,000.00	\$ 21,975,000.00	\$ 225,000.00	4.25%	248174000	2/1/2041
10813	M&T Bank	Joint Schools Construction Board/City School District of the City of Buffalo - 2023A	\$57,270,000	\$ 57,270,000.00	\$ 57,270,000.00	\$ -	5.0% fixed	166740-000	2028
10883	M&T Bank	School Facility Refunding Revenue Bonds - Series 2025 A (ECIDA Bond)	\$74,150,000	\$ 74,150,000.00	\$ 74,150,000.00	\$ -	5% fixed	181584-000	2029
				\$ 513,764,858.95	\$ 360,346,150.43				

ILDC Bonds

Id	Bank	ProjectName	Jobs	Bond Amount	Year Start Balance 2025	Year End Balance 2025	Principal Paid 2025 (Amount of Bond Principal Retired during the Reporting Year)	Interest Rate	Loan Number
2758	M&T Bank	Enterprise Charter School	No	\$7,345,000.00	\$5,715,000.00	\$5,525,000.00	\$190,000.00	7.5	1032851
10111	M&T Bank	Cantalian Center for Learning-Series A	No	\$9,525,000.00	\$9,955,833.39	\$3,463,750.08	\$492,083.31	var.	1034105
10278	The Bank of New York Mellon	Catholic Health System	No	\$93,800,000.00	\$63,795,000.00	\$58,840,000.00	\$4,955,000.00	5	
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/l/v/a Fox Run	No	\$44,490,000.00	\$32,485,000.00	\$30,835,000.00	\$1,650,000.00	1-5%	ORCHRDPAK15
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	No	\$30,760,000.00	\$17,865,000.00	\$0.00	\$17,865,000.00	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	\$0.00	\$16,195,000.00	Bank Purchase Rate: 5.2756%	3233830
10338	M&T Bank	854 Elliott Street, LLC	No	\$44,328,500.00	\$38,054,669.41	\$37,004,137.37	\$1,050,532.04	2.95	99-6641368-3
10371	M&T Bank	Tapestry Charter School	No	\$33,900,000.00	\$31,115,000.00	\$30,565,000.00	\$550,000.00	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	\$16,180,000.00	\$15,025,000.00	\$1,155,000.00	Varies: 4.25%-5.00%	220612000
10399	Wilmington Trust	Global Concepts Charter School	No	\$6,185,000.00	\$4,785,000.00	\$4,515,000.00	\$270,000.00	4 & 5%	131876-000
10470	U.S. Bank	D'Youville College	No	\$48,205,000.00	\$44,875,000.00	\$43,700,000.00	\$975,000.00	Variable	234594000 & 244529000
10713	Key Government Finance, Inc.	134 High Street, LLC, Series 2022	No	\$19,635,847.21	\$17,494,290.11	\$16,696,034.73	\$798,255.38	2.92%	2002880080
10827	UMB Bank	D'Youville University (ILDC Bond)	No	\$44,935,000.00	\$44,935,000.00	\$44,935,000.00	\$0.00	8.38%	11943KEG3
10865	U.S. Bank	Canisius University Series 2025 (ILDC Bond)	No	\$55,000,000.00	\$55,000,000.00	\$55,000,000.00	\$0.00	5.5%, 6%, 6.25% fixed	294353000
				\$477,289,347.21	\$382,249,792.91	\$346,103,922.18			

Erie County Industrial Development Agency
Compensation Schedule
Year Ended: December 31, 2025

The following employees had a base salary greater than \$100,000 in 2025:

Name	Title	Salary	Performance Compensation	Payroll Taxes*	Benefits	Total
John Cappellino	President & CEO	\$ 210,125	\$ -	\$ 14,243	\$ 45,495	\$ 269,863
Elizabeth O'Keefe	Vice President - Operations	\$ 127,920	\$ 4,992	\$ 10,446	\$ 25,927	\$ 169,285
Mollie Profic	Vice President & CFO	\$ 124,466	\$ 4,809	\$ 10,168	\$ 42,345	\$ 181,788
Grant Lesswing	Director of Business Development	\$ 113,872	\$ 4,444	\$ 9,329	\$ 24,474	\$ 152,119
Gerald Manhard	Chief Lending Officer	\$ 103,732	\$ 3,952	\$ 8,516	\$ 22,898	\$ 139,098
Andrew Federick	Director of Property Development	\$ 101,135	\$ 3,827	\$ 8,308	\$ 23,081	\$ 136,351

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



Annual Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 03/05/2026
 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	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Poloncarz, Mark	Board of Directors												X	
Scanlon, Christopher P	Board of Directors												X	
Schoetz, Kenneth	Board of Directors												X	
St. Jean Tard, Taisha	Board of Directors												X	
Vacant	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	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Cappellino, John	President & CEO												X	
Federick, Andrew	Property and Business Development Officer												X	
Lesswing, Grant	Director of Business Development												X	
Manhard, Gerald	Chief Lending Officer												X	
O'Keefe, Elizabeth	Vice President of Operations												X	

Annual Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 03/05/2026
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	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these Other benefits
Profic, Mollie	Vice President & Chief Financial Officer												X

Erie County Industrial Development Agency
 Projects Undertaken by the Corporation
 Year Ended: December 31, 2025

Company	Projected Year 2 Jobs	Net Jobs Projected to be Created	Lease Project Amount	Tax Exempt Bond Amount	Date Approved
1 Upstate Niagara Cooperative, Inc.*	370	130	\$ 255,000,000		9/24/2025
2 Deckorators, Inc.	50	50	77,225,524		3/26/2025
3 Benderson Development - Erie 1 BOCES	361	81	75,500,000		8/27/2025
4 Lactalis American Group*	427	27	62,014,038		7/23/2025
5 Big Heart Pet Brands, Inc.	300	17	52,660,000		4/23/2025
6 BPS Commissary Kitchen 2025	41	8	34,135,084		8/27/2025
7 IMA Life North America Phase I*	150	30	33,681,290		4/23/2025
8 PG Larkinsville, LLC	2	2	30,209,411		5/28/2025
9 Rosina Food Products Co.	237	53	30,000,000		3/26/2025
10 WavePoint 3PL	31	31	25,000,000		12/17/2025
11 Eaton Mission Systems	530	77	21,600,000		4/23/2025
12 Pfannenbergl, Inc.*	147	23	15,850,000		6/25/2025
13 IMA Life North America Phase II	40	40	12,500,000		4/23/2025
14 Great Lakes Pressed Steel	17	2	2,555,500		7/23/2025
15 Joint Schools Construction Board (Series 2025A)	0	0	-	\$ 80,000,000	10/22/2025
Total:	2703	570	\$ 727,930,847	\$ 80,000,000	

*Indicates an amendatory project.

Buffalo & Erie County Industrial Land Development Corporation

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2025

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Wollen Wellness & Chiropractic	\$ 35,000	1/7/2025
2 Aurora Custom Cabinets Showroom & Design Studio, LLC	35,000	10/2/2025
3 Full House Home Improvement Consultants, LLC	20,000	1/16/2025
4 Pro Dock and Door, LLC	15,500	8/8/2025
Total	<u>\$ 105,500</u>	

Erie County Industrial Development Agency
 Property Report
 Year Ended: December 31, 2025

Table 1. The following is a listing of all real property owned by the ECIDA and its affiliates at December 31, 2025.

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

P60

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 12/31/25)

ATTACHMENT 6

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

Name	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Loan Write-Off
Denise Abbott*			E			ER	ER	
Dr. LaVonne Ansari				ERI	ERI			
Thomas Baines*		ERI						
A.J. Baynes *						ER		
Mark Blue			E		ERI	ER		
Allison DeHonney*				ERI				
Joseph Emminger	ER						ER	
Zachary Evans*		ERI				ER		
Rebecca Gandour*							ER	
Lorry Goldhawk				ERI				
Jacqueline Hall*		ERI						
Tyra Johnson-Hux		ERI						ERI
Gregory Inglut*				ERI		ER		
Brian Kulpa		ERI						
Nancy LaTulip*							ER	
Dr. Susan McCartney						ER		
Brenda McDuffie	ER	ERI	E		ERI	ER		
David McKinley*						ER		
Timothy Meyers			E				ER	
Glenn Nellis	ER			ERI		ER		
Brian Nowak				ERI		ER	ER	ERI
Peter Petrella*						ER		
Mark Poloncarz	ER		E		ERI			
Christopher Scanlon	ER					ER		
Kenneth Schoetz	ER	ERI	E		ERI			ERI
Laura Smith*								
Taisha St. Jean Tard		ERI				ER	ER	
David State*		ERI						
Lavon Stephens*						ER		
Michael Szukala*						ER		
Michael Taylor*				ERI			ER	
Royce Woods*							ER	

* Non-Board members

2025 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST

Attachment #7

X = ATTENDED

Board ECIDA	Member ECIDA	Jan No Meeting	Feb No Meeting	Mar 3/26/25	Apr 4/23/25	May 5/28/25	Jun 6/25/25	Jul 7/23/25	Aug 8/27/25	Sep 9/24/25	Oct 10/22/25	Nov No Meeting	Dec 12/17/25	Notes
	Denise Abbott			X	X	X	X	X	X	X	X			Term End: 12/1/2025 Term Begin: 3/24/25
	Dr. LaVonne Ansari			X	X	X	X	X	X	X	X			Term End: 12/17/25 Term Begin: 6/30/25
	Rev. Mark Blue			X	X	X	X	X	X	X	X			Term End: 6/25/25 Term Begin: 5/7/25
	Grace Bogdanove			X	X	X	X	X	X	X	X			Term End: 12/31/25 Term Begin: 7/23/25
	Patrick Boyle			X	X	X	X	X	X	X	X			Term End: 6/25/25 Term Begin: 6/25/25
	Jonathan Dandes			X	X	X	X	X	X	X	X			Term End: 5/31/25
	Thomas Emmerling			X	X	X	X	X	X	X	X			Ms. McDuffie participated via video conference pursuant to Section 103-A of the New York State Public Officer's Law and the Agency's Videoconferencing Participation Policy.
	Hon. Joseph Emminger			X	X	X	X	X	X	X	X			
	Dottie Gallagher			X	X	X	X	X	X	X	X			
	Lorry Goldhawk			X	X	X	X	X	X	X	X			
	Gregory Inglut			X	X	X	X	X	X	X	X			
	Tyra Johnson			X	X	X	X	X	X	X	X			
	Hon. Brian Kulpa			X	X	X	X	X	X	X	X			
	Richard Lipsitz Jr.			X	X	X	X	X	X	X	X			
	Brenda McDuffie			X	X	X	X	X	X	X	X			
	Hon. Glenn Nellis			X	X	X	X	X	X	X	X			
	Hon. Brian Nowak			X	X	X	X	X	X	X	X			
	Hon. Mark Poloncarz			X	X	X	X	X	X	X	X			
	Hon. Christopher Scanton			X	X	X	X	X	X	X	X			
	Kenneth Schoetz			X	X	X	X	X	X	X	X			
	Hon. Taisha St. Jean Tard			X	X	X	X	X	X	X	X			
Board RDC	Member RDC	Jan No Meeting	Feb No Meeting	Mar 3/25/25	Apr 4/23/25	May No Meeting	Jun No Meeting	Jul 7/23/25	Aug No Meeting	Sep 9/24/25	Oct 10/22/25	Nov No Meeting	Dec No Meeting	Notes
	Denise Abbott			X	X	X	X	X	X	X	X			Term Begin: 3/24/25
	Dr. LaVonne Ansari			X	X	X	X	X	X	X	X			Term End: 12/17/25 Term Begin: 6/30/25
	Rev. Mark Blue			X	X	X	X	X	X	X	X			Term End: 6/25/25 Term Begin: 5/7/25
	Grace Bogdanove			X	X	X	X	X	X	X	X			Term End: 12/31/25 Term Begin: 7/23/25
	Patrick Boyle			X	X	X	X	X	X	X	X			Term End: 6/25/25 Term Begin: 6/25/25
	Jonathan Dandes			X	X	X	X	X	X	X	X			Term End: 5/31/25
	Thomas Emmerling			X	X	X	X	X	X	X	X			Ms. McDuffie participated via video conference pursuant to Section 103-A of the New York State Public Officer's Law and the Agency's Videoconferencing Participation Policy.
	Hon. Joseph Emminger			X	X	X	X	X	X	X	X			
	Dottie Gallagher			X	X	X	X	X	X	X	X			
	Lorry Goldhawk			X	X	X	X	X	X	X	X			
	Gregory Inglut			X	X	X	X	X	X	X	X			
	Tyra Johnson			X	X	X	X	X	X	X	X			
	Hon. Brian Kulpa			X	X	X	X	X	X	X	X			
	Richard Lipsitz Jr.			X	X	X	X	X	X	X	X			
	Brenda McDuffie			X	X	X	X	X	X	X	X			
	Hon. Glenn Nellis			X	X	X	X	X	X	X	X			
	Hon. Brian Nowak			X	X	X	X	X	X	X	X			
	Hon. Mark Poloncarz			X	X	X	X	X	X	X	X			
	Hon. Christopher Scanton			X	X	X	X	X	X	X	X			
	Kenneth Schoetz			X	X	X	X	X	X	X	X			
	Hon. Taisha St. Jean Tard			X	X	X	X	X	X	X	X			

Attachment #7

2025 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST

X = ATTENDED

Board Member	Jan 1/22/25	Feb No Meeting	Mar 3/26/25	Apr 4/23/25	May 5/28/25	Jun No Meeting	Jul 7/23/25	Aug No Meeting	Sep 9/24/25	Oct 10/22/25	Nov No Meeting	Dec 12/17/25	Notes
ILDC Denise Abbott			X				X		X	X			Term End: 12/1/2025
Grace Bogdanove	X												Term Begin: 12/17/25
Daniel Castle			X	X	X		X		X	X		X	
Zaque Evans							X		X	X		X	
Richard Lipsitz	X		X	X	X				X	X			Term End: 6/25/25
Hon. Timothy Meyers			X	X	X				X	X			Term End: 5/31/25
Hon. Mark Poloncarz	X		X	X	X		X		X	X			Term Begin: 1/22/25
Hon. Christopher Scanton													
Hon. Talisha St. Jean Tard	X		X	X	X		X		X	X			Term End: 12/31/25
													Term Begin: 1/22/25

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

Procurement Information:

Question	Response	URL (if Applicable)
1. Does the Authority have procurement guidelines?	Yes	
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	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-(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-(10) of the State Finance Law?	No	
8a. If Yes, was a record made of this impermissible contact?		
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-(9) of the State Finance Law?	Yes	

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

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	\$31,560.50	Province/Region	
Amount Expended For Fiscal Year	\$31,560.50	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Employment survey updates, tax incentive application updates, website redesign, general website maintenance.

2. Vendor Name	Amazon Capital Services	Address Line1	PO Box 035184
Type of Procurement	Commodities/Supplies	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	SEATTLE
Award Date		State	WA
End Date		Postal Code	98124
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$6,283.01	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Hard drives, IT equipment, office supplies.



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date: N/A

3. 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	
Amount Expended For Fiscal Year	\$24,938.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Targeted local radio and social media advertising

4. Vendor Name	Buffalo Business First	Address Line1	465 Main Street
Type of Procurement	Other	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
Award Date		State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$27,230.00	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

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

5. 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

6. 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	United States
Amount Expended For Fiscal Year	\$14,446.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Event sponsorships, employee development programs, event registrations

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

7. 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	\$268,962.72	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Capital improvements at various railroad crossings

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

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

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	\$58,585.43	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	\$212,203.50	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.

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

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	11/29/2023	State	NY
	End Date		Postal Code	14203
	Fair Market Value		Plus 4	
	Amount	\$181,740.00	Province/Region	
	Amount Expended For Fiscal Year	\$51,800.55	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	Catapult Executive Consulting	Address Line1	119 W. Tupper Street
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	9/8/2025	State	NY
	End Date		Postal Code	14201
	Fair Market Value	\$6,000.00	Plus 4	
	Amount	\$6,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$6,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting services related to salary review and market analysis



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

13. Vendor Name	Column Software PBC	Address Line1	PO Box 208098
Type of Procurement	Other	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	DALLAS
Award Date		State	TX
End Date		Postal Code	75320
Fair Market Value		Plus 4	
Amount		Province/Region	United States
Amount Expended For Fiscal Year	\$18,251.61	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public hearing notices in Buffalo News

14. Vendor Name	Copier Fax Business Technologies, Inc.	Address Line1	4 Pequet 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	\$17,232.38	Province/Region	United States
Amount Expended For Fiscal Year	\$17,232.38	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 (\$9,682.38).

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date: N/A

15. 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

16. Vendor Name	Dell Marketing, LP	Address Line1	PO Box 643561
Type of Procurement	Technology - Hardware	Address Line2	
Award Process	Purchased Under State Contract	City	PITTSBURGH
Award Date		State	PA
End Date		Postal Code	15264
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For Fiscal Year	\$23,824.40	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Server & various licenses, financial reporting software

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

17.	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	\$14,983.64	Province/Region	United States
	Amount Expended For Fiscal Year	\$14,983.64	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Utilities for offices at 95 Perry Street.

18.	Vendor Name	Erdman Anthony	Address Line1	145 Culver Road
	Type of Procurement	Consulting Services	Address Line2	Suite 200
	Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
	Award Date	6/26/2024	State	NY
	End Date		Postal Code	14620
	Fair Market Value		Plus 4	
	Amount	\$224,515.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$15,168.80	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Engineering services for railroad project

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date: N/A

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

19.	Vendor Name	GovConnection, Inc.	Address Line1	732 Milford Road
	Type of Procurement	Technology - Hardware	Address Line2	MERRIMACK
	Award Process	Non Contract Procurement/Purchase Order	City	NH
	Award Date		State	03054
	End Date		Postal Code	
	Fair Market Value		Plus 4.	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$30,526.35	Country	Laptops for staff
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	

20.	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	1/1/2025	State	CT
	End Date	12/31/2025	Postal Code	06830
	Fair Market Value		Plus 4	
	Amount	\$47,865.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$47,865.00	Country	Directors & officers insurance for 1/1/25-1/1/26 and 1/1/26-1/1/27
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	

Procurement Report for Erie County Industrial Development Agency
 Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

21.	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	2/1/2025	State	NY
	End Date	1/31/2026	Postal Code	10001
	Fair Market Value	\$19,276.00	Plus 4	
	Amount	\$19,276.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$19,276.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Dental insurance for ECIDA employees.

22.	Vendor Name	Harris Beach Murtha Cullina 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	10/23/2024	State	NY
	End Date	11/30/2027	Postal Code	14210
	Fair Market Value		Plus 4	
	Amount	\$36,226.72	Province/Region	United States
	Amount Expended For Fiscal Year	\$36,226.72	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services.

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date: N/A

23.	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	1/1/2025		State	NY
End Date	12/31/2025		Postal Code	14202
Fair Market Value	\$11,319.18		Plus 4	
Amount	\$11,319.18		Province/Region	United States
Amount Expended For Fiscal Year	\$11,319.18		Country	United States
Explain why the Fair Market Value is Less than the Amount			Procurement Description	Health insurance for employees

24.	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	2/1/2025		State	NY
End Date	1/31/2026		Postal Code	14221
Fair Market Value	\$184,474.48		Plus 4	
Amount	\$184,474.48		Province/Region	United States
Amount Expended For Fiscal Year	\$184,474.48		Country	United States
Explain why the Fair Market Value is Less than the Amount			Procurement Description	Health insurance for employees

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

25. 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

26. 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	\$7,364.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	IT services and multi-factor authentication tool

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

27.	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	6/30/2026	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$31,800.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$31,800.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Independent audit services

28.	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	\$183,947.05	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Rent for offices at 95 Perry Street, fob replacements

Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 01/13/2026
 Status: UNSUBMITTED
 Certified Date : N/A

29.	Vendor Name	Millington Lockwood	Address Line1	3901 Genesee Street
	Type of Procurement	Commodities/Supplies	Address Line2	Suite 800
	Award Process	Purchased Under State Contract	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14225
	Fair Market Value		Plus 4	
	Amount		Province/Region	United States
	Amount Expended For Fiscal Year	\$9,388.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Office chairs

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	\$11,705.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Sponsorships for events (\$5,000), membership dues (\$2,300), event registrations (\$4,405)

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31.	Vendor Name	Pepsi-Cola Beverage Sales LLC	Address Line1	2770 Walden Avenue
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14225
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$5,799.29	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Beverages for meetings

32.	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	\$12,700.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	2024 Annual Report graphic design and printing (\$6,430), 2026 calendars (\$6,270)

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33. Vendor Name	Reliance Standard Life Insurance Company	Address Line1	488 Madison Avenue
Type of Procurement	Other	Address Line2	Suite 803
Award Process	Authority Contract - Non-Competitive Bid	City	NEW YORK
Award Date	5/1/2025	State	NY
End Date	4/30/2026	Postal Code	10022
Fair Market Value	\$6,086.35	Plus 4	
Amount	\$6,086.35	Province/Region	
Amount Expended For Fiscal Year	\$6,086.35	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Group term life insurance, long-term disability insurance, and accidental death insurance for employees

34. Vendor Name	Strauss Group, Inc.	Address Line1	6790 Main Street
Type of Procurement	Staffing Services	Address Line2	Suite 160
Award Process	Authority Contract - Non-Competitive Bid	City	WILLAMSVILLE
Award Date	9/4/2025	State	NY
End Date	1/17/2025	Postal Code	14221
Fair Market Value	\$16,126.00	Plus 4	
Amount	\$16,126.00	Province/Region	
Amount Expended For Fiscal Year	\$16,126.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Direct hire placement fee

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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	1/1/2025	State	TX
	End Date	3/1/2026	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$73,382.21	Province/Region	United States
	Amount Expended For Fiscal Year	\$73,382.21	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Commercial package insurance for 12/31/24-12/31/25 and 12/31/25-12/31/26, General Liability insurance for 3/1/25-3/1/26

36.	Vendor Name	Travelers	Address Line1	PO Box 660916
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	DALLAS
	Award Date	12/29/2024	State	TX
	End Date	12/31/2026	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$8,113.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$8,113.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Crime insurance 12/29/24-12/29/25, Cyber Liability insurance 12/31/24-12/31/25 and 12/31/25-12/31/26

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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	\$7,692.77	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	3/1/2025	State	NY
	End Date	3/1/2026	Postal Code	14052
	Fair Market Value		Plus 4	
	Amount	\$41,201.00	Province/Region	
	Amount Expended For Fiscal Year	\$41,201.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Umbrella and second excess liability coverage for 3/1/25-3/1/26

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Additional Comments



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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)(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	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	\$7,910.00	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.
2.	Vendor Name	Erie County IDA	Address Line1	95 Peiry 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	\$322,041.23	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.

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3. Vendor Name	Hurwitz Fine, P.C.	Address Line1	1300 Liberty Building
Type of Procurement	Legal Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	10/23/2024	State	NY
End Date	12/1/2027	Postal Code	14202
Fair Market Value		Plus 4	
Amount	\$25,005.21	Province/Region	
Amount Expended For Fiscal Year	\$56,187.77	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services related to lending activity.

4. 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	6/30/2026	Postal Code	14202
Fair Market Value		Plus 4	
Amount	\$17,800.00	Province/Region	
Amount Expended For Fiscal Year	\$17,800.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Independent audit services.

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Additional Comments

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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)(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	AZAR Design Co.	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	\$21,805.47	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Engineering, design, and resident engineering services for the construction of new road ("Road B") at Renaissance Commerce Park.

2.	Vendor Name	AZAR Design Co.	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	\$354,396.39	Province/Region	United States
	Amount Expended For Fiscal Year	\$245,669.38	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Engineering, design, and resident engineer services for the construction of new roadways extending into Renaissance Commerce Park from the existing Ridge Road and/or Odell Street.

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3. Vendor Name	Anastasi Trucking, Inc.	Address Line1	4430 Walden Avenue
Type of Procurement	Design and Construction/Maintenance	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	LANCASTER
Award Date	5/28/2025	State	NY
End Date		Postal Code	14086
Fair Market Value		Plus 4	
Amount	\$1,592,097.08	Province/Region	
Amount Expended For Fiscal Year	\$1,333,359.41	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Construction of Road A at Agribusiness Park

4. 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	
Amount Expended For Fiscal Year	\$122,856.77	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Construction of 1,550 feet of new roadway ("Road B") at Renaissance Commerce Park.

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5. 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	\$24,000.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Management fee to Erie County IDA for loan fund administration services.

6. Vendor Name	Erie County Water Authority	Address Line1	295 Main Street
Type of Procurement	Other	Address Line2	Room 350
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	\$14,162.77	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Water service for Renaissance Commerce Park

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7. Vendor Name	Harris Beach Murtha Cullina 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	10/23/2024	State	NY
End Date	12/1/2027	Postal Code	14210
Fair Market Value		Plus 4	
Amount	\$70,032.92	Province/Region	United States
Amount Expended For Fiscal Year	\$70,032.92	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	Hunwiz Fine, P.C.	Address Line1	424 Main Street
Type of Procurement	Legal Services	Address Line2	Suite 1300
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	10/23/2024	State	NY
End Date	12/1/2027	Postal Code	14202
Fair Market Value		Plus 4	
Amount	\$8,702.24	Province/Region	United States
Amount Expended For Fiscal Year	\$8,702.24	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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9.	Vendor Name	KLW Appraisal Group, Inc.	Address Line1	247 Cayuga Road
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14225
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$5,325.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Property appraisal at Renaissance Commerce Park

10.	Vendor Name	Lackawanna City Treasurer	Address Line1	714 Ridge Road
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	LACKAWANNA
	Award Date		State	NY
	End Date		Postal Code	14218
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$82,433.85	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.

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11. Vendor Name	Laubacker Enterprises, Inc.	Address Line1	528 62nd Street
Type of Procurement	Design and Construction/Maintenance	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	NIAGARA FALLS
Award Date	11/20/2024	State	NY
End Date		Postal Code	14304
Fair Market Value		Plus 4	
Amount	\$41,450.00	Province/Region	
Amount Expended For Fiscal Year	\$41,450.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Demolition and site services at Agribusiness Park.

12. Vendor Name	LIro Engineers, Inc.	Address Line1	690 Delaware Avenue
Type of Procurement	Design and Construction/Maintenance	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	5/22/2024	State	NY
End Date		Postal Code	14209
Fair Market Value		Plus 4	
Amount	\$169,981.90	Province/Region	
Amount Expended For Fiscal Year	\$158,803.34	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Design and engineering services for Agribusiness Park access road infrastructure project

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13. 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	4/26/2023	State	NY
End Date	4/25/2026	Postal Code	14209
Fair Market Value		Plus 4	
Amount	\$22,581.50	Province/Region	United States
Amount Expended For Fiscal Year	\$22,581.50	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Environmental and engineering services based on hourly rates.

14. Vendor Name	Neat Curb LLC	Address Line1	PO Box 106
Type of Procurement	Other	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
Award Date	8/18/2025	State	NY
End Date		Postal Code	14201
Fair Market Value	\$17,651.16	Plus 4	
Amount	\$17,651.16	Province/Region	United States
Amount Expended For Fiscal Year	\$17,651.16	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Lawn and brush maintenance at Renaissance Commerce Park.

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Additional Comments

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION**

PROJECT ADMINISTRATIVE FEE AND EXPENSE SCHEDULE

PRODUCT	AGENCY/ILDC FEE AND DUE DATE(S)
Sales Tax Benefit Mortgage Tax Benefit PILOT Benefit ** Or any Project that receives a PILOT Benefit	<ul style="list-style-type: none"> • \$1,500 application fee • 1.25% of the total benefitted project amount • Due Date(s): 50% of fee upon issuance of sales tax exemption letter, remaining 50% of fee due upon project completion • An administrative fee exceeding \$1 million may have adjusted due dates
Sales Tax Benefit Mortgage Tax Benefit	<ul style="list-style-type: none"> • \$1,500 application fee • Fee equals the sum of (i) 1% on sales taxable component (50% of construction budget plus amount of sales taxable materials and equipment) and (ii) ½ of 1% on difference between mortgage benefit amount and sales taxable component. • Due Date: Entire fee is due upon issuance of Project Agreement
Sales Tax Benefit	<ul style="list-style-type: none"> • \$1,500 application fee • 1% of sales taxable component • Due Date: Entire fee is due upon issuance of Project Agreement
Mortgage Tax Benefit	<ul style="list-style-type: none"> • \$1,500 application fee • 50% of the Mortgage Tax Benefit amount • Due Date: Entire fee due at mortgage closing
New Tax-Exempt Bond Issuance	<ul style="list-style-type: none"> • \$1,500 Application Fee • 1% of bond amount • Due Date: Entire fee due at closing
Tax-Exempt Bond Refunding	<ul style="list-style-type: none"> • \$1,500 application fee • ½ of 1% of refunded amount, plus 1% of new money amount (if any) • Due Date: Entire fee due at closing
Additional Fees	<p>The applicant is responsible for and shall pay all reasonable costs to the Agency/ILDC, including without limitation, Agency/ILDC counsel fees, incurred in connection with the Project including costs incurred in the following instances:</p> <ul style="list-style-type: none"> • the project application is withdrawn at any time following submission or after an initial inducement or bond resolution relating to the project • the project expires without extension, • the project does not close for any reason
Other	<p>The Agency/ILDC President/CEO, in consultation with the Agency/ILDC Chair, is authorized to adjust/revise the aforementioned fee schedule on an individual project by project basis for unique or otherwise outstanding projects.</p>

Adopted this 25th day of March 2026 by the respective Boards of each corporation referenced above.

Erie County Industrial Development Agency (“ECIDA”), Buffalo and Erie County Regional Development Corporation (“RDC”) and Buffalo and Erie County Industrial Land Development Corporation (“ILDC”)

INVESTMENT AND DEPOSIT POLICY

ARTICLE I

Scope

Section 2925 of the Public Authorities Law requires the Erie County Industrial Development Agency (the “Agency”) and its affiliates to adopt by resolution comprehensive investment guidelines which detail its operative policy and instructions to officers and staff regarding the investing, monitoring and reporting of funds of the Agency.

In addition to the requirements set forth in Section 2925 of the Public Authorities Law, the Agency is subject to the deposit and investment restrictions contained in Sections 10 and 11 of the General Municipal Law, which govern the deposit and investment of funds for the Agency’s own use and account.

This investment and deposit policy (“Investment Policy”) is adopted by the Agency pursuant to the foregoing provisions of the Public Authorities Law and General Municipal Law and shall apply to all moneys and other financial resources available for investment on the Agency’s own behalf or, where applicable, on behalf of any other entity or individual.

This Investment Policy shall be applicable to the Erie County Industrial Development Agency and all of its affiliates, including: Buffalo and Erie County Regional Development Corporation (“RDC”); Buffalo and Erie County Industrial Land Development Corporation (“ILDC”) and such other affiliates as may hereafter be established by the Agency and which are determined to be subject to the requirements of Section 2925 of the Public Authorities Law (an “ECIDA Affiliate”) (hereinafter collectively referred to as the “Agency”) upon approval by the respective Boards of each corporation. Unless otherwise indicated, all references to the “Agency” herein shall also include the ECIDA Affiliates.

This Investment Policy is not intended to restrict the normal business activities of the Agency, which include the making of loans to, equity investments in, and/or project expenditures in private companies in furtherance of the corporate purposes of the forgoing entities.

ARTICLE II
Governing Principles

A. Investment Objectives.

The primary objectives of the Agency's investment policy are, in order of priority, as follows: (i) to conform with all applicable federal, state and local laws and legal requirements; (ii) to adequately safeguard principal; (iii) to provide sufficient liquidity to meet all operating requirements of the Agency; and (iv) to obtain a reasonable rate of return.

B. Diversification.

As the Agency is subject to the deposit and investment restrictions set forth in Sections 10 and 11 of the General Municipal Law, the opportunity to diversify among types of investments is limited. Subject to these legal restraints, however, the policy of the Agency is to diversify by investment instrument, by maturity and where practicable by financial institution.

C. Internal Controls.

1. All funds received by an officer or employee of the Agency shall be promptly deposited with the depositories designated by the Agency (pursuant to Article III.A of this Investment Policy) for the receipt of such funds.

2. Pursuant to Section 11(7) of the General Municipal Law, the Treasurer, Assistant Treasurer, Chief Financial Officer or Controller of the Agency shall maintain or cause to be maintained a proper record of all books, notes, securities or other evidence of indebtedness held by the Agency for investment and deposit purposes. Such record shall identify the security, the fund for which it is held, the place where kept, the date of sale or other disposition, and the amount received from such sale or other disposition.

3. The Agency is responsible for establishing and maintaining an internal control structure to provide reasonable, but not absolute, assurance that deposits and investments are safeguarded against loss from unauthorized use or disposition, that transactions are executed in accordance with management's authorization and recorded properly, and are managed in compliance with applicable laws and regulations.

D. Authorized Financial Institutions and Dealers.

The Agency shall maintain a list of financial institutions and dealers approved for investment purposes and establish appropriate limits to the amount of investments that may be outstanding with each financial institution or dealer. All financial institutions with which the Agency conducts business must be creditworthy as determined by criteria established by the Treasurer, Assistant Treasurer, Chief Financial Officer or Controller of the Agency. All banks with which the Agency does business shall provide their most recent Consolidated Report of Condition (Call Report) at the request of the Agency. Security dealers not affiliated with a bank

shall be required to be classified as reporting dealers affiliated with the New York Federal Reserve Bank, as primary dealers.

E. Purchase of Investments.

The Agency may contract for the purchase of investments directly, including through a repurchase agreement, from an authorized trading partner. All purchased obligations, unless registered or inscribed in the name of the Agency, shall be purchased through, delivered to, and held in the custody of a bank or trust company. Such obligations shall be purchased, sold or presented for redemption or payment by such bank or trust company only in accordance with prior written authorization from the officer authorized to make the investment. All such transactions shall be confirmed in writing to the Agency by the bank or trust company shall be held pursuant to a written custodial agreement as described in Article IV.C.2 of this Policy.

F. Repurchase Agreements.

The Agency may enter into repurchase agreements subject to the following restrictions:

1. All repurchase agreements must be entered into subject to a Master Repurchase Agreement.
2. Trading partners are limited to commercial banks or trust companies authorized to do business in New York State and primary reporting dealers.
3. Obligations shall be limited to obligations of the United States of America and obligations guaranteed by agencies of the United States of America.
4. No substitution of securities will be allowed.
5. Obligations purchased pursuant to a repurchase agreement shall be held by a custodian other than the trading partner, pursuant to a written custodial agreement that complies the terms of Article IV.C.2 of this Policy.

ARTICLE III
Investments

A. General Policy.

It is the general policy of the Agency that funds not required for immediate expenditure shall be invested as described in Article III.B below. Investments shall be made with judgment and care, under circumstances then prevailing, which persons of prudence, discretion and intelligence exercise in the management of their own affairs, not for speculation, but for investment, considering the safety of the principal as well as the probable income, net of fees, to be derived.

B. Permitted Investments.

The Treasurer, Assistant Treasurer, Chief Financial Officer and/or Controller are authorized to invest funds not required for immediate expenditure in the following investments permitted under Section 11 of the General Municipal Law:

1. Special time deposit accounts in, or certificates of deposit issued by any commercial bank or trust company that is located in and authorized to do business in New York State, provided that such deposit account or certificate of deposit is secured in the same manner as provided in Article IV.B of this Investment Policy and is payable within such time as the proceeds shall be needed to meet expenditures for which the funds were obtained;
2. Obligations of the United States of America;
3. Obligations guaranteed by agencies of the United States of America where the payment of principal and interest are guaranteed by the United States of America;
4. Obligations of the State of New York; and
5. Such other obligations as may be permitted under Section 11 of the General Municipal Law.

All investments as provided in Sections B(2) through B(5) of this Article shall be payable or redeemable at the option of the Agency within such times as the proceeds will be needed to meet expenditures for purposes for which the moneys were provided and, in the case of obligations purchased with the proceeds of bonds or notes, shall be payable or redeemable at the option of the Agency within two years of the date of purchase, and comply with such other requirements as set forth in Section 11 of the General Municipal Law.

ARTICLE IV
Deposits

A. Designation of Depositories.

The Agency shall, by resolution, designate one or more commercial banks or trust companies for the deposit of Agency funds received by the Agency. Such resolution shall specify the maximum amount that may be kept on deposit at any time with each bank or trust company. Such designations and amounts may be changed at any time by further resolution of the Agency.

B. Collateralization of Deposits.

In accordance with Section 10 of the General Municipal Law, all deposits of the Agency (including certificates of deposit and special time deposits) in excess of the amount

insured under the provisions of the Federal Deposit Insurance Act shall be secured as follows:

1. By a pledge of “eligible securities” with an aggregate “market value” as defined by Section 10 of the General Municipal Law, at least equal to the aggregate amount of deposits. A list of eligible securities is attached hereto as Schedule A.

2. By an irrevocable letter of credit issued by a qualified bank (other than the bank with which the money is being deposited or invested) in favor of the Agency for a term not to exceed ninety (90) days with an aggregate value equal to 140% of the aggregate amount of deposits and the agreed upon interest, if any. A qualified bank is one whose commercial paper and other unsecured short-term debt obligations are rated in one of the three highest rating categories by at least one nationally recognized statistical rating organization or by a bank that is in compliance with applicable minimum risk-based capital requirements.

3. By an eligible surety bond payable to the Agency for an amount at least equal to 100% of the aggregate amount of deposits and the agreed upon interest, if any, executed by an insurance company authorized to do business in New York State, whose claims-paying ability is rated in the highest rating category by at least two nationally recognized statistical rating organizations. The terms and conditions of any eligible surety bond shall be subject to Agency Board approval.

4. By a pledge of a pro rata portion of a pool of eligible securities, having in the aggregate a market value at least equal to the amount of deposits from all such officers within the State at such bank or trust company, together with a security agreement from the bank or trust company.

5. By an irrevocable letter of credit issued in favor of the Agency by a federal home loan bank whose commercial paper and other unsecured short-term debt obligations are rated in the highest rating category by at least one nationally recognized statistical rating organization, as security for the payment of 100% of the aggregate amount of the deposits and the agreed upon interest, if any.

C. Safekeeping and Collateralization.

Eligible securities used for collateralizing deposits shall be held by the depository and/or third party bank or trust company subject to security and custodial agreements as described below.

1. Security Agreement Requirements. The security agreement shall provide that eligible securities are being pledged to secure Agency deposits together with agreed upon interest, if any, and any costs or expenses arising out of the collection of such deposits upon default. It shall also provide the conditions under which the securities may be sold, presented for payment, substituted or released and the events which will enable the Agency to exercise its rights against the pledged securities. In the event that the securities are not registered or inscribed in the name of the Agency, such securities shall be delivered in a form suitable for

transfer or with an assignment in blank to the depository or its custodial bank.

2. Custodial Agreement Requirements. The custodial agreement shall provide that securities held by the bank or trust company, as agent of and custodian for the Agency, will be kept separate and apart from the general assets of the custodial bank or trust company and will not, in any circumstances, be commingled with or become part of the backing for any other deposit or other liabilities. The custodial agreement should also describe that the custodian shall confirm the receipt, substitution or release of the securities. The custodial agreement shall provide for the frequency of revaluation of eligible securities and for the substitution of securities when a change in the rating of a security may cause ineligibility. Such agreement shall include all provisions necessary to provide the Agency a perfected interest in the securities and may include such other terms as the Agency Board deems necessary.

ARTICLE V

Monitoring and Reporting Obligations

The following monitoring and reporting procedures shall be applicable in connection with the deposit and investment of funds subject to this Investment Policy:

A. Monthly Monitoring.

Each cash and investment account statement will be reviewed and reconciled on a monthly basis. The Treasurer, Assistant Treasurer, Chief Financial Officer or Controller will review each account reconciliation for accuracy and will investigate any unusual items noted.

B. Monitoring and Reporting.

Pursuant to Section 2925(5) of the Public Authorities Law, the Treasurer, Assistant Treasurer, Chief Financial Officer or Controller of the Agency shall present a report at each meeting of the Agency Board of Directors which will include the following information: (i) the cash and investment balances of the Agency; (ii) identification of any new investments since the last report; (iii) information concerning the selection of investment bankers, brokers, agents dealers or auditors since the last report; and (iv) the names of the financial institutions holding Agency deposits;

C. Annual Monitoring and Reporting.

1. On an annual basis, the Agency will obtain an independent audit of its financial statements, which shall include an audit of its cash and investments and the Agency's compliance with this Investment Policy. The results of the independent audit shall be made available to the Agency Board at the time of its annual review of this Investment Policy.

2. Pursuant to Section 2925(6) of the Public Authorities Law, Agency staff shall, on an annual basis, prepare and submit for Agency Board approval an investment report which shall include this Investment Policy, amendments to the Investment Policy since the last

investment report, an explanation of the Investment Policy and any amendments, the results of the annual independent audit, the investment income record of the Agency and a list of the total fees, commissions or other charges paid to each investment banker, broker, agent, dealer and advisor rendering investment associated services to the Agency since the last investment report. The investment report will be distributed to those individuals identified in Section 2925(7)(b) of the Public Authorities Law. The Agency shall make available to the public copies of its investment report upon reasonable request therefor.

ARTICLE VI
Annual Review

This Investment Policy shall be reviewed and approved by the Agency Board of Directors on an annual basis.

ARTICLE VIII
Savings Clause

Nothing contained in Section 2925 of the Public Authorities Law shall be deemed to alter, affect the validity of, modify the terms of or impair any contract, agreement or investment of funds made or entered into by the Agency in violation of, or without compliance with the provisions of Section 2925 of the Public Authorities Law.

Re-adopted this 25th day of March 2026 by the respective Boards of each corporation referenced above.

SCHEDULE A
ELIGIBLE SECURITIES

Obligations issued by the United States of America, an agency thereof or a United States government sponsored corporation or obligations fully insured or guaranteed as to the payment of principal and interest by the United States of America, an agency thereof or a United States government sponsored corporation.

Obligations issued or fully guaranteed by the International Bank for Reconstruction and Development, the Inter-American Development Bank, the Asian Development Bank and the African Development Bank.

Obligations partially insured or guaranteed by any agency of the United States of America, at a proportion of the Market Value of the obligation that represents the amount of the insurance or guaranty.

Obligations issued or fully insured or guaranteed by the State of New York, obligations issued by a municipal corporation, school district or district corporation or such State or obligations of any public benefit corporation which under a specific State statute may be accepted as security for deposit of public moneys.

Obligations issued by states (other than the State of New York) of the United States rated in one of the three highest rating categories by at least one nationally recognized statistical rating organization.

Obligations of Puerto Rico rated in one of the three highest rating categories by at least one nationally recognized statistical rating organization.

Obligations of counties, cities and other governmental entities of another state having the power to levy taxes that are backed by the full faith and credit of such governmental entity and rated in one of the three highest categories by at least one nationally recognized statistical rating organization.

Obligations of domestic corporations rated one of the two highest rating categories by at least one nationally recognized statistical rating organization.

Any mortgage related securities, as defined in the Securities Exchange Act of 1934, as amended, which may be purchased by banks under the limitations established by bank regulatory agencies.

Commercial paper and bankers' acceptances issued by a bank (other than the bank with which the money is being deposited or invested), rated in the highest short term category by at least one nationally recognized statistical rating organization and having maturities of not longer than sixty days from the date they are pledged.

Zero Coupon obligations of the United States government marketed as "Treasury STRIPS".

Erie County Industrial Development Agency (“ECIDA”), Buffalo and Erie County Regional Development Corporation (“RDC”), Buffalo and Erie County Industrial Land Development Corporation (“ILDC”)

PROCUREMENT POLICY

A. Introduction

1. Applicability – This Procurement Policy (“Policy”) shall apply to the Erie County Industrial Development Agency (“ECIDA”) and its affiliated corporations: Buffalo and Erie County Regional Development Corporation (“RDC”), Buffalo and Erie County Industrial Land Development Corporation (“ILDC”) and any other affiliated entities that may be established by the ECIDA (hereinafter collectively referred to as the “Agency”) upon approval by the respective Board of Directors or Members of the Agency.
2. Scope – In accordance with Article 18-A of the General Municipal Law (the “GML”), Section 104-b of the GML, and the Public Authorities Accountability Act of 2005, the Agency is required to adopt procurement policies which will apply to the procurement of goods and services paid for by the Agency for its own use and account.
3. Purpose – Pursuant to Section 104-b of the GML, the primary objectives of this Policy are to assure the prudent and economical use of public monies in the best interests of the taxpayers of the County of Erie, to facilitate the acquisition of goods and services of maximum quality at the lowest possible cost under the circumstances and to guard against favoritism, improvidence, extravagance, fraud and corruption.

B. Procedures

1. Solicitation Procedures for the Purchase of Commodities, Equipment, Goods or Services.
 - a. Up to \$5,000 per instance – The discretion of the Chairperson or chief executive officer of the Agency or authorized designee.
 - b. Greater than \$5,000 to \$20,000 per instance – Documented verbal quotations or written/fax/email quotations from at least three vendors.
 - c. Greater than \$20,000 per instance – Written Request for Proposal.
 - d. Notwithstanding the foregoing, should cumulative procurements pursuant to paragraphs a or b above exceed \$50,000 per calendar year for a single vendor, the Agency shall be required to prepare a Written Request for Proposal for such procurements.

2. Exceptions. Alternative proposals or quotations shall not be required for procurements made through or with respect to:
 - a. New York State or Erie County Contracts – when the Agency is able to procure commodities, equipment, goods or services through New York State or Erie County contracts, it is unnecessary to obtain quotations or bids;
 - b. State Finance Law Section 175-b (from agencies for the blind or severely handicapped);
 - c. Correction Law Section 186 (articles manufactured in correctional institutions);
 - d. Emergency Procurements – an emergency exists if the delay caused by soliciting quotes would endanger health, welfare, property or an economic development opportunity. Approval of the Chief Executive Officer is necessary, which shall be documented and shall also include a description of the facts giving rise to the emergency.
 - e. Sole Source Procurements – A “sole source” means a situation where (i) there is only one possible source from which to produce goods and/or services available in the marketplace, (ii) no other goods and/or services provide substantially equivalent or similar benefits, and (iii) considering the benefits, the cost to the Agency is reasonable.
 - f. Utilities and Affiliate Transactions – The purchase of utilities and inter-affiliate transactions are excepted from alternative proposal/quotation requirements.
 - g. Unavailability of three (3) vendors who are able or willing to provide a quote.

3. Basis for the Award of Contracts.

Contracts will be awarded to the lowest responsible dollar offeror who meets the specifications therefor, except in circumstances that the Agency determines justify an award to other than the lowest responsible dollar offeror. In making any such determination, the Agency may consider relevant factors including, without limitation:

- a. Delivery requirements
- b. Quality requirements
- c. Quantity requirements

- d. Past vendor performance and/or experience
- e. The unavailability of three or more vendors who are able or willing to quote on a procurement.
- f. It may be in the best interests of the Agency to consider only one vendor who has previous expertise with respect to a particular procurement.
- g. If the contemplated contract furthers the Agency's goal of advancing opportunities for a Minority Business Enterprise (MBE)¹ and/or a Women Business Enterprise (WBE)² and for purposes herein, the abbreviation "MWBE" shall mean a Minority or Women Owned Business Enterprise) or if the contemplated contract meets the Agency's MWBE procurement goals as set forth in Section C of this Policy.
- h. Any procurement excepted from the alternative proposal/quotation requirements as set forth in subdivision 2 of this Section B, and the procurement of professional services in Section F of this Policy.

4. Documentation

- a. A record of all solicitations for alternative proposals or quotations, the response (if applicable), and any determinations pursuant thereto shall be maintained in the procurement file.
- b. For each procurement by the Agency the chief executive officer of the Agency or authorized designee shall set forth in writing the category of procurement that is being made and what method of procurement is specified.
- c. Whenever an award is made to other than the lowest responsible dollar offeror the reasons for doing so shall be set forth in writing and maintained in the procurement file.

¹ Under Article 15-A of the New York Executive Law, an MBE is a business enterprise in which at least fifty-one percent (51%) is owned, operated and controlled by citizens or permanent resident aliens who are meeting the ethnic definitions listed below:

- Black: Persons having origins from any of the Black African racial groups.
- Hispanic: Persons of Mexican, Puerto Rican, Dominican, Cuban, Central or South American descent of either Native American or Latin American origin, regardless of race.
- Asian-Pacific: Persons having origins from the Far East, Southeast Asia or the Pacific Islands.
- Asian-Indian Subcontinent: Persons having origins from the Indian subcontinent.
- Native American or Alaskan Native: Persons having origins in any of the original peoples of North America.

² Under Article 15-A of the New York Executive Law, a WBE is a business enterprise in which at least fifty-one percent (51%) is owned, operated and controlled by citizens or permanent resident aliens who are women.

- d. Whenever the specified number of quotations cannot or will not be secured, the reasons for this shall be indicated in writing and maintained in the procurement file.

C. Erie County Businesses and Minority & Women Owned Enterprises.

It is the preference of the Agency to provide opportunities for the purchase of goods and services from (i) business enterprises located in Erie County and (ii) certified MWBEs. To that end, the Agency will utilize available lists of MWBE firms certified by Erie County and/or the State of New York and will solicit bids and proposals from such businesses by notifying them of opportunities to submit proposals and bids for goods and services.

Additionally, the Agency shall, from time to time, establish reasonable and attainable MWBE utilization goals for the procurement of goods and services for direct Agency use, to be based on a percentage of applicable Agency procurements.

The Agency shall, from time to time, also establish reasonable and attainable MWBE goals when procuring certain professional services, as more particularly described within the Agency's "Professional Services RFP Process and Policy", as amended from time to time. In instances where the Agency solicits professional services through a scored RFP or RFQ process the Agency shall, as part of the scoring index, consider a respondent's MWBE status, utilization, and/or the respondent's policies, practices and institutional commitments to advance and promote diversity and inclusion.

Such MWBE goals shall be reviewed and adjusted from time to time in order to advance the overall goals of the Agency.

D. Preferred Source Procurement

In accordance with Section 162(4) of State Finance Law, the Agency seeks to purchase goods and services from veterans, not-for-profit organizations that serve and employ people who are blind and severely handicapped, and from correctional industry programs if they meet the Agency's needs.

E. Effect on Other Procurement Requirements.

Where the procurement of a specific good or service is to be accomplished using funds other than the funds of the Agency and such funding sources specify different or more restrictive procurement requirements than are provided for in this Policy, the procurement requirements of the funding source will supersede the requirements of this Policy. Toward this end, the Agency will follow the procurement standards as set forth in 2 CFR Part 200 for any procurements utilizing federal funds unless otherwise superseded by the specific federal award agreement.

F. Professional Services.

Contracts for professional services involve the application of specialized expertise, the use of professional judgment, or a high degree of creativity. Professional services include services which require special education and/or training, license to practice or are creative in nature. Examples are: lawyers, doctors, accountants, and engineers. Furthermore, professional service contracts often involve a relationship of personal trust and confidence. Procurement of professional services below \$20,000 is not subject to the solicitation procedures contained in Section B(1) of this Policy. Procurement of professional services greater than \$20,000 is subject to the existing "Professional Services RFP Process and Policy" as amended from time to time. Specific professional services not otherwise identified within the "Professional Services RFP Process and Policy" are hereby deemed to be so included, as appropriate.

G. Procurement of Insurance.

Procurement of Insurance Brokerage services is subject to this Policy as a professional service. Notwithstanding the foregoing actual insurance policies procured are not subject to requirements of this Policy.

H. Procurement Lobbying Law.

In accordance with Chapter 1 of the Laws of 2005, generally referred to as the "Procurement Lobbying Law", the Agency shall implement the provision of such Procurement Lobbying Law for any contract or other agreement for an article of procurement involving an estimated annualized expenditure in excess of \$15,000.

I. Unintentional Failure to Comply.

The unintentional failure to comply with the provisions of Section 104-b of the GML shall not be grounds to void action taken or give rise to a cause of action against the Agency or any officer thereof.

Re-adopted this 25th day of March 2026 by the respective Boards of each corporation referenced above.

**Property Disposition Guidelines
of the
Erie County Industrial Development Agency (“ECIDA”),
Buffalo and Erie County Regional Development Corporation
 (“RDC”), Buffalo and Erie County Industrial Land
Development Corporation (“ILDC”)**

The Erie County Industrial Development Agency (“ECIDA”) and each ECIDA Affiliate (as defined herein) (hereinafter collectively referred to as the “Agency”) are required by Section 2896 of the Public Authorities Law to adopt by resolution comprehensive guidelines regarding the use, awarding, monitoring and reporting of contracts for the disposal of Property (as defined herein). The following guidelines (“Guidelines”) are adopted upon approval by the respective Boards or Members of each corporation pursuant to such requirement and are applicable with respect to the use, awarding, monitoring and reporting of all Property Disposition Contracts which are entered into by the Agency.

**ARTICLE I
DEFINITIONS**

1. “Contracting Officer” shall mean an officer or employee of ECIDA appointed by resolution of the Board of Directors or Members of the ECIDA and each ECIDA Affiliate to be responsible for the disposition of Property of ECIDA and each ECIDA Affiliate.
2. “Dispose” or “disposal” or “disposition” shall mean the transfer of title or any other beneficial interest in Property from ECIDA or an ECIDA Affiliate to any unrelated third party.
3. “ECIDA Affiliate” shall mean the following organizations:
 - (i) Buffalo and Erie County Regional Development Corporation;
 - (ii) Buffalo and Erie County Industrial Land Development Corporation;
 - (iii) such other affiliated entities of ECIDA as may hereafter be established by ECIDA and which are determined to be subject to the requirements of Section 2896 of the Public Authorities Law.

4. "Property" shall mean personal property in excess of Five Thousand Dollars (\$5,000.00) in value, real property, or any other legally transferable interest in such property, to the extent that such interest may be conveyed to another person for any purpose, excluding an interest securing a loan or other financial obligation of another party.

5. "Property Disposition Contracts" shall mean written agreements for the sale, lease, transfer or other disposition of Property from ECIDA or an ECIDA Affiliate to any unrelated third party.

6. "Real Property" shall mean real property and interests therein.

ARTICLE II

APPOINTMENT AND DUTIES OF CONTRACTING OFFICER

A. Appointment

The Contracting Officer shall be an officer or employee of ECIDA appointed by the Board of Directors or Members of the ECIDA and each ECIDA Affiliate who is responsible for the supervision and direction over the custody, control and disposition of Property and responsible for ECIDA's compliance with and enforcement of these Guidelines. The Contracting Officer is the Treasurer/Chief Financial Officer of ECIDA.

B. Duties

The duties of the Contracting Officer shall include the following:

1. Maintaining adequate inventory controls and accountability systems for all Property under the control of ECIDA and each ECIDA Affiliate.

2. Periodically conducting an inventory of Property to determine which Property may be disposed of.

3. Preparing an annual written report of all Property of ECIDA and each ECIDA Affiliate. Each report shall include a list of all Real Property, a full description of all real and personal property disposed of during the reporting period, the price received and the name of the purchaser for all Property sold during each reporting period. Each report shall be completed and delivered to the New York State Comptroller, the Director of the Budget, the Commissioner of General Services and the New York State Legislature no later than ninety (90) days following the completion of the fiscal year of ECIDA and each ECIDA Affiliate.

4. Disposing of Property as promptly as possible in accordance with these Guidelines, as directed by ECIDA or the applicable ECIDA Affiliate.

ARTICLE III
PROPERTY DISPOSITION REQUIREMENTS

A. Method of Disposition

Subject to such exceptions and/or requirements set forth in these Guidelines, in the event that ECIDA or an ECIDA Affiliate determines to dispose of any of its Property, ECIDA or the ECIDA Affiliate (as applicable) shall endeavor to dispose of such Property for at least the fair market value of the Property. The disposition of Property may be made by sale, exchange, or transfer, for cash, credit or other Property, with or without warranty, and upon such terms and conditions as are determined by ECIDA or the applicable ECIDA Affiliate to be appropriate and reasonable and consistent with these Guidelines. Provided, however, no disposition of real property shall be made unless an appraisal of the value of such property has been made by an independent appraiser and included in the record of the transaction.

B. Award and Approval of Property Disposition Contracts

1. Compliance with Guidelines; Approval Requirements. All dispositions of Property shall be conducted in accordance with these Guidelines by or under the supervision of the Contracting Officer, subject to approval of the Board of Directors or Members of the ECIDA or the applicable ECIDA Affiliate where appropriate.

2. Disposition by Public Bid.

(a) All Property Disposition Contracts may be made only after publicly advertising for bids, unless the criteria set forth in Article III(B)(3) below has been satisfied for such contracts to be made by negotiation or public auction.

(b) Whenever public advertising for bids is required, (i) the advertisement for bids shall be made at such time prior to the disposal or contract, through such methods, and on such terms and conditions, as shall permit full and free competition consistent with the value and nature of the Property; (ii) all bids shall be publicly disclosed at the time and place stated in the advertisement; and (iii) the award shall be made with reasonable promptness by notice to the responsible bidder whose bid, conforming to the invitation for bids, will be most advantageous to ECIDA, the applicable ECIDA Affiliate and New York State, price and other factors considered.

(c) Any public bid for the disposition of Property may be rejected, refused, or declined by ECIDA or the applicable ECIDA Affiliate on any basis or ground allowable at law.

3. Disposition by Negotiated Sale/Public Auction. The following dispositions are exempt and excepted from the public bidding requirements set forth above in Article III(B)(2) and may be consummated through a negotiated sale or by public auction:

(a) Circumstances permitted for below FMV Disposition. The circumstances that would permit a below FMV disposition as set forth in Article III(B)(5)(a)(i),(ii) and (iii) below regardless of whether the disposition is above, at or below FMV.

(b) Disposition of Certain Personal Property. ECIDA and each ECIDA Affiliate may dispose of personal property where such personal property involved has qualities separate from the utilitarian purpose of such property, such as artistic quality, antiquity, historical significance, rarity or other quality of similar effect, that would tend to increase its value, or if the personal property is to be sold in such quantity that, if it were to be disposed of through public advertisement and bidding, would adversely affect the state or local market for such personal property.

(c) Disposition of Low FMV Property. ECIDA and each ECIDA Affiliate may dispose of Property the fair market value of which does not exceed Fifteen Thousand Dollars (\$15,000.00).

(d) Disposition Following Receipt of Unacceptable Bid Prices. ECIDA and each ECIDA Affiliate may dispose of Property where the bid prices received by ECIDA or the applicable ECIDA Affiliate after public advertising are not commercially reasonable (either as to all or some part of the Property) as determined by ECIDA or the applicable ECIDA Affiliate in its sole discretion.

(e) Disposition to a Political Subdivision. ECIDA and each ECIDA Affiliate may dispose of Property to New York State or any political subdivision of New York State.

(f) Disposition Authorized by Law. ECIDA and each ECIDA Affiliate may dispose of Property where such disposition is otherwise authorized by law.

4. Reporting Requirements Regarding Negotiated Dispositions.

(a) Preparation of Written Statements. The Contracting Officer shall prepare a written statement explaining the circumstances of each negotiated disposition of Property involving any of the following:

- (i) the negotiated disposition of personal property which has an estimated fair market value in excess of Fifteen Thousand Dollars (\$15,000.00);

- (ii) the negotiated disposition of Real Property that has an estimated fair market value in excess of One Hundred Thousand Dollars (\$100,000.00);
- (iii) the negotiated disposition of Real Property that will be disposed of by lease if the estimated annual rent over the term of the lease is in excess of \$15,000; or
- (iv) the negotiated disposition of Real Property or real and related personal property where the same will be disposed of by exchange, regardless of value, or any Property any part of the consideration for which is Real Property.

(b) Submission of Written Statements. Written statements prepared pursuant to Article III(B)(4) shall be submitted to the New York State Comptroller, the Director of the Budget, the Commissioner of General Services and the State Legislature no later than ninety (90) days prior to the date on which the disposition of Property is expected to take place. The Contracting Officer shall maintain a copy of all written statements at ECIDA's principal office.

5. Below Fair Market Value Dispositions.

(a) ECIDA and each ECIDA Affiliate may dispose of Property for less than the fair market value of the Property where:

- (i) Transferee is a government or public entity and terms of transfer require ownership and use to remain with the government or public entity; or
- (ii) Purpose of transfer is within the purpose, mission or statue of the ECIDA or each applicable ECIDA Affiliate; or
- (iii) Written notification to the Governor, Speaker, and Temporary President. Such notification is subject to denial. Denial by Governor is in the form of a certification. Denial by the legislature is in the form of a resolution. Denial must be made within 60 days of receiving notification during January through June. Provided no denial, then authority may effectuate transfer. If legislature receives the notification in July through December, then legislature may take 60 days from January 1 of the following year. However, a local may obtain local approval from the chief executive and legislature of the political subdivision in lieu of the notification to the Governor, Speaker and Temporary President provided the local authority's enabling legislation

provides for such approval and the property was obtained by the authority from the political subdivision.

(b) Board and Public Notice. If a below FMV transfer is proposed, the following information is required to be provided to the ECIDA board or each applicable ECIDA Affiliate's board and to the public:

- (1) Description of Asset;
- (2) Appraisal of the FMV of the asset;
- (3) Description of the purpose of the transfer, the kind and amount of the benefit to the public resulting from the transfer such as jobs and wages created or preserved;
- (4) Value received compared to FMV;
- (5) Names of private parties to the transaction and value received;
- (6) Names of private parties that have made an offer, the value of offer, and purpose for which the asset would have been used.

(c) Board Determination. The board of the ECIDA or applicable ECIDA Affiliate must make a written determination that there is no reasonable alternative to the proposed below-market transfer that would achieve the same purpose of such transfer.

ARTICLE IV

GENERAL PROVISIONS

A. Annual Review and Submission of Guidelines

These Guidelines shall be annually reviewed and approved by the Board of Directors or Members of the ECIDA and each ECIDA Affiliate. On or before the 31st day of March of each year, the Contracting Officer shall file (for itself and on behalf of each ECIDA Affiliate) a copy of the most recently reviewed and adopted Guidelines with the New York State Comptroller, and shall post the Guidelines on ECIDA's website. Guidelines posted on ECIDA's website shall be maintained at least until the Guidelines for the following year are posted on ECIDA's website.

B. Effect of Awarded Contracts

These Guidelines are intended for the guidance of the officers, members, directors and employees of ECIDA and the ECIDA Affiliates only. Nothing contained herein is intended or shall be construed to confer upon any person, firm or corporation any right, remedy, claim or benefit under, or by reason of, any requirement or provision hereof, or be deemed to alter, affect the validity of, modify the terms of or impair any contract or agreement made or entered into in violation of, or without compliance with, these Guidelines. Without limiting the generality of the preceding sentence, any deed, bill of

sale, lease, or other instrument executed by or on behalf of ECIDA or an ECIDA Affiliate, purporting to transfer title or any other interest in Property shall be conclusive evidence of compliance with these Guidelines insofar as concerns title or other interest of any bona fide grantee or transferee who has given valuable consideration for such title or other interest and has not received actual or constructive notice of lack of compliance with these Guidelines prior to the closing.

C. Exemption for Certain ECIDA Transactions

These Guidelines shall not be applicable to any agreements or arrangements involving the provision by ECIDA of “financial assistance” as such term is defined in Section 854(14) of the New York General Municipal Law (i.e. property dispositions serving solely as a conduit for providing financial assistance).

Readopted this 25th day of March 2026 by the respective Boards of each corporation referenced above.