

**Buffalo & Erie County
Industrial Land Development Corp
2023 Budget**

Industrial Land Development Corporation (ILDC)

2023 Budget + 3 Year Forecast

The Industrial Land Development Corporation (“ILDC”) consists of two sub-funds (Erie County’s Business Development Fund (“BDF”) and a general fund. The ILDC administers the BDF microloan fund on behalf of Erie County for HUD-eligible small businesses that would not otherwise be able to obtain such financing from commercial sources. The ILDC also issues tax-exempt bonds on behalf of various not-for-profit organizations in Erie County.

A. Overview of Changes in 2023 Budget:

A summary of the key changes between the 2023 budget and the projected 2022 results:

- The Erie County BDF microloan fund was reprogrammed into a loan/grant program in the wake of the COVID-19 pandemic, resulting in increased budgeted loan interest income. New loans are funded with grant income from Erie County passed through the ECIDA.
- The ECIDA Management Fee represents a fee charged by the ECIDA for services that its employees provide, since ILDC has no employees of its own. The fee is expected to increase by approximately \$4,000 due to anticipated increases in ECIDA staff salaries and benefit costs.
- Land owned by the ILDC at Renaissance Commerce Park is driving budgeted increases in proceeds from land sales. Professional services consist of legal, consulting, and auditing costs, and are budgeted to increase by about \$16,000 (33%) in 2023. This is due to the legal costs associated with land owned and environmental consulting costs anticipated in 2023. Development and marketing costs are expected to increase in 2023 as well, with the intent to sell property that is owned in both Lackawanna and Evans, NY.
- The Special Projects section of the budget relates to grants. ILDC expects to recognize \$2.6 million from Empire State Development in 2023 related to infrastructure and road work at Renaissance Commerce Park. A total of \$170,000 is budgeted to be used in 2023 for carrying costs related to owned properties, which will be granted by ECIDA’s UDAG fund. Other grant revenue consists of \$283,000 for master planning at the ILDC’s Evans property.

B. Summary of Risk Factors impacting the 2023 Budget:

The following significant risk factors may influence the 2023 budget:

1. Due to numerous uncertainties, the value of collateral, guarantees, etc., the ILDC may experience loan losses that are currently not included in the budget.
2. In the past, the ILDC has generated fee income from issuing tax-exempt debt. These monies are received directly by ILDC and then paid to ECIDA. However, due to the infrequent nature of these activities, and the uncertainty as to when such transactions will occur, ILDC has not included any bond closings in the 2023 budget. It is possible a tax-exempt bond is issued within the next year and both income and expenses will be recognized, accordingly.

BUFFALO & ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC")
Budget for 2023

	Budget 2023	Approved Budget 2022	Projected 2022	Actual 2021
REVENUES:				
Interest Income - Loans	\$ 13,000	\$ 5,800	\$ 9,815	\$ 1,861
Grant Income	140,000	-	388,352	560,000
Proceeds from Land Sales	300,000	250,000	(144,898)	(146,122)
Other Income	-	-	184,450	9,600
Interest Income - Cash & Investments	200	100	143	206
Total Revenues	453,200	255,900	437,862	425,546
EXPENSES:				
ECIDA Management Fee*	190,000	\$ 120,000	186,000	\$ 124,534
Provision for Loan Losses	15,000	-	-	74,079
Professional Services	65,000	65,000	48,937	28,953
Development & Marketing Expenses	35,000	30,000	-	6,297
Other Expenses	8,175	3,675	19,704	7,887
Total Expenses	313,175	218,675	254,641	241,751
SPECIAL PROJECTS:				
Industrial Land Park - ESD	2,612,350	3,502,500	1,000,000	715,106
Industrial Land Park - ECIDA	70,000	100,000	19,775	187,255
Angola Ag Park - ECIDA	100,000	100,000	37,462	25,696
Other grant revenue	283,304	607,342	366,886	325,650
Industrial Land Park grant reimbursement	(150,000)	-	(103,625)	(104,500)
Industrial Land Park grant costs	(2,682,350)	(3,602,500)	20,825	(194,225)
Angola Ag Park grant costs	(100,000)	(100,000)	(8,333)	(29,681)
Other grant expenses	(297,304)	(621,342)	(49,729)	(287,686)
	(164,000)	(14,000)	1,283,261	637,614
NET INCOME/(LOSS) BEFORE DEPRECIATION:	\$ (23,975)	\$ 23,225	\$ 1,466,482	\$ 821,410
Depreciation	650	975	975	975
NET INCOME/(LOSS):	\$ (24,625)	\$ 22,250	\$ 1,465,507	\$ 820,434

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

BUFFALO & ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC")
Budget and Three Year Forecast 2024-2026

	Budget 2023	Forecast 2024	Forecast 2025	Forecast 2026
REVENUES:				
Interest Income - Loans	\$ 13,000	\$ 13,000	\$ 13,650	\$ 12,968
Grant Income	140,000	-	-	-
Proceeds from Land Sales	300,000	300,000	300,000	300,000
Other Income	-	-	-	-
Interest Income - Cash & Investments	200	100	100	100
Total Revenues	453,200	313,100	313,750	313,068
EXPENSES:				
ECIDA Management Fee*	190,000	\$ 55,000	\$ 55,000	\$ 55,000
Provision for Loan Losses	15,000	15,000	15,000	15,000
Professional Services	65,000	50,000	50,000	50,000
Development & Marketing Expenses	35,000	15,000	15,000	15,000
Other Expenses	8,175	2,500	4,000	5,000
Total Expenses	313,175	137,500	139,000	140,000
SPECIAL PROJECTS:				
Industrial Land Park - ESD	2,612,350	-	-	-
Industrial Land Park - ECIDA	70,000	-	-	-
Angola Ag Park - ECIDA	100,000	-	-	-
Other grant revenue	283,304	-	-	-
Industrial Land Park grant reimbursement	(150,000)	(150,000)	(150,000)	(150,000)
Industrial Land Park grant costs	(2,682,350)	-	-	-
Angola Ag Park grant costs	(100,000)	-	-	-
Other grant expenses	(297,304)	-	-	-
	(164,000)	(150,000)	(150,000)	(150,000)
NET INCOME/(LOSS) BEFORE DEPRECIATION:	\$ (23,975)	\$ 25,600	\$ 24,750	\$ 23,068
Depreciation	650	650	650	650
NET INCOME/(LOSS):	\$ (24,625)	\$ 24,950	\$ 24,100	\$ 22,418

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



Budget Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 10/28/2022
 Status: CERTIFIED
 Certified Date: 10/28/2022

Budget & Financial Plan

Budgeted Revenues, Expenditures, And Changes in Current Net Assets.

Last Year (Actual) 2021 Current Year (Estimated) 2022 Next Year (Adopted) 2023 Proposed 2024 Proposed 2025 Proposed 2026

	Last Year (Actual) 2021	Current Year (Estimated) 2022	Next Year (Adopted) 2023	Proposed 2024	Proposed 2025	Proposed 2026
REVENUE & FINANCIAL SOURCES						
Operating Revenues						
Charges For Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Rental And Financing Income	\$1,861.00	\$9,815.00	\$13,000.00	\$13,000.00	\$13,650.00	\$12,968.00
Other Operating Revenues	\$218,600.00	\$391,700.00	\$300,000.00	\$300,000.00	\$300,000.00	\$300,000.00
Non-Operating Revenues						
Investment Earnings	\$206.00	\$143.00	\$200.00	\$100.00	\$100.00	\$100.00
State Subsidies/Grants	\$715,106.00	\$1,000,000.00	\$2,612,350.00	\$0.00	\$0.00	\$0.00
Federal Subsidies/Grants	\$0.00	\$388,352.00	\$140,000.00	\$0.00	\$0.00	\$0.00
Municipal Subsidies/Grants	\$818,745.00	\$41,951.00	\$283,304.00	\$0.00	\$0.00	\$0.00
Public Authority Subsidies	\$212,951.00	\$57,238.00	\$170,000.00	\$0.00	\$0.00	\$0.00
Other Nonoperating Revenues	\$66,905.00	\$324,935.00	\$0.00	\$0.00	\$0.00	\$0.00
Proceeds From The Issuance Of Debt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total revenues and financing sources	\$2,034,374.00	\$2,214,134.00	\$3,518,854.00	\$313,100.00	\$313,750.00	\$313,068.00
EXPENDITURES						
Operating Expenditures						
Salaries And Wages	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Employee Benefits	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Professional Services Contracts	\$38,099.00	\$48,937.00	\$65,000.00	\$50,000.00	\$50,000.00	\$50,000.00
Supplies And Materials	\$172.00	\$245.00	\$200.00	\$0.00	\$0.00	\$0.00
Other Operating Expenses	\$676,064.00	\$646,091.00	\$318,625.00	\$88,150.00	\$89,650.00	\$90,650.00
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	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Nonoperating Expenses	\$499,604.00	\$53,354.00	\$3,159,654.00	\$150,000.00	\$150,000.00	\$150,000.00
Total expenses	\$1,213,939.00	\$748,627.00	\$3,543,479.00	\$288,150.00	\$289,650.00	\$290,650.00
Excess (Deficiency) Of Revenues And Capital Contributions Over Expenses	\$820,435.00	\$1,465,507.00	(\$24,625.00)	\$24,950.00	\$24,100.00	\$22,418.00



Budget Report for Buffalo and Erie County Industrial Land Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 10/28/2022
Status: CERTIFIED
Certified Date: 10/28/2022

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