

Erie County Industrial Development Agency
2027 Budget

Erie County Industrial Development Agency (ECIDA)

2027 Budget + 3 Year Forecast

A. Overview of Changes in 2027 Budget

Presented herein is the projected operating budget for the Erie County Industrial Development Agency's ("ECIDA") year ending December 31, 2027 and a three-year forecast for 2028–2030.

ECIDA is a not-for-profit, public benefit corporation that provides tax incentives, financing programs and economic development services in Buffalo and Erie County. In accomplishing its mission, ECIDA does not receive any operational funding from Federal, State, County or local sources. Instead, the key source of revenue for the ECIDA is the administrative fees charged to those companies that utilize its various products and services. The income that ECIDA generates is utilized to provide salaries to its professional staff for managing various economic development programs, as well as payments for professional fees, general office expenses, public notices/marketing, building costs and other miscellaneous expenses.

For the year ending December 31, 2027, the Agency is projecting net income from operations of \$15,121. Depreciation and amortization, noncash expenses, are estimated at \$255,290 leading to a budgeted operating loss of \$240,169. There is also net revenue of \$400,000 projected for external projects, which is handled with existing UDAG funds, rather than operating cash. This leads to overall projected net income of \$159,831.

The following significant risk factors may impact the 2027 results:

1. A significant portion of ECIDA's administrative fee income is derived from a few large tax incentives and/or tax-exempt bond projects. The Agency does not collect a fee until the project (usually construction) is started, since many factors affect project timing. Depending on the timing of these projects, the Agency's fee income can fluctuate significantly from year to year.
2. Changes in the overall national and/or regional economy could result in a decrease in local investment projects that are assisted by the Agency, resulting in a corresponding decrease in administrative fee income.

The following information details the key changes in the 2027 budget compared to the 2026 projected revenues and expenses:

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2027 Budget + 3 Year Forecast

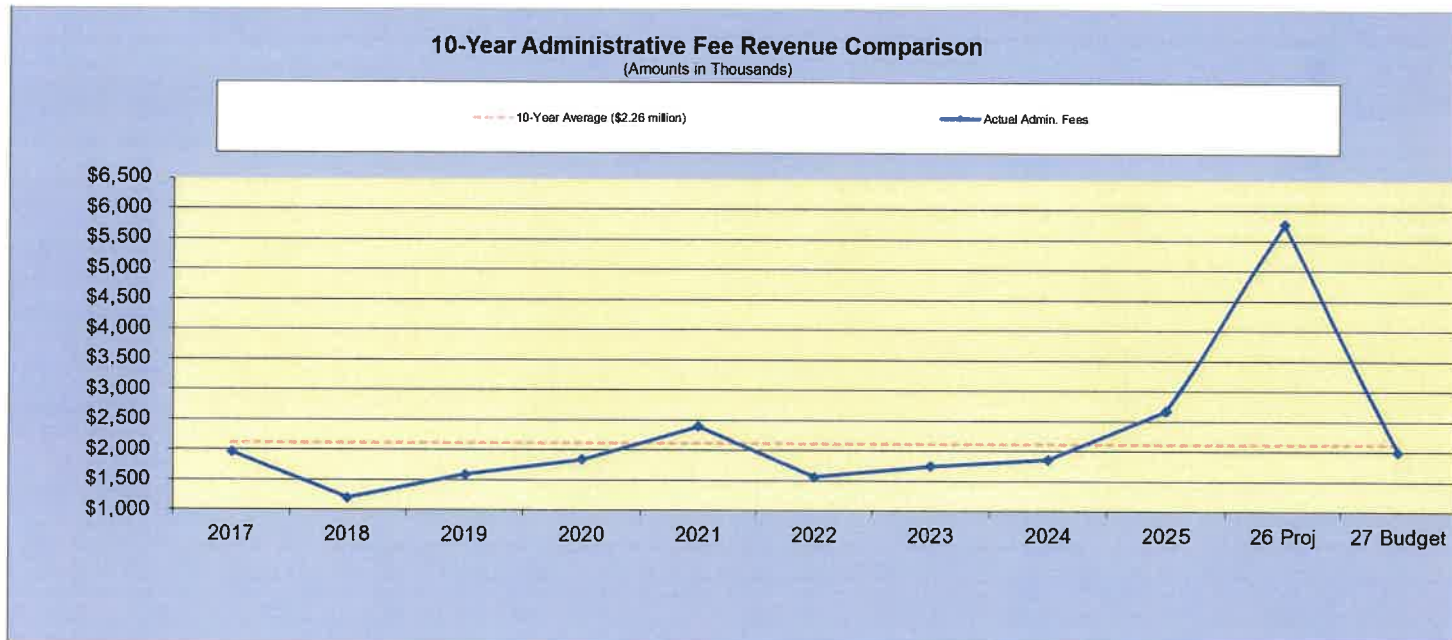
A. Overview of Changes in 2027 Budget (continued)

Revenues:

Administrative Fees (2027 Budget - \$2.0 million):

Administrative fees primarily consist of fees earned by the ECIDA through the provision of tax abatements. During 2026, administrative fees included projects such as North Eastern Alliance in Alden and Wavepoint 3PL in Buffalo. Additionally, the Agency expects to close on two tax-exempt bond issuances in 2026, which will result in fees collected of over \$3 million. Since some fees are recognized over multiple years (in accordance with the terms of the related fee agreements), the Agency expects to recognize approximately \$1.0 million of fees in 2027 related to prior year project approvals. The budgeted figure of \$2 million was derived using the 2017-2026 10-year average.

The following chart summarizes the actual administrative fee revenue over the past 10 years compared to the average administrative fee for the 10-year period from 2017-2026:



Erie County Industrial Development Agency (ECIDA)

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A. Overview of Changes in 2027 Budget (continued)

Affiliate Management Fees (increasing 6.4% from \$468,500 to \$498,500):

Affiliate Management Fees represent salary, benefit, and facilities costs charged to ECIDA's affiliated companies (RDC & ILDC) for office space and services that ECIDA employees provide to these organizations, since they have no employees of their own. Affiliate management fees are expected to increase in 2027 due to increases in hours charged, employee salaries, and benefit costs.

Management Fees – BUDC (increasing 2.8% from \$177,000 to \$182,000):

Management Fees – BUDC are salaries and benefit costs charged to Buffalo Urban Development Corporation ("BUDC") and its affiliates for services that ECIDA employees provide. ECIDA provides financial reporting, facilities management, and administrative services to BUDC as part of a shared services agreement. Management fees are expected to increase slightly in 2027 due to increases in employee salaries and benefit costs.

Rental Income (decreasing 11.8% from \$347,900 to \$306,700):

Rental Income represents rent received by ECIDA from BUDC for office space, two facilities owned by ECIDA and other smaller agreements. Rent for leased space at 143 Genesee Street is recognized as a combination of rent revenue and interest income related to the lease, with the lease agreement in place through July 2027. The budgeted decrease is due to a decrease in the budgeted share of rent related to the Port Terminal facility, as the operators are planning additional capital investment.

Expenses:

Salaries & Benefits (increasing 10.5% from \$2.38 million to \$2.63 million):

The increase in the 2027 budgeted salaries and benefits compared to the projected 2026 figures is due to several factors. 2027 contemplates a full staff of 19 employees for the entire year. Salary increases and a potential performance incentive pool calculated at 4% of total salaries are included in the budget. Compensation increases are based on an independent compensation study of ECIDA employees, last completed in 2026, comparing Agency employee salaries with other individuals in the local labor market who have similar titles and responsibilities. Significant annual rate increases for health care also contribute to higher employee benefit costs. Professional development and training costs are also included in this category. As an organization of specialized professionals, salaries and benefits account for 78% of 2027 budgeted operating expenses.

General Office Expenses (increasing 25.5% from \$111,600 to \$140,000):

The increase in 2027 budgeted general office expenses compared to the projected 2026 figures is due mainly to increases in budgeted information technology costs and office supplies. Other expenses included on this line are telephone and internet, copier expenses, subscriptions and memberships, and postage.

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A. Overview of Changes in 2027 Budget (continued)

Professional Services (increasing 111% from \$91,400 to \$192,500):

Professional Services consist of the following:

	2027 Budget	2026 Budget	2026 Projection
Legal	\$42,500	\$42,500	\$21,100
Consultants	\$115,000	\$115,000	\$40,500
Auditing	\$35,000	\$33,300	\$29,800
Total	\$192,500	\$190,800	\$91,400

In 2027, the budget for legal expenses remains flat at \$42,500. Consultant expenses are budgeted at \$115,000, which includes \$100,000 budgeted for a CEDS study performed every five years. This was budgeted for 2026 but is not required until 2027. Audit costs are in accordance with current proposals.

Marketing, Promotion & Public Hearings (increasing 15.9% from \$99,200 to \$115,000):

The increase in 2027 budgeted marketing, promotion, and public hearing expenses compared to the projected 2026 figures is due mainly to an increase in the budget for public notices. Public notices are directly related to the number of projects that require a public hearing each year, which is anticipated to be higher in 2027.

B. External Special Projects

ECIDA's 2027 budget includes \$175,000 for external projects that are consistent with the restrictions on the UDAG and/or General Funds as follows:

External Special Project allocations of \$175,000 include organizations that have received funding in the past, such as Downtown Initiatives spearheaded by BUDC (\$100,000) and the Agency's annual membership expenditure with Invest Buffalo Niagara (\$75,000). These items will not require specific Board action to be expended.

The Buffalo and Erie County Regional Development Corporation ("RDC") operates two revolving loan funds ("RLF") that provide loans to eligible businesses under each RLF's lending parameters. One, the Coronavirus Aid, Release, and Economic Security (CARES) Act RLF, has federal restrictions.

A. Key Budget Assumptions:

In 2027, the RDC expects to fund new loans of around \$4 million. This is expected to be offset by \$1.5 million in loan repayments to the RLFs. Interest income from loans is

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")
2027 Budget

	Approved Budget 2027	Approved Budget 2026	Projected 2026	Actual 2025
REVENUES:				
Administrative Fees	\$ 2,000,000	\$ 1,900,000	\$ 4,379,000	\$ 2,664,845
Affiliate Management Fees	498,500	585,500	468,500	463,156
Management Fees - BUDC	182,000	133,000	177,000	122,043
Rental Income	306,728	325,389	347,890	316,404
Other Income	36,000	36,000	44,955	39,968
Interest Income - Cash & Investments	350,000	450,000	397,703	480,028
Interest Income - Leases	30,072	13,726	13,726	25,318
Total Revenues	3,403,299	3,443,615	5,828,774	4,111,763
EXPENSES:				
Salaries & Benefits	2,628,000	2,585,000	2,378,837	2,373,957
General Office Expenses	140,024	142,390	111,558	142,762
Insurance Expense	165,552	150,000	150,025	144,332
Building Operating Costs	87,323	83,360	85,827	78,156
Professional Services	192,500	190,800	91,393	93,803
Marketing, Promotion & Public Hearings	115,000	105,000	99,192	65,446
Travel, Mileage & Meeting Expenses	41,500	37,500	36,218	30,166
Website Compliance & Design	-	15,000	15,600	31,658
Other Expenses	18,280	25,431	24,404	29,924
Total Expenses	3,388,179	3,334,480	2,993,054	2,990,204
GRANT INCOME:				
Revenues	2,725,986	4,481,186	1,418,534	549,710
Expenses	(2,725,986)	(4,481,186)	(1,383,244)	(511,784)
	-	-	35,290	37,927
NET INCOME (LOSS) BEFORE DEPRECIATION, EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:	15,121	109,134	2,871,010	1,159,486
Depreciation and amortization	(255,290)	(240,290)	(240,090)	(256,372)
NET INCOME (LOSS) BEFORE EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:	(240,169)	(131,155)	2,630,921	903,114
EXTERNAL SPECIAL PROJECTS:				
Renaissance Commerce Park grant	-	-	-	94,684
Angola Ag Park grant	-	-	-	5,483
ILDC Land Sale Proceeds (reimbursement)	(575,000)	(575,000)	-	-
Buffalo Downtown Initiatives (BUDC)	100,000	100,000	-	100,000
Annual Membership (IBN)	75,000	75,000	75,000	75,000
Total Special Projects	(400,000)	(400,000)	75,000	275,167
NET INCOME/(LOSS):	\$ 159,831	\$ 268,845	\$ 2,555,921	\$ 627,947

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")
2027 Budget and Three Year Forecast 2028-2030

	Approved Budget 2027	Forecast 2028	Forecast 2029	Forecast 2030
REVENUES:				
Administrative Fees	\$ 2,000,000	\$ 2,050,000	\$ 2,100,000	\$ 2,100,000
Affiliate Management Fees	498,500	508,000	518,000	528,000
Management Fees - BUDC	182,000	186,000	190,000	194,000
Rental Income	306,728	306,728	306,728	306,728
Other Income	36,000	40,000	40,000	40,000
Interest Income - Cash & Investments	350,000	391,000	403,000	415,000
Interest Income - Leases	30,072	22,554	16,915	12,687
Total Revenues	3,403,299	3,504,281	3,574,643	3,596,414
EXPENSES:				
Salaries & Benefits	2,628,000	2,681,000	2,735,000	2,817,000
General Office Expenses	140,024	144,000	148,000	152,000
Insurance Expense	165,552	171,000	176,000	181,000
Building Operating Costs	87,323	88,000	91,000	94,000
Professional Services	192,500	198,000	204,000	210,000
Marketing, Promotion & Public Hearings	115,000	118,000	122,000	126,000
Travel, Mileage & Meeting Expenses	41,500	43,000	44,000	45,000
Website Compliance & Design	-	20,000	-	-
Other Expenses	18,280	19,000	20,000	21,000
Total Expenses	3,388,179	3,482,000	3,540,000	3,646,000
GRANT INCOME:				
Revenues	2,725,986	250,000	250,000	250,000
Expenses	(2,725,986)	(250,000)	(250,000)	(250,000)
	-	-	-	-
NET INCOME (LOSS) BEFORE DEPRECIATION, EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:	15,121	22,281	34,643	(49,586)
Depreciation and amortization	(255,290)	(235,000)	(235,000)	(235,000)
NET INCOME (LOSS) BEFORE EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:	(240,169)	(212,719)	(200,357)	(284,586)
EXTERNAL SPECIAL PROJECTS:				
ILDC Land Sale Proceeds (reimbursement)	(575,000)	(150,000)	(150,000)	(150,000)
Buffalo Downtown Initiatives (BUDC)	100,000	-	-	-
Annual Membership (IBN)	75,000	75,000	75,000	75,000
Total Special Projects	(400,000)	(75,000)	(75,000)	(75,000)
NET INCOME/(LOSS):	\$ 159,831	\$ (137,719)	\$ (125,357)	\$ (209,586)

Erie County Industrial Development Agency
Five Year Capital Budget 2027-2031

	2027	2028	2029	2030	2031	Total
Facilities:						
143 Genesee Street	\$ 78,900	\$ 42,000	\$ 24,100	\$ 16,000	\$ 16,000	\$ 177,000
95 Perry Street	5,000	5,000	5,000	5,000	5,000	25,000
Total Facilities	83,900	47,000	29,100	21,000	21,000	202,000
Information Technology:						
Servers	-	15,000	-	-	15,000	30,000
Misc.	3,000	3,000	3,000	3,000	3,000	15,000
Total Information Technology	3,000	18,000	3,000	3,000	18,000	45,000
GRAND TOTAL	\$ 86,900	\$ 65,000	\$ 32,100	\$ 24,000	\$ 39,000	\$ 247,000



Budget Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2027

Run Date: 10/29/2026
Status: CERTIFIED
Certified Date: 10/29/2026

Budget & Financial Plan

Budgeted Revenues, Expenditures, And Changes in Current Net Assets

		Last Year (Actual) 2025	Current Year (Estimated) 2026	Next Year (Adopted) 2027	Proposed 2028	Proposed 2029	Proposed 2030
REVENUE & FINANCIAL SOURCES							
Operating Revenues							
	Charges For Services	\$2,664,845.00	\$4,379,000.00	\$2,000,000.00	\$2,050,000.00	\$2,100,000.00	\$2,100,000.00
	Rental And Financing Income	\$316,404.00	\$347,890.00	\$306,728.00	\$306,728.00	\$306,728.00	\$306,728.00
	Other Operating Revenues	\$625,167.00	\$690,455.00	\$716,500.00	\$734,000.00	\$748,000.00	\$762,000.00
Non-Operating Revenues							
	Investment Earnings	\$505,349.00	\$397,703.00	\$350,000.00	\$391,000.00	\$403,000.00	\$415,000.00
	State Subsidies/Grants	\$18,938.00	\$1,194,232.00	\$1,991,920.00	\$0.00	\$0.00	\$0.00
	Federal Subsidies/Grants	\$24,000.00	\$12,000.00	\$12,000.00	\$0.00	\$0.00	\$0.00
	Municipal Subsidies/Grants	\$465,709.00	\$171,982.00	\$682,066.00	\$0.00	\$0.00	\$0.00
	Public Authority Subsidies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Other Nonoperating Revenues	\$41,063.00	\$54,047.00	\$645,072.00	\$422,553.00	\$416,915.00	\$412,686.00
	Proceeds From The Issuance Of Debt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Total revenues and financing sources	\$4,661,475.00	\$7,247,309.00	\$6,704,286.00	\$3,904,281.00	\$3,974,643.00	\$3,996,414.00
EXPENDITURES							
Operating Expenditures							
	Salaries And Wages	\$1,766,721.00	\$1,882,909.00	\$2,057,057.00	\$2,098,542.00	\$2,140,811.00	\$2,204,996.00
	Other Employee Benefits	\$607,236.00	\$495,928.00	\$570,943.00	\$582,458.00	\$594,189.00	\$612,004.00
	Professional Services Contracts	\$93,803.00	\$91,393.00	\$192,500.00	\$198,000.00	\$204,000.00	\$210,000.00
	Supplies And Materials	\$462,355.00	\$462,203.00	\$507,899.00	\$360,471.00	\$371,601.00	\$382,730.00
	Other Operating Expenses	\$300,450.00	\$292,031.00	\$313,540.00	\$477,529.00	\$464,399.00	\$471,270.00
Non-Operating Expenditures							
	Payment Of Principal On Bonds And Financing Arrangements	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Interest And Other Financing Charges	\$16,012.00	\$8,681.00	\$1,530.00	\$0.00	\$0.00	\$0.00
	Subsidies To Other Public Authorities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Capital Asset Outlay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Grants And Donations	\$24,000.00	\$12,000.00	\$12,000.00	\$0.00	\$0.00	\$0.00
	Other Nonoperating Expenses	\$762,951.00	\$1,446,243.00	\$2,888,986.00	\$325,000.00	\$325,000.00	\$325,000.00
	Total expenses	\$4,033,528.00	\$4,691,388.00	\$6,544,455.00	\$4,042,000.00	\$4,100,000.00	\$4,206,000.00
	Excess (Deficiency) Of Revenues And Capital Contributions Over Expenses	\$627,947.00	\$2,555,921.00	\$159,831.00	(\$137,719.00)	(\$125,357.00)	(\$209,586.00)



Budget Report for Erie County Industrial Development Agency

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Status: CERTIFIED
Certified Date: 10/29/2026

The authority's budget, as presented to the Board of Directors, is posted on the following website: <https://www.ecidany.com/about-us-corporate-reports>

Additional Comments