



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

**Joint Governance Committee Meeting
March 18, 2026 at 12:00 p.m.**

**ECIDA Offices - 95 Perry Street, 4th Floor
Buffalo, New York 14203**

Agenda

1. Approval of Minutes – January 28, 2026 (Action) (Pages 2-3)
2. 2025 PAAA Annual Report (Recommendation) (Pages 4-58)
3. 2025 ECIDA Mission Statement & Performance Measurements with Results (Recommendation) (Pages 59-74)
4. 2026 ECIDA Mission Statement & Performance Measurements with Goals (Recommendation) (Pages 75-83)
5. 2025 Board of Directors Evaluation/Survey (Recommendation) (Pages 84-88)
6. Governance Committee 2025 Self-Evaluation (Action Item) (Pages 89-92)
7. ECIDA/RDC/ILDC Policies (Recommendation)
 - a. Procurement Policy (Re-Adopt) (Pages 93-97)
 - b. Property Disposition Guidelines (Re-Adopt) (Pages 98-104)
8. Approval to Extend Professional Services Agreement with On-Call Engineering Consultants (Action Item) (Pages 105-106)
9. PARIS Report Update (informational)
10. Board Member PAAA Training Update (informational)
11. Adjourn

**MINUTES OF A MEETING OF THE
JOINT GOVERNANCE COMMITTEE OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (ECIDA),
BUFFALO & ERIE COUNTY REGIONAL DEVELOPMENT CORP. (RDC)
AND
BUFFALO & ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORP. (ILDC)**

- DATE:** January 29, 2026, at the Erie County Industrial Development Agency, 95 Perry Street, 4th Floor Conference Room, Buffalo, New York 14203
- PRESENT:** Thomas Baines, Zachary Evans, Jacqueline Hall, Tyra Johnson, Brenda W. McDuffie, Kenneth Schoetz and David State
- EXCUSED:** Hon. Taisha St. Jean Tard
- OTHERS PRESENT:** John Cappellino, President & CEO; Mollie Profic, Chief Financial Officer; Beth O’Keefe, Vice President of Operations; Jerry Manhard, Chief Lending Officer; Carrie Hocieniec, Operations Assistant/Assistant Secretary; Brian Krygier, Director of Information Technology; Soma Hawramee, Compliance Portfolio Manager; Lori Szewczyk, Director of Grants; Michelle Moore, Compliance Associate; Robbie McPherson, Director of Marketing and Communications and Robert G. Murray, Esq., General Counsel/Harris Beach Murtha
- GUESTS:** None.

There being a quorum present at 12:08 p.m., the Meeting of the Members of the Joint Governance Committee of the Erie County Industrial Development Agency (ECIDA), Buffalo and Erie County Regional Development Corporation (RDC) and the Buffalo and Erie County Industrial Land Development Corporation (ILDC) was called to order by Chair McDuffie.

Ms. McDuffie welcomed new member Jacqueline Hall to the Committee.

MINUTES

The March 19, 2025, minutes of the joint meeting of the Governance Committee of the ECIDA, RDC and ILDC were presented. Upon motion made by Mr. State and seconded by Mr. Schoetz, the March 19, 2025 meeting minutes were unanimously approved.

**REVIEW “ECIDA 2025 MISSION STATEMENT & PERFORMANCE MEASUREMENTS
– RESULTS”**

Ms. O’Keefe briefly reviewed the Mission Statement and then reviewed the ECIDA 2025 Performance Measures and Results. General discussion ensued.

At this point in time, Mr. Baines left the meeting.

**REVIEW “ECIDA 2026 MISSION STATEMENT & PERFORMANCE MEASUREMENTS
– GOALS”**

Ms. O’Keefe reviewed various proposed changes to the several of the 2026 ECIDA/RDC/ILDC Performance metrics. General discussion ensued. Mr. State, Mr. Schoetz and Ms. McDuffie thanked staff for their thoughtful work related to developing and measuring performance goals and metrics.

There being no further business to discuss, Ms. McDuffie adjourned the meeting at 1:07 p.m.

Dated: January 29, 2026

Elizabeth A. O’Keefe, Secretary

**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=%%GMMU891-A%%@TXGMMU0891-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>

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 Proff
Vice President/CFO

ECIDA Bonds

ATTACHMENT

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)	\$133,560,000	\$ 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	\$ 12,155,888.69	\$ 212,777.71	fixed	7916	1/1/37
10504	U.S. Bank National Association	Related Affordable/Elmwood Square Apartments	\$8,590,000	\$ 8,396,280.55	\$ 8,253,406.35	\$ 142,874.20	1.848%, 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

ATTACHMENT

Id	Bank	Profile/Name	File	State/Amount	Year/Serial/Interest/2025	Year/Serial/Interest/2025	Principal Paid 2025 (Amount of Bond Principal Retired) (Amount in Record Only)	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	Centalician Center for Learning - Series A	No	\$9,525,000.00	\$3,955,833.39	\$3,463,750.08	\$482,083.31	var.	1034105
10276	The Bank of New York Mellon	Catholic Health System	No	\$93,800,000.00	\$63,795,000.00	\$56,840,000.00	\$4,955,000.00	5	
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/k/a Fox Run	No	\$44,480,000.00	\$32,485,000.00	\$30,835,000.00	\$1,650,000.00	1-5%	ORCHRD PARK15
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	No	\$30,760,000.00	\$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 Ellcott Street, LLC	No	\$44,328,500.00	\$38,054,669.41	\$37,004,137.37	\$1,050,532.04	2.95	89-6641368-3
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	\$44,675,000.00	\$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
				\$477,299,347.21	\$392,249,792.91	\$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 Allowance	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, Talisha	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 Allowance	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 Allowance	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 Larkinville, 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 Pfannenberg, 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 Regional 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 Highland Farms Industries, LLC	\$ 2,000,000	5/29/2025
2 Premier Aerospace NY, LLC	1,500,000	7/15/2025
3 Five Star Automotive of Buffalo, Inc.	200,000	12/2/2025
4 Nick & Tiff Music	30,000	7/22/2025
5 WNY Lawn Care, Inc.	27,000	5/22/2025
Total	<u>\$ 3,757,000</u>	

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

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

* Non-Board members

2025 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST
X = ATTENDED

Attachment #7

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 9/23/25	Oct 10/22/25	Nov No Meeting	Dec 12/17/25	Notes
	Denise Abbott			X							X			Term End: 12/1/2025
	Dr. LaVonne Ansari			X							X			Term Begin: 3/24/25
	Rev. Mark Blue			X							X			
	Grace Bogdanova			X							X			
	Patrick Boyle			X							X			
	Jonathan Dandes			X							X			Term Begin: 12/17/25
	Thomas Emmerling			X							X			Term End: 6/30/25
	Hon. Joseph Emminger			X							X			Term Begin: 6/25/25
	Dottie Gallagher			X							X			Term End: 5/7/25
	Lory Goldhawk			X							X			
	Gregory Inglut			X							X			
	Tyra Johnson			X							X			Term Begin: 7/23/25
	Hon. Brian Kulpa			X							X			Term Begin: 6/25/25
	Richard Lipsitz Jr.			X							X			Term End: 12/31/25
														Term End: 5/31/25
														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.
	Brenda McDuffie			X							X (video conference)			
	Hon. Glenn Nellis			X							X			
	Hon. Brian Nowak			X							X			
	Hon. Mark Poloncarz			X							X			
	Hon. Christopher Scanton			X							X			
	Kenneth Schoetz			X							X			
	Hon. Taishe St. Jean Tard			X							X			Term End: 12/31/25
Board ECIDA	Member RDC	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 9/23/25	Oct 10/22/25	Nov No Meeting	Dec No Meeting	Notes
	Denise Abbott			X							X			
	Dr. LaVonne Ansari			X							X			
	Rev. Mark Blue			X							X			
	Grace Bogdanova			X							X			Term Begin: 3/24/25
	Patrick Boyle			X							X			
	Jonathan Dandes			X							X			Term Begin: 12/17/25
	Thomas Emmerling			X							X			Term End: 6/30/25
	Hon. Joseph Emminger			X							X			Term Begin: 6/25/25
	Dottie Gallagher			X							X			Term End: 5/7/25
	Lory Goldhawk			X							X			
	Gregory Inglut			X							X			
	Tyra Johnson			X							X			Term Begin: 7/23/25
	Hon. Brian Kulpa			X							X			Term Begin: 6/25/25
	Richard Lipsitz Jr.			X							X			Term End: 12/31/25
														Term End: 5/31/25
														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.
	Brenda McDuffie			X							X (video conference)			
	Hon. Glenn Nellis			X							X			
	Hon. Brian Nowak			X							X			
	Hon. Mark Poloncarz			X							X			
	Hon. Christopher Scanton			X							X			
	Kenneth Schoetz			X							X			
	Hon. Taishe St. Jean Tard			X							X			Term End: 12/31/25
														Term Begin: 1/22/25

2025 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST
Attachment #7
X = ATTENDED

Board Member	Jan 1/22/25	Feb No Meeting	Mar 3/25/25	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
Denise Abbott			X				X		X	X			Term End: 12/1/2025
Grace Bogdanow	X												Term Begin: 12/17/25
Daniel Caselle			X	X	X		X		X	X			
Zaque Evans													
Richard Lipsitz	X		X	X	X		X		X	X			Term End: 5/25/25
Hon. Timothy Meyers			X	X	X								Term End: 5/31/25
Hon. Mark Poloncarz	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-j(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-j(10) of the State Finance Law?	No	
8a. If Yes, was a record made of this impermissible contact?		
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-j(9) of the State Finance Law?	Yes	



Procurement Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

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	
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	
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
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 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 Casite 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	United States
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	United States
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	\$14,993.64	Province/Region	
Amount Expended For Fiscal Year	\$14,993.64	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Utilities for offices at 95 Perry Street.

18. Vendor Name	Eriman 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	
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



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

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

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	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Directors & officers insurance for 1/1/25-1/1/26 and 1/1/26-1/1/27



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	
	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	
	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	Hightmark Blue Cross Blue Shield of WNY	Address Line1	257 W Ganesece 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	
	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	
	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

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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	
	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	
	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

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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	
	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	
	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



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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	WILLIAMSVILLE
	Award Date	9/4/2025	State	NY
	End Date	11/7/2025	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	United States
	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	United States
	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	https://www.ecidany.com/about-us-corporate-policies
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	
3. Does the Authority allow for exceptions to the procurement guidelines?	No	
4. Does the Authority assign credit cards to employees for travel and/or business purchases?	No	
5. Does the Authority require prospective bidders to sign a non-collusion agreement?	Yes	
6. Does the Authority incorporate a summary of its procurement policies and prohibitions in its solicitation of proposals, bid documents, or specifications for procurement contracts?	Yes	
7. Did the Authority designate a person or persons to serve as the authorized contact on a specific procurement, in accordance with Section 139-j(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-j(10) of the State Finance Law?	No	
8a. If Yes, was a record made of this impermissible contact?		
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-j(9) of the State Finance Law?	Yes	

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Procurement Transactions Listing:

1.	Vendor Name	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 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	\$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.ecidary.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	\$245,699.38	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 Pery Street
Type of Procurement	Staffing Services	Address Line2	Suite 403
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
Award Date		State	NY
End Date		Postal Code	14203
Fair Market Value		Plus 4	
Amount		Province/Region	
Amount Expended For 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	
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	Hurwitz 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	United States
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	United States
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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 Certified Date : N/A

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	
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	
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.

Additional Comments

**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:

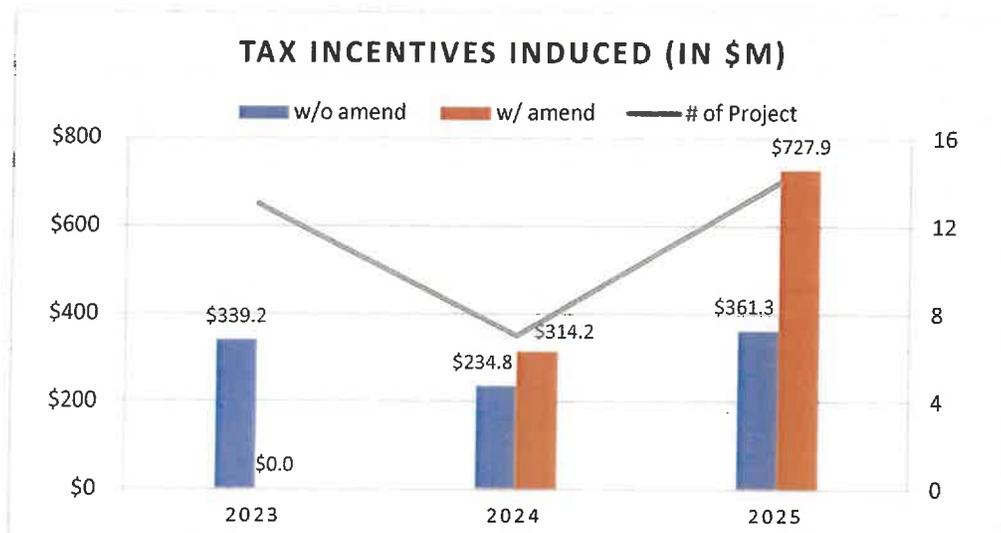
Goal 1: To promote private investment & innovation:

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.

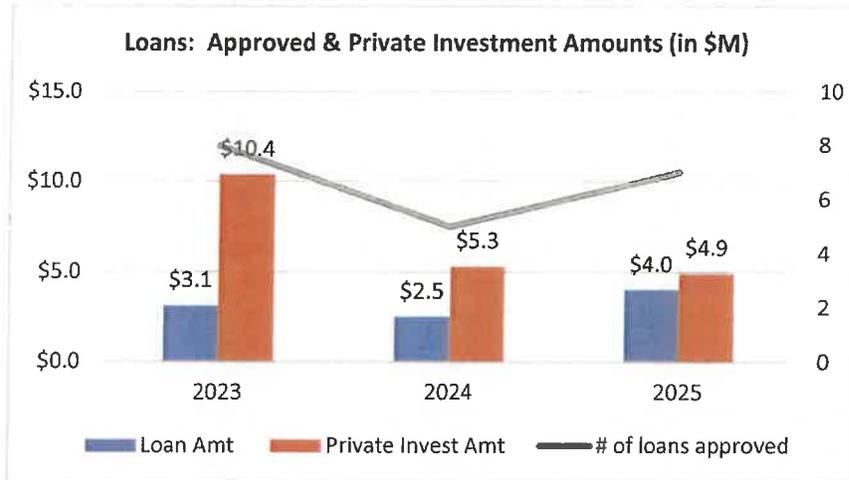
Measurement: Number of loans, \$ amount of loans and amount of private investment for loans approved

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.

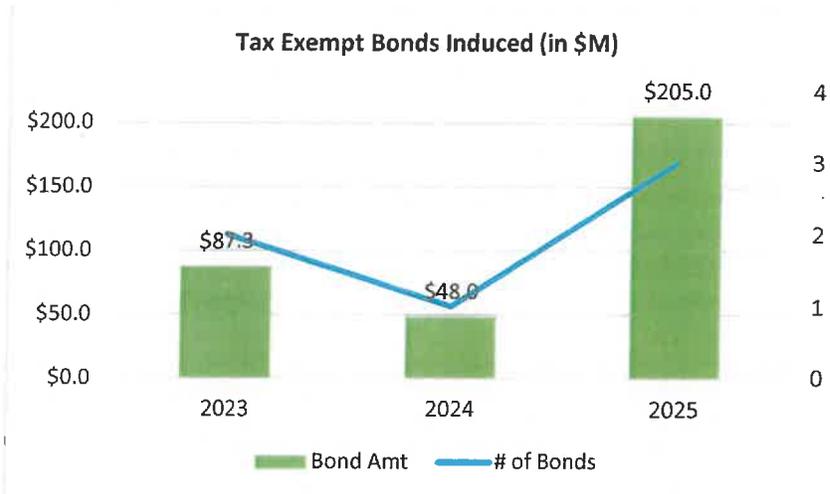


Objective 1C: ECIDA & ILDC: Assist non-profit and other eligible borrowers to obtain low-interest, tax-exempt bond financing.

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



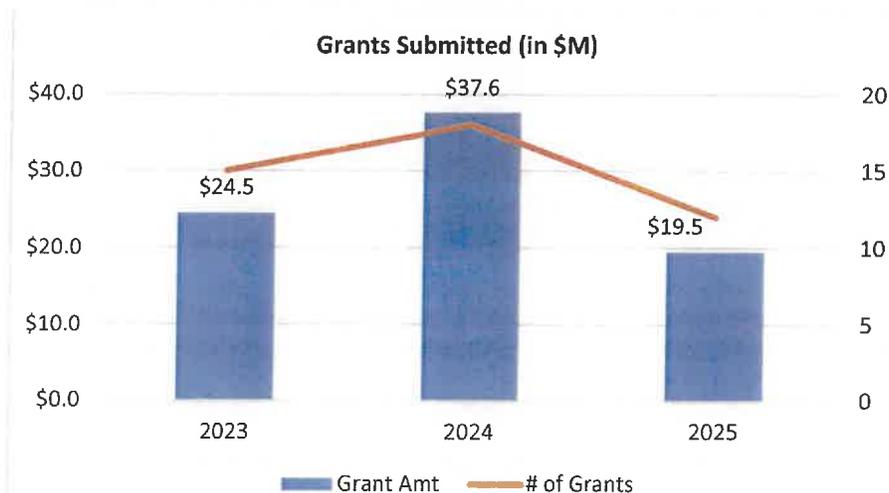
Objective 1D: ECIDA & ILDC: Pursue state, federal and private (grant) funding opportunities to support priority projects and leverage private investment. Administer projects that have received grant funding.

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.

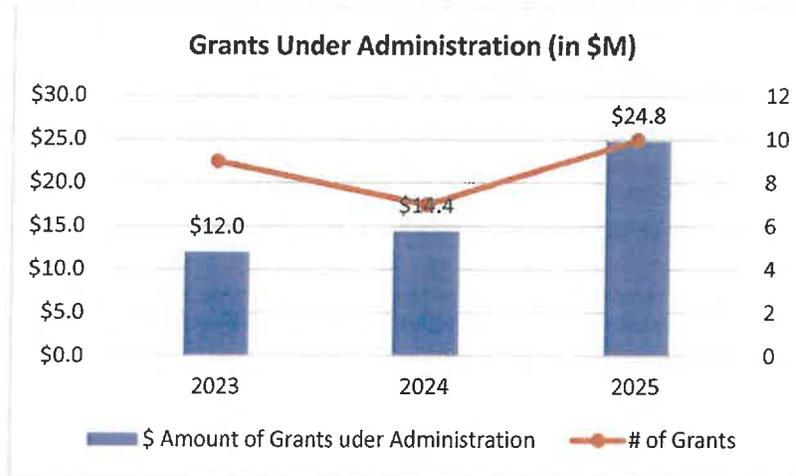
Results: Twelve (12) grant applications have been submitted for a total of \$19.5 M. Of grants submitted:

- 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.



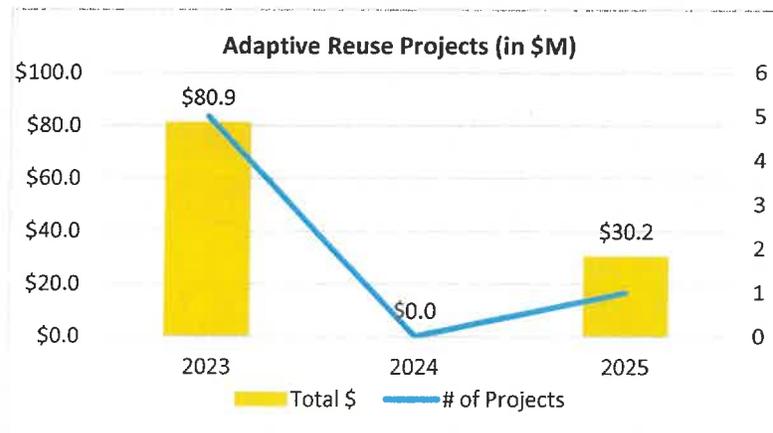
Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:

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.

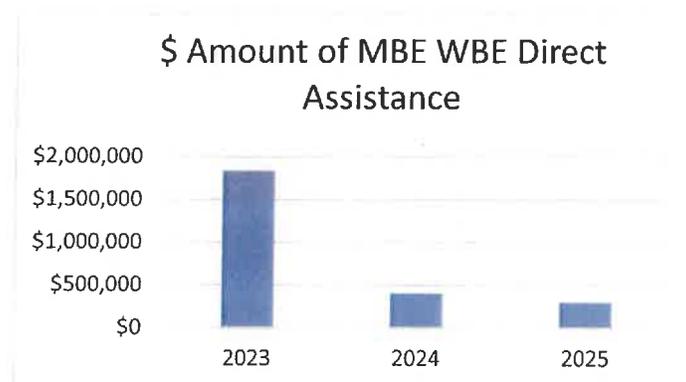
Metric: Direct assistance: \$400,000 direct assistance to 5 – 7 MWBE/SDVOBs.

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.

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.

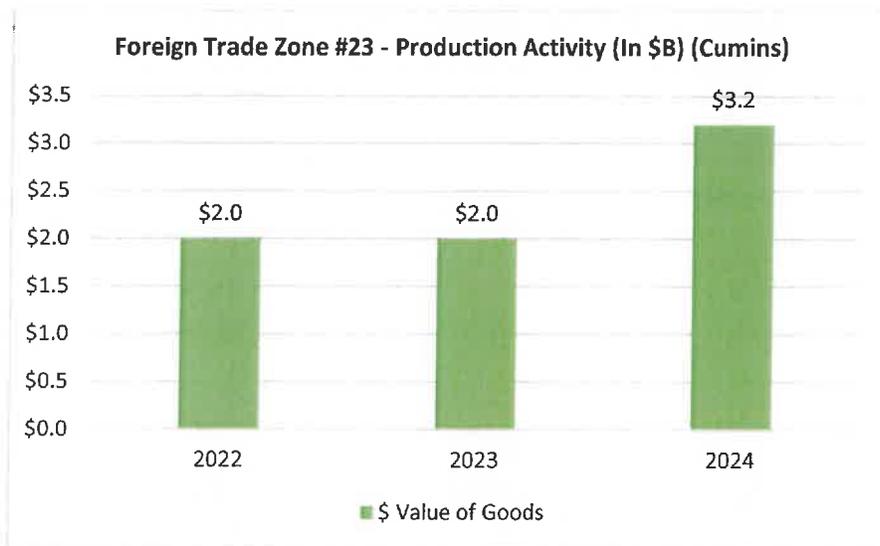
Measurement: Value of goods moving through FTZ #23 and # of FTZ activated sites

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: In process

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 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.

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

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.

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: \$ 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:*

- 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:

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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:

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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 (ECIDA) Confidential Evaluation of Board Performance

Criteria	Agree	Somewhat Agree	Somewhat Disagree	Disagree
Board members have a shared understanding of the mission and purpose of the Authority.	13			
The policies, practices and decisions of the Board are always consistent with this mission.	12	1		
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.	13			
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.	13			
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.	11	2		
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.	12		1	
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.	11	2		
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.	11	2		
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.	13			
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.	13			
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.	12	1		
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.	13			
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.	9	3	1	
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.	12	1		
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.	12	1		
Board members demonstrate leadership and vision and work respectfully with each other.	13			

Authority: Erie County Industrial Development Agency (ECIDA)

Date Completed: March 9, 2026

Buffalo and Erie County Regional Development Corporation (RDC) Confidential Evaluation of Board Performance

Criteria	Agree	Somewhat Agree	Somewhat Disagree	Disagree
Board members have a shared understanding of the mission and purpose of the Authority.	13			
The policies, practices and decisions of the Board are always consistent with this mission.	12	1		
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.	13			
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.	13			
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.	11	2		
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.	12		1	
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.	11	2		
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.	11	2		
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.	13			
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.	13			
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.	12	1		
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.	13			
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.	9	3	1	
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.	12	1		
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.	12	1		
Board members demonstrate leadership and vision and work respectfully with each other.	13			

Authority: Buffalo and Erie County Regional Development Corporation (RDC)
Date Completed: March 9, 2026

Buffalo & Erie County Industrial Land Development Corporation (ILDC) Confidential Evaluation of Board Performance

Criteria	Agree	Somewhat Agree	Somewhat Disagree	Disagree
Board members have a shared understanding of the mission and purpose of the Authority.	4			
The policies, practices and decisions of the Board are always consistent with this mission.	4			
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.	4			
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.	4			
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.	2	2		
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.	4			
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.	4			
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.	4			
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.	4			
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.	4			
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.	4			
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.	4			
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.	3	1		
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.	4			
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.	3	1		
Board members demonstrate leadership and vision and work respectfully with each other.	4			

Authority: Buffalo and Erie County Industrial Land Development Corporation (ILDC)
Date Completed: March 9, 2026

2025 Summary Results of Confidential Evaluation of Board Performance

Criteria	Comments
Board members have a shared understanding of the mission and purpose of the Authority.	Through Board Orientations and meeting attendance and participation members have many opportunities to understand the mission and purpose of the Authority.
The policies, practices and decisions of the Board are always consistent with this mission.	
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.	
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.	The annual review of policies, by-laws, policies and outcomes is very thorough.
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.	<p>(1) ECIDA/RDC: I am unaware of specific goals, although I feel the Authority does an excellent job of accomplishing its mission.</p> <p>(2) The mission that ILDC wants to accomplish is clear, but I partially agree that the ILDC sets "clear and measurable performance goals."</p>
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.	
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.	Our Executive team and staff are transparent and always make time to meet/respond to board members individually and as a board.
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.	Learning curve for all, opportunity to learn more available.
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.	There is a review process that allows full participation and for each board member to ask questions, do a deeper dive into matters that the board addresses.
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.	
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.	<p>(1) Meetings move quickly and some might feel unsure about speaking up.</p> <p>(2) At board and committee meeting open discussion and dialogue is encouraged and welcomed.</p>
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.	All materials and information is provided in advance of committee and board meetings so members have ample time to review and, if needed, discuss with staff or board/committee chair(s).
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.	I am very comfortable but notice as a rule of all boards a reluctance to cause problems.
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.	Does the Board get involved in performance reviews? I was unaware.
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.	

Criteria	Comments
Board members demonstrate leadership and vision and work respectfully with each other.	(1) Very cooperative and respectful. (2) The board shows respect even when there is disagreement and/or different perspectives shared.

Authority: (1) Erie County Industrial Development Agency (ECIDA)
 (2) Buffalo and Erie County Regional Development Corporation (RDC)
 (3) Buffalo & Erie County Industrial Land Development Corporation (ILDC)

Date Completed: March 9, 2026

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

2025 Governance Committee Self-Evaluation

Responsibilities of the Governance Committee:

The core responsibilities of the Governance Committee, as mandated under Section 2824(7) of the New York Public Authorities Law, are set forth in the Bylaws and include: (i) keeping the Board informed of current best governance practices; (ii) reviewing corporate governance trends; (iii) updating the Agency’s corporate governance principles; and (iv) advising those responsible for appointing members to the Board on the skills and experiences necessary required of potential Board members.

Governance Committee Self-Evaluation	Yes	No	Pending	Comments
1. Are the members of the Governance Committee appointed in accordance with the Bylaws and are individuals appointed to the Governance Committee knowledgeable, or have expressed a willingness to become knowledgeable, in matters pertaining to governance?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
2. Is each member of the Governance Committee an “independent member” within the meaning of, and to the extent required by, Section 2825 of the New York Public Authorities Law, as amended from time to time? Did Governance Committee members, who are members of the Agency, comply with the conflict of interest provisions applicable to public officers under Article 18 of the New York General Municipal Law?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
3. Did the Governance Committee meet a minimum of once (1) each calendar year?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	The Governance Committee met on 1/29/25 and 3/19/25.
4. Were meeting notices and agendas prepared for each meeting and provided to Governance Committee members by electronic or regular mail at least five (5) days in advance of the scheduled meeting? Were minutes of all meetings recorded by the Secretary or any Assistant Secretary of the Agency? Did all meetings comply with the requirements of the Open Meetings Law?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
5. Did the Governance Committee develop the Agency’s governance practices, which should address transparency, independence, accountability, fiduciary responsibilities and management oversight?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	See Questions #6-#9 below.

Governance Committee Self-Evaluation	Yes	No	Pending	Comments
6. Did the Governance Committee develop a statement of the competencies and personal attributes required of Board members to assist those authorized to appoint members to the Board in identifying qualified individuals (it being acknowledged that membership in the Agency is determined pursuant to Section 891-a of the General Municipal Law)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A Statement of the Competencies and Personal Attributes is posted on the ECIDA website. It was approved by the ECIDA Board of Directors on 2/16/10. Revisions to this document were not necessary in 2025.
7. Did the Governance Committee develop and recommend to the Board any revisions to the number and/or structure of Board committees?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	No additional committees were recommended by the Governance Committee in 2025.
8. Did the Governance Committee develop and provide recommendations to the Board regarding Board member education, including new member orientation and regularly scheduled Board member training to be obtained from state-approved trainers as required under Section 2824(2) of the New York Public Authorities Law?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<p>New Board members attend an orientation session hosted by ECIDA staff and are provided with a New Member Orientation Manual.</p> <p>As of 12/31/2025, there were two (2) vacancies on the ECIDA & RDC Board. In total, 16 of the 19 ECIDA & RDC Board Members and 6 of the 7 ILDC Board Members have completed the PAAA required 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. All Board members who have not received the training received notifications throughout the year regarding PAAA training session dates.</p>
9. Did the Governance Committee develop, review and recommend to the Board the adoption and/or revisions to the following: (i) the Agency's Code of Ethics. (ii) written policies regarding conflicts of interest.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	i) & ii) are included in the ECIDA Code of Ethics and Conflict of Interest Policy. The Code was most recently re-adopted by the Board of Directors during its meeting on 3/27/24. Revisions to this policy were not necessary in 2025.

Governance Committee Self-Evaluation	Yes	No	Pending	Comments
(iii) written policies regarding the protection of whistleblowers from retaliation.				(iii) In 2012, the Governance Committee approved a formal Whistleblower Policy. The Policy was most recently re-adopted by the Board of Directors during its meeting on 3/27/24. Revisions to this policy were not necessary in 2025.
(iv) equal opportunity and affirmative action policies.				iv) The ECIDA's EEO policy is included in the Employee Handbook and the Procurement Policy.
(v) written policies regarding procurement of goods and services, including policies relating to the disclosure of persons who attempt to influence the Agency's procurement process.				v) The ECIDA Procurement Policy was most recently re-adopted by the Board of Directors during its meeting on 3/27/24. Revisions to this policy were not necessary in 2025.
<p>(vi) written policies regarding the disposition of real and personal property and the acquisition of property.</p> <p>(vii) committee charters, including this Charter.</p> <p>(viii) any other policies or documents relating to the governance of the Agency, including rules and procedures for conducting the business of the Agency's Board, including the Agency's Bylaws. The Governance Committee will oversee the implementation and effectiveness of the Bylaws and other governance documents and recommend modifications to the Board as necessary or appropriate.</p>				<p>vi) The ECIDA Property Disposition Guidelines were re-adopted by the full Board during its meeting on 3/26/25.</p> <p>vii) The ECIDA Governance Committee Charter was mostly recently re-adopted by the Board of Directors during its meeting on 3/27/24. Revisions to the Charter were not necessary in 2025.</p> <p>viii) The Governance Committee did not approve any additional policies in 2025.</p>
10. Did the Governance Committee:	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	The Committee reports its actions and recommendations to the Board following each meeting.

Governance Committee Self-Evaluation	Yes	No	Pending	Comments
<p>(i) report its actions and recommendations to the Board at each regular meeting of the Board following a meeting of the Governance Committee and when otherwise requested by the Board.</p> <p>(ii) report to the Board, at least annually, regarding any proposed changes to this Charter.</p> <p>(iii) provide a self-evaluation of the Governance Committee's functions to the Board on an annual basis.</p>				<p>i) The Committee regularly monitors legal requirements and best practices when conducting these reviews. If no updates or changes are recommended because of that review, reapproval by the Board is not required. The following policies were re-adopted by the full Board of Directors on 3/26/25: (a) Airborne Infectious Disease Policy, (b) Freedom of Information Law (FOIL) Policy, (c) Investment and Deposit Policy, (d) Property Disposition Guidelines, (e) Record Retention and Disposition Policy, (f) Sexual Harassment Policy.</p> <p>ii) No proposed changes to the Charter in 2025.</p> <p>iii) On 3/19/25, the Committee performed a Self-Evaluation for the calendar year 2024 and provided a status report to the Board on 3/26/25.</p>

Governance Committee Self-Evaluation
Other Self-Evaluation Notes
<ol style="list-style-type: none"> 1. During its 1/29/25 and 3/19/25 meetings, the Governance Committee, ECIDA staff and counsel discussed the results of ECIDA's 2024 Performance Measures, as well as the ECIDA Mission Statement and 2025 Performance Measures. 2. During its 3/19/25 meeting, the Governance Committee reviewed the 2024 Board evaluation for the ECIDA, RDC, and ILDC boards. The Committee discussed the results of these evaluations during the 3/26/25 Board meeting. 3. The Governance Committee re-adopted the following ECIDA/RDC/ILDC Policies items during its meeting on 3/19/25: (a) Airborne Infectious Disease Policy, (b) Freedom of Information Law (FOIL) Policy, (c) Investment and Deposit Policy, (d) Property Disposition Guidelines, (e) Record Retention and Disposition Policy, (f) Sexual Harassment Policy. The policies were approved by the full Board during its 3/26/25 meeting. 4. During its 3/19/25 meeting, the ECIDA staff provided the Governance Committee with a status update on the ECIDA's Public Authority Reporting Information System (PARIS) report and board member PAAA training update.

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 statute 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.



MEMO:

Date: March 18, 2026

To: Governance Committee

RE: Extend Professional Services Agreement with On-Call Engineering Consultants

The ILDC owns several hundred acres of real property within Erie County, some of which are in the NYS Brownfield Cleanup Program, and has acquired and owns such real property for purposes of repurposing, reusing, and redeveloping such real property in accordance with the ILDC's powers and purposes and ultimately for the benefit of the residents of Erie County.

In connection with its properties, the ILDC may require various engineering, planning and general environmental services on an as needed basis to assist in real property acquisition and redevelopment efforts, including, but not limited to, review of property disposition and acquisitions, assistance with compliance and reporting relating to the NYS DEC Brownfield Cleanup Program, review and or preparation of documentation related to the New York State Environmental Quality Review Act ("SEQRA"), perform Phase I and Phase II environmental site assessments and reviews, technical assistance for preparation of grant proposals and other miscellaneous services.

In December 2022, the ILDC issued a **Request for Qualifications (RFQ) for Environmental/Engineering Services** to a select list of qualified professional environmental/engineering consulting services to assist the ILDC/ECIDA in due diligence efforts in connection with the purchase and redevelopment of brownfield and various property sites in Erie County.

In response to the RFQ, ILDC selected **C&S Companies** and **LiRo Engineers** to provide engineering, planning, and general environmental services on an as needed basis for a three-year period, which is set to expire on or about April 26, 2026.

In accordance with ECIDA Professional Services RFP Process and Policy Adopted and amended as of March 21, 2018 and re-adopted on March 27, 2024 by the respective Boards of the ECIDA and ILDC, procurements subject to competitive bidding requirements have a contract period of three (3) years plus two (2) one (1) year extensions before proposals must be re-solicited. The contract extension is based upon satisfactory performance and approval of the appropriate review committee as related to services provided.

The ILDC has developed a collaborative and productive relationship with both C&S Companies and LiRo Engineers and desires to extend the contract with both consultants for a period of one year rather than initiating a new RFQ for the following reasons:

- **Retaining expertise:** Both consulting firms have institutional knowledge of the ILDC's real property and proven start to finish experience in planning, investigating and remediating Brownfield Cleanup Program sites.



- **Operational Efficiency and Project Continuity:** The extension will ensure continuity of service and maintain the high quality of engineering, which is necessary for the continued advancement of numerous complex long-term projects such as Road B, Odell Street and Ridge Road extensions, Wye Yard Rail Line Relocation, and Agribusiness Park Infrastructure; therefore, the ILDC desires to avoid the disruption of onboarding a new consulting firm/team.
- **Time Constraints:** The ECIDA/ILDC has recently experienced unexpected staff changes/reductions that have limited its capacity to initiate an RFQ and subsequent review process while managing multiple complex active projects.

Requested Action:

Seeking approval to extend contract with Professional Engineering Consultant **LiRo Engineers, Inc.**, and **C&S Companies** for one year to provide engineering services to the Agency for predevelopment activities at various properties in Erie County on an as-needed basis.

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