



**Joint Finance & Audit Committee Meeting  
OF THE  
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
BUFFALO & ERIE COUNTY REGIONAL DEVELOPMENT CORP.  
BUFFALO & ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORP.**

**August 16, 2016 at 12:00 p.m.  
ECIDA Offices  
95 Perry Street  
4<sup>th</sup> Floor – Vista Room  
Buffalo, New York 14203**

**Agenda**

**\*\*\*\*REVISED\*\*\*\***

1. Approval of Minutes – June 20, 2016 (PAGES 2-3)
2. 2016 Refunding of Series 2009A – Joint School Construction Board (PAGES 4-24)
3. 2017 Draft ECIDA Operating & Capital Budget + 3 Year Forecast (PAGES 25-28)
4. 2017 Draft RDC Operating Budget + 3 Year Forecast (PAGES 29-30)
5. 2017 Draft ILDC Operating Budget + 3 Year Forecast (PAGES 31-32)
6. Adjournment - Next Meeting September 13, 2016 at 12:00 p.m.

**MINUTES OF A JOINT MEETING OF THE  
FINANCE & AUDIT COMMITTEES OF THE  
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (ECIDA or AGENCY)  
THE BUFFALO & ERIE COUNTY REGIONAL DEVELOPMENT  
CORPORATION (RDC) AND THE BUFFALO & ERIE COUNTY INDUSTRIAL  
LAND DEVELOPMENT CORPORATION (ILDC)**

- MEETING:** June 20, 2016, at the Erie County Industrial Development Agency, 95 Perry Street, Suite 403, Buffalo, New York 14203
- PRESENT:** Penny Beckwith, James F. Doherty; Hon. Joseph H. Emminger, Hon. Glenn R. Nellis, Michael Szukala and William Witzleben
- ABSENT:** None
- OTHERS PRESENT:** John C. Cappellino, Executive Vice President; Mollie Profic, Assistant Treasurer; and Robert G. Murray, Secretary
- GUESTS:** Patrick Kilcullen, CFO of Buffalo Niagara Medical Campus

There being a quorum present at 9:00 a.m., Mr. Cappellino, in the absence of the presence of the Chair, called the meeting of the Finance & Audit Committee of the ECIDA, RDC and ILDC (the "Committee") to order.

Mr. Szukala moved and Mr. Witzleben seconded, and the members of the committee unanimously approved to have Mr. Cappellino preside over this meeting in the absence of the Chair.

**MINUTES**

The March 18, 2016 minutes of the joint meeting of the Committee were presented. Upon motion made by Mr. Witzleben, and seconded by Mr. Doherty, the March 18, 2016 minutes of the Committee were unanimously approved.

**BUFFALO NIAGARA MEDICAL CAMPUS BOND ISSUANCE**

Mr. Cappellino provided a brief overview of the project involving the demolition of an existing 900 car parking garage, and, in its place, the construction of a new approximately 1,800 car parking garage designed to meet the needs of the Oshei Children's Hospital and the Jacobs School of Medical and Biomedical Sciences. The City of Buffalo, as the owner of the property, has entered into a ground lease with the Buffalo Niagara Medical Campus ("BNMC") to construct the project. Mr. Cappellino concluded by stating the anticipated bond amount is approximately \$44,328,500 on a total proposed project cost of \$53,500,000.

Mr. Cappellino then introduced Patrick Kilcullen, CFO of the BNMC. Mr. Kilcullen provided additional background and detail on the proposed parking garage project.

Mr. Szukala moved and Mr. Emminger seconded, to approve of the proposed financing. Mr. Cappellino called for the vote and the following resolution was the unanimously approved:

RESOLUTION OF THE MEMBERS OF THE BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC" OR "ISSUER") FINANCE & AUDIT COMMITTEE RECOMMENDING THAT THE ILDC FINANCE CERTAIN COSTS RELATING TO, AND APPROVING THE UNDERTAKING OF A CERTAIN PROJECT DESCRIBED BELOW AT THE REQUEST OF 854 ELLICOTT ST., LLC, AND THE GRANTING OF CERTAIN FINANCIAL ASSISTANCE IN CONNECTION THEREWITH, INCLUDING THE ISSUANCE OF THE ISSUER'S REFUNDING REVENUE BONDS IN A PRINCIPAL AMOUNT NOT TO EXCEED \$53,500,000 FOR THE PURPOSE OF UNDERTAKING THE PROJECT AND THE COSTS OF SUCH ISSUANCE

#### **2017 PRELIMINARY BUDGET BRIEFING**

Ms. Profic provided Committee members with the proposed draft budgets as well as a draft 5-year capital budget for the Erie County Industrial Development Agency and provided Committee members with a summary of existing cash balances within the ECIDA general fund and the ECIDA UDAG fund.

There being no further business to discuss, upon motion made by Mr. Witzleben and seconded by Mr. Emminger, and unanimously approved, the meeting was adjourned at 9:52 a.m.

Dated: June 20, 2016

\_\_\_\_\_  
Robert G. Murray, Secretary

**DRAFT**  
**2016 REFUNDING OF SERIES 2009A**  
 Joint Schools Construction Board  
 Briefing Memo  
 ECIDA Tax Exempt Financing

Pursuant to resolutions adopted from 2002 through 2015 the ECIDA authorized the issuance of its School Facility Revenue Bonds (City School District of the City of Buffalo Project) (the “Bonds”) in the aggregate principal amount not to exceed \$1,950,000,000 on behalf of the City of Buffalo and the City School District of the City of Buffalo and their agent, the Joint Schools Construction Board in order to finance various public school facilities and to assist in the acquisition, renovation, construction, reconstruction, improvement, equipping and furnishing of such public school facilities within the City in order to implement the comprehensive redevelopment of the City’s public schools.

Since 2003 the following bonds have been issued:

| Issue Date   | Series Name          | Principal Amount       | Purpose   | Phase         |
|--------------|----------------------|------------------------|-----------|---------------|
| 9/16/03      | Series 2003          | \$ 180,335,000         | New Money | I             |
| 12/22/04     | Series 2004          | \$ 310,125,000         | New Money | II            |
| 8/23/07      | Series 2007A         | \$ 180,000,000         | New Money | III-A         |
| 2/28/08      | Series 2008A         | \$ 173,225,000         | New Money | III-B         |
| 11/19/09     | Series 2009A         | \$ 294,905,000         | New Money | IV            |
| 6/15/11      | Series 2011A         | \$ 165,315,000         | New Money | V             |
|              |                      |                        |           |               |
| 7/01/11      | Series 2011B         | \$ 112,560,000         | Refunding | I-Refunding   |
| 4/13/12      | Series 2012A         | \$ 209,540,000         | Refunding | II-Refunding  |
| 4/24/13      | Series 2009A         | \$ 62,540,000          | Refunding | IV-Refunding  |
| 6/24/15      | Series 2007A & 2008A | \$ 236,975,000         | Refunding | III-Refunding |
|              |                      |                        |           |               |
| <b>Total</b> |                      | <b>\$1,925,520,000</b> |           |               |

The 2009A bonds can be refunded in the current market to provide debt service savings to the City School District. Based on market conditions as of the close of business on July 25, 2016, the present value savings resulting from a refunding of up to \$175,000,000 million outstanding refunded Series 2009A bonds exceed \$17 million or 11.51% of the principal amount of the refunded Series 2009A bonds.

Pursuant to Chapter 403 of the Laws of 2008 of the State of New York, the refunding savings must be applied to qualified capital projects. The debt service savings are made possible as a result of the relatively lower level of interest rates in the current market,

compared to the higher interest rates on the refunded Series 2009A bonds. The pricing of the refunding bonds is currently scheduled for October 12, 2016 and changes in the market conditions prior to the pricing could impact the refunding results. As such, the amount of saving and the amounts of bonds refunded are necessarily preliminary and subject to change.

**Tax Exempt Bond Refinancing Proposed:**

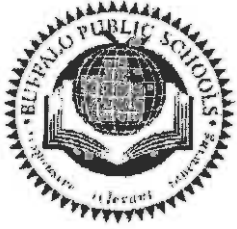
Refunding of a portion of the Series 2009A bonds up to a maximum of \$175 million

Anticipated financing savings: \$17 million over the 9 years.

Closing of the transaction is expected to occur on October 12, 2016

As is the case with all ECIDA issued bonds, they are not an obligation of the ECIDA or the County.

NOTES: The underwriter and bond counsel have requested the PH notice be for \$175M to ensure all closing, escrow, principal and other costs are covered.



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**BUFFALO PUBLIC SCHOOLS**

**Finance Department**

City Hall, Room #708

Buffalo, New York 14202

Phone (716) 816-3676

August 2, 2016

Karen Fiala  
Manager of Tax Incentive Products  
Erie County Industrial Development Agency  
95 Perry Street, Suite 403  
Buffalo, New York 14203

Re: Erie County Industrial Development Agency  
School Facility Revenue Refunding Bonds  
(City School District of the City of Buffalo Project),  
Series 2016A

Dear Karen,

This letter accompanies the Tax Incentive Application I am filing today on behalf of the Buffalo Joint Schools Construction Board and the City School District of the City of Buffalo. Due to meeting schedules, the School District must approve the above project on the evening of August 24, 2016 and the JSCB must approve the project in early September. I hereby request that the Erie County Industrial Development Agency approve the above project at its August 24 meeting, even though this must occur before the JSCB and School District meetings. Because this is a refunding deal that will offer the School District substantial debt service savings, I do not anticipate any problems in obtaining the required JSCB and School District approvals.

Thank you for your assistance.

Buffalo Public Schools

Geoffrey F Pritchard  
Chief Financial Officer

*"Putting children and families first to ensure high academic achievement for all."*



## JSCB Series 2009A Refunding Bonds

### Section I: Applicant Background Information

#### Applicant Information - Company Receiving Benefit

**Project Name** School Facility revenue Refunding Bonds (City School District of the City of Buffalo Project) Series 2016 A  
**Applicant Name** City of Buffalo Joint School Construction Board/City of Buffalo School District  
**Applicant Address** 406 City Hall,  
**Applicant Address 2**  
**Applicant City** Buffalo  
**Applicant State** New York  
**Applicant Zip** 14202  
**Phone** 716-816-3676  
**Fax** 716-816-3650  
**E-mail** gpritchard@buffaloschools.org  
**Website** www.buffaloschools.org  
**Federal ID#**  
**NAICS Code**  
**Will a Real Estate Holding Company be utilized to own the Project property/facility** No  
**What is the name of the Real Estate Holding Company**  
**Federal ID#**  
**State and Year of Incorporation/Organization**  
**List of stockholders, members, or partners of Real Estate Holding Company**

#### Individual Completing Application

**Name** Geoffrey F. Pritchard, CPA  
**Title** Chief Financial Officer  
**Address** The Buffalo Board of Education, City Hall  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14202

8/3/2016

The Erie County Industrial Development Agency (ECIDA)

**Phone**

716-816-3676

**Fax**

716-851-3650

**E-Mail**

gpritchard@buffaloschools.org



Company Contact (if different from individual completing application)

**Name**  
**Title**  
**Address**  
**Address 2**  
  
**City**  
  
**State**  
  
**Zip**  
  
**Phone**  
**Fax**  
**E-Mail**

Company Counsel

**Name of Attorney** Anthony D. Mancinelli and Raymond P. Miller  
**Firm Name** Harter Secrest & Emery LLP  
**Address** 50 Fountain Plaza, Suite 1000  
**Address 2**  
  
**City** Buffalo  
  
**State** New York  
  
**Zip** 14202  
  
**Phone** 716-853-1616  
**Fax** 716-853-1617  
**E-Mail** amancinelli@hselaw and  
rmliller@hselaw.com

Identify the assistance being requested of the Agency

**Exemption from Sales Tax** No  
  
**Exemption from Mortgage Tax** Yes  
  
**Exemption from Real Property Tax** No  
  
**Tax Exempt Financing\*** Yes

\* (typically for not-for-profits & small qualified manufacturers)

Business Organization

**Type of Business** Joint School Construction Board created by joint resolution of the City of Buffalo Common Council and the City of Buffalo School District pursuant to a provision of the City Charter and NY Buffalo Schools Act.  
  
**Type of Ownership**  
**Year Established** 1998  
**State of Organization** New York

List all stockholders, members, or partners with % of ownership greater than 20%

**Please include name and % of ownership.**

NA

Applicant Business Description

**Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility**

Overseeing the construction or reconstruction of new or renovated educational facilities in the City or District and overseeing and arranging of financing the cost thereof.

**Estimated % of sales within Erie County** NA

**Estimated % of sales outside Erie County but within New York State** NA

**Estimated % of sales outside New York State but within the U.S.** NA

**Estimated % of sales outside the U.S.** NA

(\*Percentage to equal 100%)

**What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases**

NA

**Section II: Eligibility Questionnaire - Project Description & Details**

Project Location

**Municipality or Municipalities of current operations**

Buffalo, NY

**Will the Proposed Project be located within a Municipality identified above?**

Yes

**In which Municipality will the proposed project be located**

**Address**

**Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?**

No

**If the Proposed Project is located in a different Municipality than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?**

No

(If yes, you will need to complete the Retail Section of this application)

**SBL Number for Property upon which proposed Project will be located**

**What are the current real estate taxes on the proposed Project Site**

NA; all properties are currently exempt from real estate taxes

**Assessed value of land**

NA

**Assessed value of building(s)**

NA

**Are Real Property Taxes current?**

Yes

**If no please explain**

NA. No taxes are payable since the school properties are owned by the City

**Town/City/Village of Project Site**

**School District of Project Site**

Buffalo

**Does the Applicant or any related entity currently hold fee title to the Project site?**

Yes

**If No, indicate name of present owner of the Project Site**

City of Buffalo holds current title

**Does Applicant or related entity have an option/contract to purchase the Project site?**

No

**Describe the present use of the Proposed Project site**

Currently all facilities are used as public schools

**Please provide narrative of the proposed project and the purpose of the proposed project (new build, renovations, and/or equipment purchases). Identify specific uses occurring within the project. Describe any and all tenants and any/all end users:**

**(This information is critical in determining project eligibility)**

Advance refunding of the remaining Series 2009A School Facility Revenue Bonds (City School District of the City of Buffalo Project) which were originally issued by ECIDA in 2009 to finance the costs of construction/renovation of certain City public school facilities.

**If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:**

NA

**Describe the reasons why the Agency's Financial Assistance is necessary and how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)**

Tax-exempt bonds originally were issued by ECIDA to finance the cost of a portion of the project as mandated by the Buffalo Schools Act, as amended. Applicant is requesting the ECIDA to issue its tax-exempt refunding revenue bonds to refund in whole the remainder of its Series 2009A Bonds. A portion of the Series 2009A bonds was refunded in 2013 by issuance by ECIDA of its refunding revenue bonds.

**Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency**

No

**If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?**

NA

**Will project include leasing any equipment?**

No

**If yes, please describe equipment and lease terms.**

Site Characteristics

**Will the Project meet zoning/land use requirements at the proposed location?**

Yes

**Describe the present zoning/land use**

No change as all properties are used as public school facilities.

**Describe required zoning/land use, if different**

NA

**If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements**

NA

**Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?**

No

**If yes, please explain**

**Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?**

No

if yes, please provide a copy.

**Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?**

No

If yes, please provide copies of the study.

**If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?**

NA

You may also attach additional information about the machinery and equipment at the end of the application.

**Does or will the company or project occupant perform research and development activities on new products/services at the project location?**

No

If yes, please explain.

**What percentage of annual operating expenses are attributed to the above referenced research and development activities?**

NA

Select Project Type for all end users at project site (you may check more than one)

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all end uses as identified below.

**Retail Sales**      No                                      **Services**      Yes

For purposes of this question, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4) (i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

- |  |                        |   |
|--|------------------------|---|
| <b>No Manufacturing</b>                    | <b>No Multi-Tenant</b> | <b>No Mixed Use</b>                       |
| <b>No Acquisition of Existing Facility</b> | <b>No Commercial</b>   | <b>No Facility for the Aging</b>          |
| <b>No Housing</b>                          | <b>No Back Office</b>  | <b>No Civic Facility (not for profit)</b> |
| <b>No Equipment Purchase</b>               | <b>No Retail</b>       | <b>Yes Other</b>                          |
|  |                        | <b>public schools</b>                     |

Project Information

**Estimated costs in connection with project**

**Land and/or Building Acquisition**

\$ 0 square feet acres

**New Building Construction**

\$ 0 square feet

**New Building addition(s)**

\$ 0 square feet

**Infrastructure Work**

\$ 0

**Renovation**

\$ 0 square feet

**Manufacturing Equipment**

\$ 0

**Non-Manufacturing Equipment: (furniture, fixtures, etc.)**

\$ 0

**Soft Costs: (professional services, etc.)**

\$ 0

**Other Cost**

\$ 0

**Explain Other Costs**

**Total Cost**

\$ 0

**Project Refinancing: estimated amount (for refinancing of existing debt only)**

\$ 175,000,000

**Have any of the above costs been paid or incurred as of the date of this Application?**

Yes

**If Yes, describe particulars:**

NA

Sources of Funds for Project Costs:

**Equity (excluding equity that is attributed to grants/tax credits):**

\$ 0

**Bank Financing:**

\$ 0

**Tax Exempt Bond Issuance (if applicable):**

\$ 175,000,000

**Taxable Bond Issuance (if applicable):**

\$ 0

**Public Sources (Include sum total of all state and federal grants and tax credits):**

\$ 0

**Identify each state and federal grant/credit:**

**Total Sources of Funds for Project Costs:**

\$175000000.00

**Has a financing preapproval letter or loan commitment letter been obtained?**

No

Mortgage Recording Tax Exemption Benefit:

**Estimated Mortgage Amount (Sum total of all financing – construction and bridge).**

**\*Amount of mortgage, if any, that would be subject to mortgage recording tax.**

\$ 175,000,000

**Lender Name, if Known**

**Estimated Mortgage Recording Tax Exemption Benefit (product of Mortgage Amount as indicated above multiplied by 1%):**

\$1750000.00

Construction Cost Breakdown:

**Total Cost of Construction**

\$ NA

(sum of 2,3,4,5, and/or 7 in Question K, above)

**Cost for materials**

\$

**% sourced in Erie County**

%

**% sourced in State**

% (including Erie County)

**Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit**

\$ NA

**Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):**

\$ NA

Real Property Tax Benefit:

**Identify and describe if the Project will utilize a real property tax exemption benefit OTHER THAN the Agency's PILOT benefit:**

NA

For proposed facility please include # of sq ft for each of the uses outlined below

|                                   |             | <b>Cost</b> | <b>% of Total Cost</b> |
|-----------------------------------|-------------|-------------|------------------------|
| <b>Manufacturing/Processing</b>   | square feet | \$ 0        | 0                      |
| <b>Warehouse</b>                  | square feet | \$ 0        | 0                      |
| <b>Research &amp; Development</b> | square feet | \$ 0        | 0                      |
| <b>Commercial</b>                 | square feet | \$ 0        | 0                      |
| <b>Retail</b>                     | square feet | \$ 0        | 0                      |
| <b>Office</b>                     | square feet | \$ 0        | 0                      |
|                                   |             | \$ 0        | 0                      |



Specify Other

square feet

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

<BLANK>

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking

Will project result in significant utility infrastructure cost or uses

No

What is your project timetable (Provide dates)

Start date : acquisition of equipment or construction of facilities

10/1/2016

End date : Estimated completion date of project

10/1/2016

Project occupancy : estimated starting date of operations

10/1/2016

Have construction contracts been signed?

Yes

Have site plans been submitted to the appropriate planning department for approval?

<BLANK>

Has the Project received site plan approval from the appropriate planning department?

Yes

Is project necessary to expand project employment?

No

Is project necessary to retain existing employment?

No

Employment Plan (Specific to the proposed project location):

|           | Current # of jobs at proposed project location or to be relocated at project location | IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be RETAINED | IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be CREATED upon TWO years after Project completion | Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PT jobs to be created upon TWO Years after Project Completion ** |
|-----------|---|---|--|---|
| Full time | 0   | 0   | 0  | 0   |
| Part time | 0   | 0   | 0  | 0   |
| Total     | 0   | 0   | 0  |   |

\*\* The Labor Market Area includes the Counties of Erie, Niagara, Genesee, Cattaraugus, Wyoming and Chautauqua. For the purposes of this question, please estimate the number of FTE and PT jobs that will be filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column.

\*\*\*By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2). This estimate, based on information provided above, will be included within the PILOT worksheet in the additional documents section.

Salary and Fringe Benefits for Jobs to be Retained and Created:

| <b>Category of Jobs to be Retained and Created</b> | <b>Average Salary</b> | <b>Average Fringe Benefits</b> |
|--|-----------------------|--------------------------------|
| <b>Management</b>                                  | \$ 0                  | \$ 0                           |
| <b>Professional</b>                                | \$ 0                  | \$ 0                           |
| <b>Administrative</b>                              | \$ 0                  | \$ 0                           |
| <b>Production</b>                                  | \$ 0                  | \$ 0                           |
| <b>Independent Contractor</b>                      | \$ 0                  | \$ 0                           |
| <b>Other</b>                                       | \$ 0                  | \$ 0                           |

Employment at other locations in Erie County: (provide address and number of employees at each location):

| <b>Address</b>   |   |   |   |
|------------------|---|---|---|
| <b>Full time</b> | 0 | 0 | 0 |
| <b>Part time</b> | 0 | 0 | 0 |
| <b>Total</b>     | 0 | 0 | 0 |

**Will any of the facilities described above be closed or subject to reduced activity?**

No

Payroll Information

**Annual Payroll at Proposed Project Site**

\$ 0

**Estimated average annual salary of jobs to be retained**

\$ 0

**Estimated average annual salary of jobs to be created**

\$ 0

**Estimated salary range of jobs to be created**

**From** \$ 0 **To** \$ 0

**Is the project reasonably necessary to prevent the project occupant from moving out of New York State?**

No

**If yes, please explain and identify out-of-state locations investigated**

**What competitive factors led you to inquire about sites outside of New York State?**

NA

**Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?**

No

**If yes, please indicate the Agency and nature of inquiry below**

**Do you anticipate applying for any other assistance for this project?**

No

**If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)**

**Section III: Facility Type - Single or Multi Tenant**

**Is this a Single Use Facility or a Multi-Tenant Facility?**

Single Use Facility

For Single Use Facility

**Occupant Name** NA

**Address**

**Contact Person**

**Phone**

**Fax**

**E-Mail**

**Federal ID #**

**SIC/NAICS Code**

Multi-Tenant Facility

**Please explain what market conditions support the construction of this multi-tenant facility**

**Have any tenant leases been entered into for this project?**

<BLANK>

**If yes, please fill out a tenant form in section VII, for each tenant.**

| <b>Tenant Name</b> | <b>Current Address (city, state, zip)</b> | <b># of sq ft and % of total to be occupied at new projet site</b> | <b>SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.</b> |
|--------------------|---|--|---|
|--------------------|---|--|---|

**Section VI: Inter-Municipal Move Determination**

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

**Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?** No

**Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?** No

**If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:**

**Does this project involve relocation or consolidation of a project occupant from another municipality or abandonment of an existing facility?**

**Within New York State** No

**Within Erie County** No

**If Yes to either question, please, explain**

**Will the project result in a relocation of an existing business operation from the City of Buffalo?**

No

**If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)**

**What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)**

NA

**If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?**

<BLANK>

**What factors have lead the project occupant to consider remaining or locating in Erie County?**

**If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?**

**Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.**

## Section VII: Adaptive Reuse Projects

|   |         |
|---|---------|
| Are you applying for tax incentives under the Adaptive Reuse Program?   | No      |
| What is the age of the structure (in years)?  | 0       |
| Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)   | <BLANK> |
| If vacant, number of years vacant.  | 0       |
| If underutilized, number of years underutilized.  | 0       |
| Describe the use of the building during the time it has been underutilized:   |         |
| Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)   | <BLANK> |
| If yes, please provide dollar amount of income being generated, if any  | \$      |
| Does the site have historical significance?   | <BLANK> |
| Are you applying for either State/Federal Historical Tax Credit Programs?   | No      |
| If yes, provide estimated value of tax credits  | \$      |
| Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages) |         |
| NA  |         |
| Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities   |         |
| NA  |         |
| Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments                                       |         |

## **Section VIII: Senior Citizen Rental Housing Projects**

**Are you applying for tax incentives under the Senior Rental Housing policy?**

No

**Has the project received written support from the city, town or village government in which it is located?**

<BLANK>

**Describe the location of the project as it relates to the project's proximity to the town / village / city center or to a recognized hamlet.**

**Is the project consistent with the applicable municipal master plan?**

<BLANK>

**If yes, please provide a narrative identifying the master plan (by name) and describing how the project aligns with the plan details**

**Does the project advance efforts to create a walkable neighborhood and community in proximity to important local amenities and services?**

<BLANK>

**If yes, please provide a narrative describing the walkable nature of the project including access seniors would have to specific neighborhood amenities.**

**Has a market study shown that there is a significant unmet need in the local community or specific neighborhood where seniors are unable to find appropriate housing opportunities?**

<BLANK>

**Is the project located in an area (defined as a 1 – 5 mile radius of the project site) where there are significant local resident populations that are at or below the median income level?**

<BLANK>

**If yes, please describe how you made this determination based upon census tract and other relevant third party data.**

**Does the project provide amenities that are attractive to seniors and differentiates the project from standard market rate housing?**

<BLANK>

**If yes, please describe these amenities (examples may include: community rooms, social / recreational activity areas, senior-oriented fixtures and safety amenities, security systems, call systems, on site medical services)**

**Are there impediments that hinder the ability to conventionally finance this project and /or negatively impact the project's return on investment?**

<BLANK>

**If yes, please briefly summarize the financial obstacles to development that this project faces without IDA or other public assistance. Please provide the IDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)**

**Will the project target (and maintain during the incentive period) a minimum 50% occupancy rate of senior citizens whose income is at or below 60-80% of the median income for Erie County?**

<BLANK>

**If yes, please describe provide a narrative citing key facts that substantiate this finding.**

## Section IX: Retail Determination

**Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?** No

If yes, complete the Retail Questionnaire Supplement below.

**What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?** 0 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

**Will the project be operated by a not-for-profit corporation?** <BLANK>

**Is the project location or facility likely to attract a significant number of visitors from outside the economic development region (Erie, Niagara, Allegheny, Chautauqua and Cattaraugus counties) in which the project will be located?** <BLANK>

If yes, please provide a third party market analysis or other documentation supporting your response.

**Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality? Are services provided at the proposed project site needed because of a lack of reasonably accessible retail trade facilities offering such goods or services?** <BLANK>

If yes, please provide a market analysis supporting your response.

**Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York?** <BLANK>

If yes, explain

**Is the project located in a Highly Distressed Area?** <BLANK>



**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")**

**Proposed Budget for 2017**

**DRAFT**

|   | <b>Proposed<br/>Budget<br/>2017</b> | <b>Approved<br/>Budget<br/>2016</b> | <b>Projected<br/>2016</b> | <b>Actual<br/>2015</b> |
|---|-------------------------------------|-------------------------------------|---------------------------|------------------------|
| <b>REVENUES:</b>                                  |                                     |                                     |                           |                        |
| Administrative Fees                               | \$ 1,800,000                        | \$ 1,800,000                        | \$ 2,000,000              | \$ 3,756,732           |
| Affiliate Management Fees                         | 353,500                             | 342,500                             | 364,700                   | 353,137                |
| Management Fees - BUDC                            | 42,000                              | 42,000                              | 40,000                    | 38,637                 |
| Interest Income - Loans                           | 7,200                               | 7,250                               | 5,742                     | 13,741                 |
| Interest Income - Cash & Investments              | 24,500                              | 14,500                              | 21,614                    | 14,709                 |
| Rental Income                                     | 254,000                             | 254,600                             | 292,147                   | 182,216                |
| Other Income                                      | 42,500                              | 32,500                              | 33,570                    | 27,805                 |
| UDAG Venture Investment Income                    | -                                   | 675,000                             | -                         | 1,218,549              |
| UDAG Venture Sale Income (one-time receipt)       | 880,000                             | -                                   | 5,366,076                 | -                      |
| <b>Total Revenues</b>                             | <b>3,403,700</b>                    | <b>3,168,350</b>                    | <b>8,123,850</b>          | <b>5,605,526</b>       |
| <b>EXPENSES:</b>                                  |                                     |                                     |                           |                        |
| Salaries & Benefits                               | 2,134,107                           | 2,060,866                           | 1,946,814                 | 1,855,769              |
| Professional Services                             | 266,500                             | 306,500                             | 325,217                   | 191,069                |
| General Office Expenses                           | 260,700                             | 197,250                             | 251,687                   | 220,654                |
| Insurance Expense                                 | 100,000                             | 107,120                             | 100,000                   | 102,907                |
| Marketing Expenses                                | 75,000                              | 78,000                              | 44,153                    | 47,472                 |
| Invest Buffalo Niagara Membership                 | 75,000                              | 75,000                              | 75,000                    | 75,000                 |
| Public Notices                                    | 25,000                              | 25,000                              | 14,705                    | 27,746                 |
| Building Operating Costs                          | 191,560                             | 208,200                             | 159,758                   | 170,070                |
| Travel, Mileage & Meeting Expenses                | 82,000                              | 78,000                              | 68,059                    | 61,952                 |
| Other Expenses                                    | 15,000                              | 18,000                              | 14,323                    | 7,563                  |
| <b>Total Expenses</b>                             | <b>3,224,867</b>                    | <b>3,153,936</b>                    | <b>2,999,715</b>          | <b>2,760,202</b>       |
| <b>GRANT INCOME:</b>                              |                                     |                                     |                           |                        |
| Revenues  | 250,000                             | 250,000                             | 50,000                    | 36,484                 |
| Expenses  | (250,000)                           | (250,000)                           | (53,816)                  | (9,225)                |
|   | -                                   | -                                   | (3,816)                   | 27,259                 |
| <b>NET INCOME (LOSS) BEFORE DEPRECIATION:</b>     | <b>178,833</b>                      | <b>14,414</b>                       | <b>5,120,320</b>          | <b>2,872,583</b>       |
| Depreciation                                      | (140,000)                           | (140,000)                           | (140,012)                 | (137,120)              |
| <b>NET INCOME (LOSS) BEFORE SPECIAL PROJECTS:</b> | <b>38,833</b>                       | <b>(125,586)</b>                    | <b>4,980,308</b>          | <b>2,735,463</b>       |
| N7+ consultants/expense reserve                   | (750,000)                           | -                                   | -                         | -                      |
| <b>NET INCOME (LOSS) AFTER SPECIAL PROJECTS:</b>  | <b>\$ (711,167)</b>                 | <b>\$ (125,586)</b>                 | <b>\$ 4,980,308</b>       | <b>\$ 2,735,463</b>    |

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")  
Proposed Budget for Fiscal 2017 - Special Projects  
DRAFT**

|   | Source of Funds                        | Proposed Budget 2017  | Budget 2016           | Projected Actual 2016 | Actual 2015         |
|---|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>NET INCOME (LOSS) AFTER SPECIAL PROJECTS:</b>  |  | <b>\$ (711,167)</b>   | <b>\$ (125,586)</b>   | <b>\$ 4,980,308</b>   | <b>\$ 2,735,463</b> |
| <b>SPECIAL PROJECTS:</b>                          |  |                       |                       |                       |                     |
| <b>Initiatives for a Smart Economy:</b>           |  |                       |                       |                       |                     |
|   | Venture Capital Co-Investment          | ?                     | 1,000,000 *           | -                     | -                   |
| <b>Partner Initiatives:</b>                       |  |                       |                       |                       |                     |
|   | Grow Erie Fund (NDC)                   | UDAG                  | 500,000 *             | -                     | -                   |
|   | IBN Contribution (IBN)                 | ** UDAG               | -                     | -                     | -                   |
| <b>Other Initiatives:</b>                         |  |                       |                       |                       |                     |
|   | Forgivable Attraction Loan(s)          | *** UDAG              | 2,000,000             | -                     | -                   |
| <b>External Special Projects:</b>                 |  |                       |                       |                       |                     |
|   | Beverly Gray                           | UDAG                  | (A)                   | 250,000               | -                   |
|   | Launch New York Grant                  | **** UDAG             | (A)                   | 100,000               | 200,000             |
|   | Buffalo Building Reuse Project (BUDC)  | UDAG                  | (A)                   | 75,000                | 100,000             |
|   | Canadian Lead Generation (IBN)         | UDAG                  | (A)                   | 100,000               | -                   |
|   | Labor Market Assessment (IBN)          | UDAG                  | (A)                   | 75,000                | -                   |
|   | WNY Incubator Network                  | UDAG                  | (A)                   | 20,000                | -                   |
|   | Red Cross Campus                       | 4,200,000 *           | (A)                   | -                     | -                   |
|   | Bethlehem Steel/N7+                    | UDAG 2,700,000 *      | (A)                   | -                     | -                   |
|   | <b>Total External Special projects</b> | <b>6,900,000</b>      | <b>750,000</b>        | <b>620,000</b>        | <b>300,000</b>      |
|   | <b>Total Special Project Expenses</b>  | <b>8,400,000</b>      | <b>4,250,000</b>      | <b>620,000</b>        | <b>300,000</b>      |
| <b>NET INCOME (LOSS) AFTER OTHER INVESTMENTS:</b> |  | <b>\$ (9,111,167)</b> | <b>\$ (4,375,586)</b> | <b>\$ 4,360,308</b>   | <b>\$ 2,435,463</b> |

\* These line items are reported as expenses in the above budget for cash flow purposes, but will be reported as assets on the balance sheet for accounting purposes.

\*\* Annual membership to Invest Buffalo Niagara (formerly Buffalo Niagara Enterprise) is now accounted for in the General Fund budget.

\*\*\* 2016 was the final year of a three year, \$300,000 commitment to Launch NY.

\*\*\*\* In the past, \$2,000,00 has been reserved for a forgivable loan; due to not activity over the past couple of years, we have excluded this from the proceeding year budget, however, the monies are available in the UDAG cash account if an opportunity presents itself.

(A) A budget of \$750,000 was approved for 2016 external special projects. Each project was presented to and approved by the Board separately for individual funding amounts.

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")**  
**Proposed 3 Year Forecast 2018-2020**

|   | <b>Proposed<br/>Budget<br/>2017</b> | <b>Forecast<br/>2018</b> | <b>Forecast<br/>2019</b> | <b>Forecast<br/>2020</b> |
|---|-------------------------------------|--------------------------|--------------------------|--------------------------|
| <b>REVENUES:</b>                                  |                                     |                          |                          |                          |
| Administrative Fees                               | \$ 1,800,000                        | \$ 1,800,000             | \$ 1,800,000             | \$ 1,850,000             |
| Affiliate Management Fees                         | 353,500                             | 364,000                  | 375,000                  | 386,000                  |
| Management Fees - BUDC                            | 42,000                              | 43,000                   | 44,000                   | 45,000                   |
| Interest Income - Loans                           | 7,200                               | 6,000                    | 6,000                    | 6,000                    |
| Interest Income - Cash & Investments              | 24,500                              | 18,000                   | 18,500                   | 19,000                   |
| Rental Income                                     | 254,000                             | 255,000                  | 255,000                  | 255,000                  |
| Other Income                                      | 42,500                              | 40,000                   | 40,000                   | 40,000                   |
| UDAG Venture Sale Income                          | 880,000                             | -                        | -                        | -                        |
| <b>Total Revenues</b>                             | <b>3,403,700</b>                    | <b>2,526,000</b>         | <b>2,538,500</b>         | <b>2,601,000</b>         |
| <b>EXPENSES:</b>                                  |                                     |                          |                          |                          |
| Salaries & Benefits                               | 2,134,107                           | 2,198,000                | 2,264,000                | 2,332,000                |
| Professional Services                             | 266,500                             | 205,000                  | 205,000                  | 205,000                  |
| General Office Expenses                           | 260,700                             | 269,000                  | 277,000                  | 285,000                  |
| Insurance Expense                                 | 100,000                             | 103,000                  | 106,000                  | 109,000                  |
| Marketing Expenses                                | 75,000                              | 77,000                   | 79,000                   | 81,000                   |
| Buffalo Niagara Enterprise Membership             | 75,000                              | 75,000                   | 75,000                   | 75,000                   |
| Public Notices                                    | 25,000                              | 26,000                   | 27,000                   | 28,000                   |
| Building Operating Costs                          | 191,560                             | 197,000                  | 203,000                  | 209,000                  |
| Travel, Mileage & Meeting Expenses                | 82,000                              | 84,000                   | 87,000                   | 90,000                   |
| Other Expenses                                    | 15,000                              | 15,000                   | 15,000                   | 15,000                   |
| <b>Total Expenses</b>                             | <b>3,224,867</b>                    | <b>3,249,000</b>         | <b>3,338,000</b>         | <b>3,429,000</b>         |
| <b>GRANT INCOME:</b>                              |                                     |                          |                          |                          |
| Revenues  | 250,000                             | 250,000                  | 250,000                  | 250,000                  |
| Expenses  | (250,000)                           | (250,000)                | (250,000)                | (250,000)                |
|   | -                                   | -                        | -                        | -                        |
| <b>NET INCOME/(LOSS) BEFORE DEPRECIATION:</b>     | <b>178,833</b>                      | <b>(723,000)</b>         | <b>(799,500)</b>         | <b>(828,000)</b>         |
| Depreciation                                      | (140,000)                           | (140,000)                | (140,000)                | (140,000)                |
| <b>NET INCOME (LOSS) BEFORE SPECIAL PROJECTS:</b> | <b>38,833</b>                       | <b>(863,000)</b>         | <b>(939,500)</b>         | <b>(968,000)</b>         |
| N7+ consultants/expense reserve                   | (750,000)                           | -                        | -                        | -                        |
| <b>NET INCOME (LOSS) AFTER SPECIAL PROJECTS:</b>  | <b>\$ (711,167)</b>                 | <b>\$ (863,000)</b>      | <b>\$ (939,500)</b>      | <b>\$ (968,000)</b>      |

**Erie County Industrial Development Agency**  
**Five Year Capital Budget 2017-2021**  
**DRAFT**

|                                  | <u>2017</u>              | <u>2018</u>             | <u>2019</u>             | <u>2020</u>             | <u>2021</u>             | <u>Total</u>             |
|----------------------------------|--------------------------|-------------------------|-------------------------|-------------------------|-------------------------|--------------------------|
| <b>Facilities:</b>               |                          |                         |                         |                         |                         |                          |
| <b><u>143 Genesee Street</u></b> |                          |                         |                         |                         |                         |                          |
| <b>Exterior</b>                  |                          |                         |                         |                         |                         |                          |
| Exterior Envelope                | \$ -                     | \$ -                    | \$ 36,500               | \$ 17,000               | \$ 30,000               | \$ 83,500                |
| Landscaping                      | 5,300                    | -                       | -                       | -                       | -                       | 5,300                    |
| Lighting                         | 5,000                    | -                       | -                       | -                       | 9,000                   | 14,000                   |
| Glazing                          | 5,000                    | -                       | -                       | -                       | -                       | 5,000                    |
| Entry Doors                      | -                        | -                       | -                       | 14,000                  | -                       | 14,000                   |
| <b>Interior</b>                  |                          |                         |                         |                         |                         |                          |
| Kitchen                          | -                        | 33,000                  | -                       | -                       | -                       | 33,000                   |
| Bathrooms                        | 17,000                   | -                       | -                       | -                       | -                       | 17,000                   |
| Electrical                       | -                        | -                       | -                       | 8,000                   | -                       | 8,000                    |
| Painting                         | 4,500                    | -                       | -                       | -                       | -                       | 4,500                    |
| Sustainability                   | -                        | 5,000                   | -                       | -                       | -                       | 5,000                    |
| Misc                             | 3,200                    | 2,000                   | 3,500                   | 1,000                   | 1,000                   | 10,700                   |
|                                  | <u>40,000</u>            | <u>40,000</u>           | <u>40,000</u>           | <u>40,000</u>           | <u>40,000</u>           | <u>200,000</u>           |
| <b><u>95 Perry Street</u></b>    |                          |                         |                         |                         |                         |                          |
| <b>Interior</b>                  |                          |                         |                         |                         |                         |                          |
| Misc                             | 10,000                   | 10,000                  | 10,000                  | 10,000                  | 10,000                  | 50,000                   |
| Total Facilities                 | <u>50,000</u>            | <u>50,000</u>           | <u>50,000</u>           | <u>50,000</u>           | <u>50,000</u>           | <u>250,000</u>           |
| <b>Information Technology:</b>   |                          |                         |                         |                         |                         |                          |
| Accounting/loan software         | 35,000                   | -                       | -                       | -                       | -                       | 35,000                   |
| Network infrastructure           | 18,000                   | -                       | -                       | -                       | -                       | 18,000                   |
| Phone system                     | 10,000                   | -                       | -                       | -                       | -                       | 10,000                   |
| Servers                          | 8,000                    | -                       | -                       | 8,000                   | -                       | 16,000                   |
| Misc.                            | 5,000                    | 2,500                   | 2,500                   | 2,500                   | 2,500                   | 15,000                   |
| Total Information Technology     | <u>76,000</u>            | <u>2,500</u>            | <u>2,500</u>            | <u>10,500</u>           | <u>2,500</u>            | <u>94,000</u>            |
| <b>GRAND TOTAL</b>               | <b><u>\$ 126,000</u></b> | <b><u>\$ 52,500</u></b> | <b><u>\$ 52,500</u></b> | <b><u>\$ 60,500</u></b> | <b><u>\$ 52,500</u></b> | <b><u>\$ 344,000</u></b> |

**REGIONAL DEVELOPMENT CORPORATION ("RDC")**  
**Proposed Budget for 2017**  
**DRAFT**

|                               | <b>Proposed<br/>Budget<br/>2017</b> | <b>Approved<br/>Budget<br/>2016</b> | <b>Projected<br/>2016</b> | <b>Actual<br/>2015</b> |
|-------------------------------|-------------------------------------|-------------------------------------|---------------------------|------------------------|
| <b>REVENUES:</b>              |                                     |                                     |                           |                        |
| Interest Income - Loans       | \$ 420,000                          | \$ 432,000                          | \$ 408,278                | \$ 379,056             |
| Interest Income - Cash & Inv. | 8,398                               | 6,866                               | 2,681                     | 4,922                  |
| Administrative Fees           | 15,000                              | 15,000                              | 22,625                    | 17,531                 |
| Other Income                  | 7,500                               | 7,500                               | 14,023                    | 441,188                |
| Total Revenues                | 450,898                             | \$ 461,366                          | 447,607                   | 842,697                |
| <b>EXPENSES:</b>              |                                     |                                     |                           |                        |
| ECIDA Management Fee*         | \$ 335,000                          | \$ 325,000                          | \$ 338,000                | \$ 335,045             |
| Provision for Loan Losses**   | 200,000                             | 200,000                             | 75,000                    | 15,729                 |
| Rent & Facilities Expenses    | 18,000                              | 17,000                              | 17,000                    | 17,646                 |
| Professional Services         | 70,500                              | 71,500                              | 35,000                    | 33,395                 |
| Marketing & Other Expenses    | 3,250                               | 3,250                               | 2,301                     | 1,528                  |
| Total Expenses                | 626,750                             | 616,750                             | 467,301                   | 403,343                |
| <b>NET INCOME/(LOSS):</b>     | <b>\$ (175,852)</b>                 | <b>\$ (155,384)</b>                 | <b>\$ (19,695)</b>        | <b>\$ 439,354</b>      |

\* Represents an allocation of salary and benefit costs from the ECIDA based on staff time charged to the RDC.

|                            |               |
|----------------------------|---------------|
| ** Est'd 2017 Loan Balance | \$ 10,500,000 |
| Provision for Loan Losses  | (200,000)     |
| Percentage of Loans        | 1.9%          |

**REGIONAL DEVELOPMENT CORPORATION ("RDC")**  
**Proposed 3 Year Forecast 2018-2020**

|                               | <b>Proposed<br/>Budget<br/>2017</b> | <b>Forecast<br/>2018</b> | <b>Forecast<br/>2019</b> | <b>Forecast<br/>2020</b> |
|-------------------------------|-------------------------------------|--------------------------|--------------------------|--------------------------|
| <b>REVENUES:</b>              |                                     |                          |                          |                          |
| Interest Income - Loans       | \$ 420,000                          | \$ 500,000               | \$ 500,000               | \$ 500,000               |
| Interest Income - Cash & Inv. | 8,398                               | 20,000                   | 20,000                   | 20,000                   |
| Administrative Fees           | 15,000                              | 15,000                   | 15,000                   | 15,000                   |
| Other Income                  | 7,500                               | 7,500                    | 7,500                    | 7,500                    |
| <b>Total Revenues</b>         | <b>450,898</b>                      | <b>542,500</b>           | <b>542,500</b>           | <b>542,500</b>           |
| <b>EXPENSES:</b>              |                                     |                          |                          |                          |
| ECIDA Management Fee*         | \$ 335,000                          | \$ 325,000               | \$ 330,000               | \$ 330,000               |
| Provision for Loan Losses     | 200,000                             | 200,000                  | 200,000                  | 200,000                  |
| Rent & Facilities Expenses    | 18,000                              | 18,000                   | 19,000                   | 19,000                   |
| Professional Services         | 70,500                              | 75,000                   | 75,000                   | 75,000                   |
| General Office Expenses       | -                                   | 1,000                    | 1,000                    | 1,000                    |
| Marketing & Other Expenses    | 3,250                               | 5,000                    | 5,000                    | 5,000                    |
| <b>Total Expenses</b>         | <b>626,750</b>                      | <b>624,000</b>           | <b>630,000</b>           | <b>630,000</b>           |
| <b>NET INCOME/(LOSS):</b>     | <b>\$ (175,852)</b>                 | <b>\$ (81,500)</b>       | <b>\$ (87,500)</b>       | <b>\$ (87,500)</b>       |

\* Represents an allocation of salary and benefit costs from the ECIDA based on staff time charged to the RDC.

**BUFFALO & ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC")  
Proposed Budget for 2017**

|                                      | <b>Proposed<br/>Budget<br/>2017</b> | <b>Approved<br/>Budget<br/>2016</b> | <b>Projected<br/>2016</b> | <b>Actual<br/>2015</b> |
|--------------------------------------|-------------------------------------|-------------------------------------|---------------------------|------------------------|
| <b>REVENUES:</b>                     |                                     |                                     |                           |                        |
| Interest Income - Loans              | \$ 30                               | \$ 100                              | \$ 84                     | \$ 500                 |
| Interest Income - Cash & Investments | -                                   | 30                                  | -                         | 1                      |
| Other Income                         | -                                   | -                                   | 1,322                     | 1,768,614              |
| <b>Total Revenues</b>                | <b>30</b>                           | <b>130</b>                          | <b>1,406</b>              | <b>1,769,115</b>       |
| <b>EXPENSES:</b>                     |                                     |                                     |                           |                        |
| ECIDA Management Fee*                | \$ 500                              | \$ 500                              | 500                       | \$ 1,764,933           |
| Provision for Loan Losses            | -                                   | -                                   | -                         | (6,632)                |
| Professional Services                | 300                                 | 400                                 | 588                       | 325                    |
| General Office Expenses              | 100                                 | 100                                 | -                         | -                      |
| Other Expenses                       | 500                                 | -                                   | 1,768                     | 28,513                 |
| <b>Total Expenses</b>                | <b>1,400</b>                        | <b>1,000</b>                        | <b>2,856</b>              | <b>1,787,139</b>       |
| <b>NET INCOME/(LOSS):</b>            | <b>\$ (1,370)</b>                   | <b>\$ (870)</b>                     | <b>\$ (1,450)</b>         | <b>\$ (18,024)</b>     |

\* Represents an allocation of salary and benefit costs from the ECIDA based on time charged to the ILDC.

**INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC")**  
**Proposed 3-Year Forecast 2018-2020**

|                                      | <b>Proposed<br/>Budget<br/>2017</b> | <b>Forecast<br/>2018</b> | <b>Forecast<br/>2019</b> | <b>Forecast<br/>2020</b> |
|--------------------------------------|-------------------------------------|--------------------------|--------------------------|--------------------------|
| <b>REVENUES:</b>                     |                                     |                          |                          |                          |
| Interest Income - Loans              | \$ 30                               | \$ -                     | \$ -                     | \$ -                     |
| Interest Income - Cash & Investments | -                                   | 40                       | 45                       | 45                       |
| Other Income                         | -                                   | -                        | -                        | -                        |
| Total Revenues                       | 30                                  | 40                       | 45                       | 45                       |
| <b>EXPENSES:</b>                     |                                     |                          |                          |                          |
| ECIDA Management Fee*                | \$ 500                              | \$ 100                   | \$ 100                   | \$ 100                   |
| Provision for Loan Losses            | -                                   | -                        | -                        | -                        |
| Professional Services                | 300                                 | 100                      | 100                      | 100                      |
| General Office Expenses              | 100                                 | 100                      | 100                      | 100                      |
| Other Expenses                       | 500                                 | -                        | -                        | -                        |
| Total Expenses                       | 1,400                               | 300                      | 300                      | 300                      |
| <b>NET INCOME/(LOSS):</b>            | \$ (1,370)                          | \$ (260)                 | \$ (255)                 | \$ (255)                 |

\* Represents an allocation of salary and benefit costs from the ECIDA based on time charged to the ILDC.