

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

**2020 ANNUAL REPORT**  
**(For purposes of Section 2800(2) of the Public Authorities Law)**

### **Description of the Agency:**

The Erie County Industrial Development Agency (ECIDA) is a public benefit corporation that provides tax incentives, financing programs, export assistance, land development and other economic development services to the City of Buffalo and Erie County, New York.

The ECIDA has two other affiliated not-for-profit organizations as follows:

- 1) **Buffalo and Erie County Regional Development Corporation** (“RDC”). This is a lending corporation created to administer a revolving loan fund capitalized by an Economic Development Administration grant with matching funds from the City of Buffalo and Erie County.
- 2) **Buffalo and Erie County Industrial Land Development Corporation** (“ILDC”). The ILDC was restructured in 2009 to allow it to issue tax-exempt interest debt on behalf of Erie County to assist local not-for-profit organizations finance development projects at a lower cost. On behalf of Erie County, the ILDC also administers the Erie County Business Development Fund, a micro-loan program funded from HUD Community Development Block Grant sources.

These corporations are related since they are managed by the same personnel. The ECIDA and RDC share the same Board of Directors as their oversight body. The ILDC board is comprised of five members, three of whom are ECIDA Board members. None of these corporations is owned by another corporation.

### **Purpose of the Annual Report:**

As an industrial development agency, the ECIDA and its affiliates are required to comply with New York State’s Public Authorities Law. Under this Law, the ECIDA and its affiliates are required to submit a comprehensive annual report that includes information on:

1. Operations and accomplishments
2. Financial Reports
3. Mission Statement & Measurements
4. Bonds and notes outstanding
5. Compensation (for those earning \$100,000 +)
6. Projects undertaken during the year
7. Property Report
8. Code of Ethics
9. An assessment of internal control structure and effectiveness
10. Legislation that forms the statutory basis of the authority
11. Board structure
12. By-Laws
13. Listing of material changes in operations and programs
14. Four-year Financial Plan
15. Board Performance Evaluations

16. Assets/Services bought or sold without competitive bidding
17. Description of material pending litigation

In compliance with the Public Authorities Law, the following required information is presented for the fiscal year ended December 31, 2020.

### **1. Operations & Accomplishments:**

A report on the 2020 operations and accomplishments of the ECIDA and its affiliates is posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports>.

### **2. Financial Reports:**

#### **i) Audited Financial Statements:**

The audited financial statements for the ECIDA and its affiliates are posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports> while the financial statement certification is included on page 9.

The financial statements are audited on an annual basis by independent auditors, Freed Maxick CPAs, P.C. In their opinion, the financial statements present fairly, in all material respects, the financial position of the ECIDA and its affiliates as of December 31, 2020, and the changes in net assets and its cash flows for the years then ended in conformity with accounting principals generally accepted in the United States of America.

#### **ii) Grants & Subsidy Programs:**

The ECIDA and its affiliates are recipients of various pass-through Federal, State and local grant programs that are utilized for land development, loan, and other economic development programs. Details of the various grants are outlined in the notes to the audited financial statements.

In accomplishing its mission, the ECIDA does not receive any operational funding or subsidies from Federal, State, County or local sources. Instead, the ECIDA relies primarily upon administrative fees charged to those businesses that utilize its products and services.

#### **iii) Operating & Financial Risks:**

The following outline some of the operating and financial risks that impact the ECIDA and its affiliates:

- New York State Legislation – The New York State Legislature can impose various restrictions on the ability of Industrial Development Agencies to provide tax incentives which could significantly impact the revenue of the ECIDA.
- Collectability of loans receivable – The RDC and ILDC operate various revolving loan programs and as such their financial results are impacted by the collectability of the related loans.

- Litigation – To provide various tax incentives or grants, the ECIDA takes a leasehold or ownership interest in various properties and is often brought into various lawsuits that could impact the ECIDA’s financial results.
- Regulations – The ECIDA, RDC and ILDC are subject to various regulations including those imposed by the NYS Authorities Budget Office and the Federal Economic Development Administration. These regulations may increase the cost of compliance or impact the financial position of the Agency.
- Local economic conditions – Since the ECIDA relies upon fees generated from various projects that it assists, a reduction in the number and/or size of those projects would significantly impact the Agency’s revenues.

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

**iv) Current bond ratings:**

The ECIDA and ILDC act as conduits for tax-exempt bond financings by various not-for-profit and other eligible borrowers. As a conduit bond issuer, the ECIDA and ILDC do not issue bonds on their own behalf and therefore are not rated by municipal bond rating agencies.

**v) Long-term liabilities including leases and employee benefit plans:**

The ECIDA has long-term liabilities that are recorded on its financial statements related to its participation as a conduit under certain New York State loan programs as outlined in the notes to the ECIDA audited financial statements. The ECIDA does not have any long-term liabilities under employee benefit plans as ECIDA employees are not covered by any defined benefit pension plans or provided with any post-retirement benefits.

The ECIDA has a lease for its office space and three minor long-term leases for office equipment. All are recorded as operating leases in the audited financial statements.

**3. Mission Statement & Performance Measurements:**

The ECIDA’s Mission Statement & Measurements Report for 2020 is included in Attachment 1. This document will be reviewed and approved by the Board at the March 24, 2021 Board meeting.

**4. Schedule of Bonds and Notes Outstanding:**

Attachment 2 summarizes the ECIDA’s and ILDC’s bonds and notes outstanding at December 31, 2020. The indebtedness shown on these schedules is conduit debt and is not an obligation of the ECIDA, ILDC, Erie County or New York State. Neither the ECIDA nor the ILDC records the assets or liabilities resulting from completed bond and note issues in their accounts since their primary function is to facilitate the financing between the borrowing companies and the bond and note holders.

## **5. Compensation Schedule:**

See Attachment 3 for a list of ECIDA employees who had a salary exceeding \$100,000 during 2020. Attachment 3A is a summary of benefits provided to those staff as per the New York State Public Authorities Reporting Information System (PARIS). Biographies for these individuals are posted on the ECIDA website at <http://www.ecidany.com/staff-directory>. Salaries and benefit information for other ECIDA staff are also reported under the PARIS system.

None of the directors of the ECIDA or its affiliates receive any compensation for their services as directors. None of the officers of the ECIDA or its affiliates receive any compensation for their services as officers beyond their compensation as employees. None of the ECIDA affiliates had any employees during 2020.

## **6. Projects Undertaken by the Corporation during 2020:**

Attachment 4 details the tax-exempt bonds and tax abatements that were approved during 2020. Attachment 4A details the loans that were funded in 2020.

## **7. Listing of Certain Property of the Corporation:**

Attachment 5 provides information regarding the real property holdings of the ECIDA and its affiliates. This listing excludes the hundreds of properties in which the ECIDA has technical title in order to convey certain tax or other benefits. The properties presented are those where the ECIDA and its affiliates have “real” beneficial ownership.

## **8. Code of Ethics:**

The Corporation’s Code of Ethics is posted on the ECIDA’s website at <http://www.ecidany.com/about-us-corporate-policies>.

## **9. Assessment of the Effectiveness of Internal Control Structure and Procedures:**

Management’s Assessment of the Effectiveness of Internal Controls of the ECIDA, RDC and ILDC is posted on the ECIDA’s website at <https://www.ecidany.com/about-us-corporate-reports>.

The ECIDA, RDC and ILDC’s independent auditors have conducted an audit of the internal control over financial reporting and their report is included in the audited financial statements posted on the ECIDA’s website at <https://www.ecidany.com/about-us-corporate-reports>.

## **10. Legislation that forms the Statutory Basis of the Authority:**

### **ECIDA**

Industrial development agencies (“IDAs”) are formed under Article 18-A of New York State General Municipal Law, as public benefit corporations. IDAs were created to

actively promote, encourage, attract and develop job and recreational opportunities and economically-sound commerce and industry in cities, towns, villages and counties throughout New York State (the “State”). IDAs are empowered to provide financial assistance to private entities through tax incentives in order to promote the economic welfare, prosperity and recreational opportunities for residents of a municipality (“Benefited Municipality”).

Section 891a of the General Municipal Law outlines the composition of the Erie County IDA membership and additional powers granted to the ECIDA. A copy of this specific legislation can be found at the following address:

[http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=\\$\\$GMU891-A\\$\\$@TXGMU0891-A+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW](http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=$$GMU891-A$$@TXGMU0891-A+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW)

#### RDC & ILDC

The RDC & ILDC are local development corporations which are formed and empowered to conduct certain projects pursuant to Not-For-Profit Corporation Law §1411. Distinguished from IDAs (which exist as public benefit corporations), LDCs are established as charitable corporations that are empowered to construct, acquire, rehabilitate and improve for use by others, industrial or manufacturing plants in the territory in which its operations are principally to be conducted (“Benefited Territory”) and to make loans. LDCs can provide financial assistance for the construction, acquisition, rehabilitation, improvement, and maintenance of facilities for others in its Benefited Territory. Specific LDC powers include the ability to: (i) disseminate information and furnish advice, technical assistance and liaison services to Federal, State and local authorities; (ii) to acquire by purchase, lease, gift, bequest, devise or otherwise, real or personal property; and (iii) to borrow money and to issue negotiable bonds, notes and other obligations. LDCs are empowered to sell, lease, mortgage or otherwise dispose of or encumber facilities or any real or personal property or any interest therein.

A copy of this specific legislation can be found at the following address:

[http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=\\$\\$NPC1411\\$\\$@TXNPC01411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW](http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=$$NPC1411$$@TXNPC01411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW)

#### **11. Description of the Authority and its Board Structure:**

##### **i) Names of Committees and Committee Members:**

The ECIDA and its affiliates operate several committees as outlined on the ECIDA website at <http://www.ecidany.com/about-us-board-committees>. Attachment 6 outlines the committee members.

##### **ii) Lists of Board Meetings & Attendance:**

A list of the various Board meetings and Board attendance is outlined on Attachment 7.

iii) Description of major authority units, subsidiaries:

The ECIDA and its affiliates do not have any subsidiaries.

iv) Number of Employees:

The ECIDA had 18 full-time employees in 2020.

v) Organizational Chart:

The ECIDA's organizational chart is posted on the ECIDA's website at:

[https://www.ecidany.com/documents/Press\\_Room/Organizational%20Chart%20-%20as%20of%20June%202019.pdf](https://www.ecidany.com/documents/Press_Room/Organizational%20Chart%20-%20as%20of%20June%202019.pdf)

**12. Bylaws:**

The Bylaws for the ECIDA and its affiliates are posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-policies>.

**13. Listing of Material Changes in Operations and Programs:**

ECIDA continued redevelopment work at the former Bethlehem Steel site in Lackawanna, NY. A grant was awarded in late 2020 to support the design, engineering, and construction administration of water and sewer utility extensions and upgrade. The ILDC approved the final Infrastructure/Utility Master Plan and Generic Environmental Impact Statement related to the site. ILDC also continued negotiations on Phase II of land acquisition at the site.

The ILDC acquired 236 acres of property at the former Angola Airport site in Evans, NY for the purpose of redeveloping the property into an Agri-Business Park in support of Erie County's strategic plan. ILDC was awarded a grant to assist with the planning of the Agri-Business Park.

There were also new programs/initiatives in response to the COVID-19 pandemic during the year:

- ECIDA established a grant program to assist businesses negatively impacted by the pandemic. These grants reimburse small businesses and not-for-profit entities for the cost of acquiring personal protective equipment and/or installing fixtures to help prevent the spread of COVID-19. The ECIDA Board allocated \$500,000 of agency general funds this program in 2020.
- ECIDA was awarded up to \$5 million by the Economic Development Administration under the federal CARES Act, which was sub-granted to RDC to establish a new revolving loan fund (RLF). The purpose of this loan fund is to alleviate sudden and severe economic dislocation caused by the COVID-19 pandemic, support economic resiliency, and further the long-term economic adjustment objectives of Erie County.

No new policies were approved in 2020.

**14. Four-Year Financial Plan:**

A copy of the four-year financial plan is posted on the ECIDA's website at <https://www.ecidany.com/about-us-corporate-reports>.

**15. Board Performance Evaluations:**

The ECIDA Board of Directors conducted a Board Performance Evaluation in 2020 and forwarded the results to the Authority Budget Office. The surveys are not subject to disclosure under Article six of the Public Officers Law.

**16. Assets/Services bought or sold without competitive bidding:**

Attachments 8, 8A, and 8B are Procurement Reports that are filed under PARIS for the ECIDA, RDC, and ILDC respectively. These reports outline the assets and services purchased through competitive and non-competitive bidding for all procurements in excess of \$5,000.

**17. Description of material pending litigation:**

The audited financial statements for the ECIDA, RDC, and ILDC outline any material pending litigation. The audited financial statements are posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports>.

## Certification Pursuant to Section 2800(3) of the Public Authorities Law

Pursuant to Section 2800 (3) of the Public Authorities Law, each of the undersigned officers of Erie County Industrial Development Agency, Buffalo and Erie County Regional Development Corporation, and the Buffalo and Erie County Industrial Land Development Corporation does hereby certify with respect to the annual financial report of the Corporation (the "Annual Financial Report") posted on the ECIDA's website at <http://www.ecidany.com/about-us-corporate-reports> that based on the officer's knowledge:

1. The information provided in the Annual Financial Report is accurate, correct and does not contain any untrue statement of material fact;
2. Does not omit any material fact which, if omitted, would cause the financial statements contained in the Annual Financial Report to be misleading in light of the circumstances under which such statements are made; and
3. Fairly presents in all material respects the financial condition and results of operations of the Corporation as of, and for, the periods presented in such financial statements.



John Cappellino  
President & CEO



Mollie Profic  
CFO

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

***2020 Mission Statement and Performance Measurements***

***Approval Date: March 25, 2020***

**Purpose:**

The Public Authorities Law requires public authorities to develop and adopt a mission statement and to develop performance measures to assist them in determining how well they are carrying out their mission. The Authorities Budget Office (ABO) requires that all public authorities utilize the following format to annually review their mission statement and performance measures and publish a measurement report. This report is designed to satisfy these requirements.

Please note: The ECIDA's official annual report, which outlines detailed project information and accomplishments is called "Year in Review" and is posted on the ECIDA's website at <https://www.ecidany.com> under "About Us" then "Annual Reports".

**Mission Statement:**

The mission of the Erie County IDA and its affiliates is to provide the resources that encourage investment, innovation, workforce development and international trade resulting in a successful business climate focused on growth, economic stability, job creation and retention for businesses and individuals which improves the quality of life for the residents of the region.

## **Performance Goals, Measures & Results:**

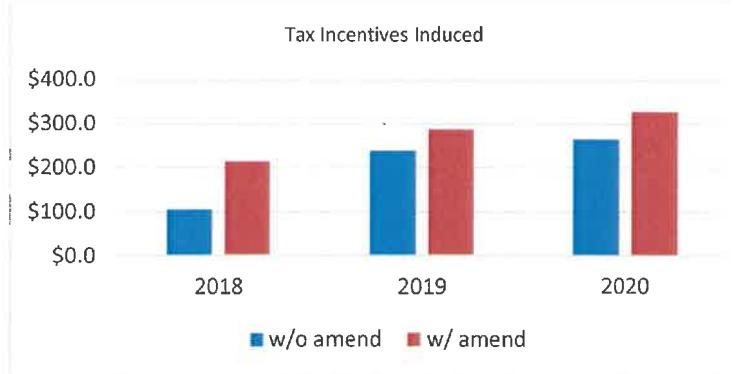
### ***Goal 1: To promote private investment and innovation:***

**Objective 1A:** ECIDA: Encourage private sector investment by providing incentives and other economic development services to spur eligible development projects.

Measurement: Value of new private investments from tax incentives.

Metric\*: \$250 - \$275 M in private investment from approved tax incentives.

2020 Results: The ECIDA approved 13 projects in 2020 (including 2 amendatory projects). The new private sector investment totaled \$265.5 M, rising to \$328.5 M when including amendatory projects.

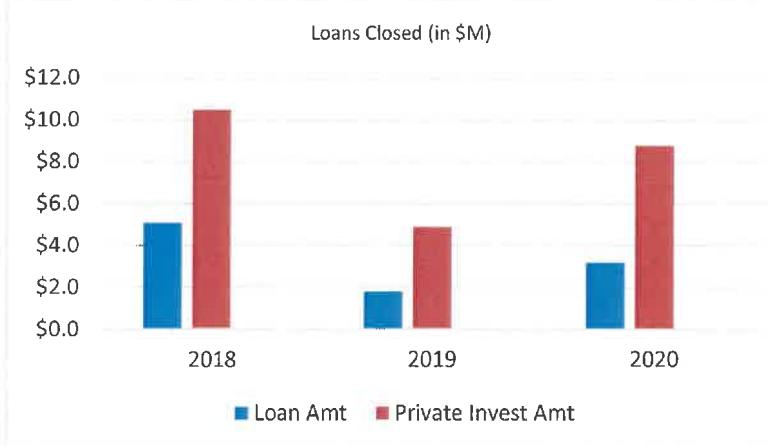


**Objective 1B:** RDC: Provide “gap financing” to spur the creation of new businesses and private-sector investment in working capital, machinery and equipment.

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

Metric: \$3 M in new business loans with the private investment amount of \$6 M for a total of 6 loans approved.

2020 Results: In 2020, the RDC closed 7 loans totaling \$3.2 M leveraging \$8.8 M in private investment. Of the 7 loans approved, 2 were from our COVID disaster loan fund - a sub-portfolio of the RDC Revolving Loan Fund, and 2 were from the IMPACT loan fund – a new Revolving Loan Fund in 2020 funded through the CARES ACT. No Innovation loans were approved in 2020.



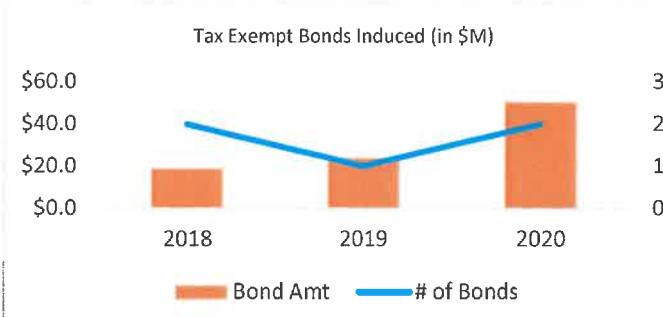
The ECIDA provides administrative support for the Erie County Microenterprise Loan program funded by Community Development Block Grant funds. This program fosters economic development by providing financing to micro businesses within the Erie County Consortium Communities whose owners have low to moderate household incomes. In 2020 ECIDA staff reviewed 11 loan applications, resulting in the approval of 4 microenterprise loans totaling \$140,000.

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

**Measurement:** Value of private investments from low-interest financing provided to non-profit organizations.

**Metric\*:** 1 tax exempt bond totaling \$25 - \$35 M

**2020 Results:** Two tax-exempt bonds approved with private investment totaling \$50.2M: Related Affordable/Elmwood Sq \$15.8M & D'Youville \$34.4M (D'Youville bond included an additional taxable amount = \$13.8 M that is not included in the 2020 results for this objective)

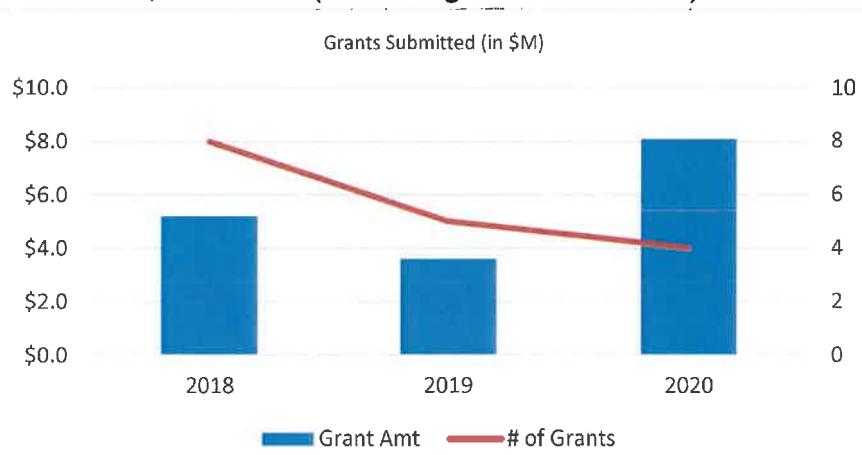


**Objective 1D:** ECIDA & ILDC: Pursue state, federal and private funding opportunities to support priority projects and leverage private investment.

**Measurement:** Number and \$ amount of grant applications submitted.

**Metric:** Five grants submitted for a total of \$3.2 - \$3.7 M

**2020 Results:** A total of 4 grants totaling \$8.166 M were submitted in 2020. Two grants totaling \$8.096 M were submitted on behalf of the ECIDA & ILDC, the remaining 2 grants totaling nearly \$ 70,000 were submitted on behalf of BUDC and the Village of North Collins. As of Jan '21, \$8.12 M (99% of grants submitted) were awarded.



Other grant activity in 2020 based upon NYS Senate Bill S8181A allowing IDAs to establish a grant program to assist businesses negatively impacted by the COVID 19 crisis. These grants reimburse small businesses and not-for-profits for the cost of acquiring personal protective equipment or installing fixtures to prevent the spread of COVID-19. The ECIDA Board allocated \$500,000 to establish the "ECIDA COVID 19 Disaster Emergency Grant Fund" program that was developed then launched by ECIDA staff in the 3<sup>rd</sup> Q of 2020. This program awarded grants totaling \$372,219 to 57 qualified businesses located in distressed areas or MWBE or veteran-owned businesses within Erie County.

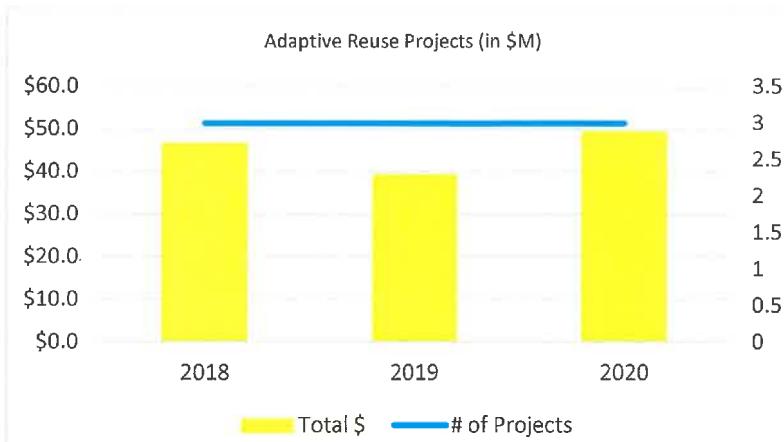
**Goal 2: To support business formation, job growth, and economic expansion targeting economically challenged and disadvantaged communities:**

Objective 2A: ECIDA & ILDC: Support the re-investment in vacant, abandoned and underutilized buildings.

Measurement: Number and investment value of adaptive re-use building projects.

Metric: Five to six projects approved totaling \$50M - \$60M in private investment.

2020 Results: In 2020, 3 adaptive reuse projects were approved totaling \$49.4 M in private investment.



Objective 2B: ECIDA & RDC: Support the creation and growth of small business and minority & women-owned businesses (MWBE).

Measurement: Number and \$ amount of MWBE business loans, MWBE business tax incentives and other MWBE support provided.

Metric: \$250,000 in loans and tax incentives to MWBE businesses. To encourage participation in these MWBE initiatives, an additional \$66,000 to provide direct support / assistance to MWBEs through sponsorships of community partner events (i.e. SBA, SCORE, WEDI) and funding of a technical assistance program (offered through a local CDFI or other partnership). Continue to provide other non-monetary forms of MWBE support (i.e. vendor selection, MWBE referrals to resources for certification, government contracting) that spur interest in and capacity for the \$250,000 in MWBE loans and tax incentives.

**2020 Results:** In 2020, the ECIDA provided minority and women owned enterprises with support totaling \$388,505 including:

- 1) RDC approved two MWBE loans totaling \$100,000
- 2) RDC staff presented 2 MWBE loans totaling \$70,000 to the County Microenterprise loan committee for approval,
- 3) Event sponsorships, programs and vendor selection in 2020 accounted for \$12,024 in support of MWBEs.
- 4) 31 MWBE Businesses were approved for COVID-19 Emergency Grants totaling \$206,481.

**Objective 2C:** ECIDA: Support the creation and retention of jobs at all salary levels.

**Measurement:** total # and average \$ of jobs to be retained & created overall and broken down for the following categories: management, professional, administrative, production, independent contractor and other.

**Metric\*:** Average salary for retained and created jobs at \$40,000 - \$45,000.

**2020 Results:** In 2020 the average salary for the 2,173 jobs retained and created through ECIDA tax incentive projects was \$60,003. The total payroll amount = \$144.4 M. The following is a breakdown of average salaries by category:

Management: \$ 135,012

Professional: \$ 104,718

Administrative: \$ 55,756

Production: \$ 54,286

Independent Contractor: \$ 74,292

Other: \$ 32,677

**Objective 2D:** ECIDA, RDC & ILDC: Reach out to Erie County businesses to inform them of ECIDA and other business support services available.

**Measurement:** Number of sales contacts.

**Metric\*:** 425-450 sales contacts made\*

**2020 Results:** A total of 445 sales contacts were made in 2020 – mostly via one-on-one phone conversations vs onsite client visits. The number of attendees at ECIDA staff presentations is estimated to be 680+: zoom-based presentations included events hosted by: local chambers, SBA, NYSEDC, Biz First Forums, EAP classes. Also approximately 250 inbound inquires were received related to new business loan programs put in place in response to COVID 19.

**Objective 2E:** ILDC: Support reinvestment in vacant and abandoned brownfield properties for the purpose of creating shovel-ready sites, new investment, and jobs.

**Measurement:** Number of acres of land redeveloped / in the process of redevelopment and public/private investment amounts.

**Metric:** 180 acres

**2020 Results:** Over 406 acres under management. 2020 highlights include continued redevelopment of 150 acres at the former Bethlehem Steel site, continued negotiations with land owner for the acquisition of an additional 90 acres. Acquired 250 acres of the former Angola Airport site for the development of an Agri-Business park.

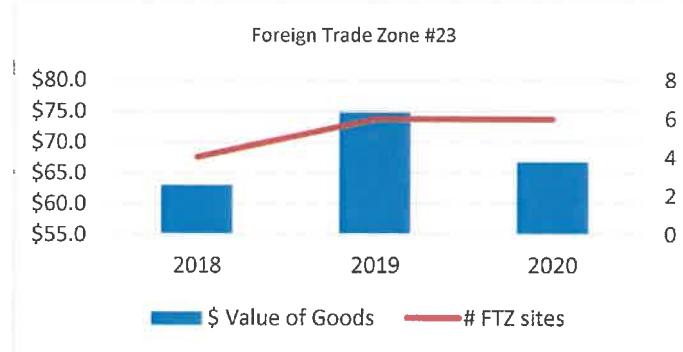
### **Goal 3: To encourage international trade:**

**Objective 3A:** ECIDA: Promote & support the use of Erie County's foreign trade zone (FTZ) to assist businesses in remaining globally competitive by reducing, eliminating or deferring import duties.

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

**Metric:** A total of 7 FTZ sites with goods valued at \$85M moving through the zone.

**2020 Results:** \$66.8 M in goods moved through the FTZ in 2019 (1 yr reporting lag). The number of FTZ sites remained at 6 with 18 businesses utilizing the zone. The reduction in FTZ activity was primarily due to the uncertainty of foreign tariffs on goods as U.S. Global Trade Policies were being renegotiated with various foreign countries, including revisions made to the USMCA trade agreement.



(note: due to FTZ reporting lag – the prior year's results will be listed)

**Goal 4: To safeguard the public's investment by ensuring compliance and transparency with ECIDA Policies & Procedures, NYS Tax, EDA and ABO requirements:**

Objective 4A: ECIDA: Client compliance with material terms including local labor, employment retention & creation, investment, pay equity and unpaid real property tax policies.

Measurement: Analysis of quarterly employment & local labor reports, review of investment verifications, completion of pay equity audits by Erie County office of EEO and real property tax payments through the Erie County Commissioner of Real Property Services.

Metric: 100% compliance

**2020 Results:**

- Quarterly employment report data: 100% collected for the 4<sup>th</sup> Q 2020
- Local labor: 100% compliance
- Investment verifications: on-going
- Pay equity audits: none performed in 2020
- Real Property Taxes: 100% compliance per communications with the Erie County Commissioner of Real Property Services

Objective 4B: ECIDA: Client compliance with the New York State Sales and Use Tax program

Measurement: Review of clients' ST-340 forms and the amount of the sales tax savings approved by the Board of Directors to ensure that the amount of the sales tax savings that clients report does not exceed the board approved amounts.

Metric: 100% client compliance

**2020 Results:**

- 100% ST-340 reports received from clients
- 97% (32 of 33) ST-340 reports are in compliance with sales tax amounts approved by the Board of Directors. On-going efforts continue regarding one report to confirm data/recover sales tax payment (if necessary).

**Objective 4C:** RDC: Ensure proper controls and safeguards over the administration of the revolving loan fund (RLF).

**Measurement:** Obtain the highest rating from the U.S. Dept of Commerce: Economic Development Administration (EDA) on the quality / health of the RLF administered by the RDC.

**Metric:** “A” rating from the EDA

**2020 Results:** For the year ended December 31, 2019, a Level B risk rating was assigned as 38 of a possible 45 points were earned. Areas contributing to this risk rating were the portfolio’s cumulative loan write-off ratio (greater than 25%) and the RLF cash available for lending (more than 110% of the allowable cash percentage). Three loans totaling \$1.6 million were paid off early, in the fourth quarter of 2019. This made it difficult to re-lend those funds prior to December 31. As a result, semi-annual reporting is required. EDA has informed the Agency that certain risk metrics will be relaxed for the next two reporting years due to the COVID-19 pandemic. The Agency anticipates returning to a Level A risk rating as the available cash metric is estimated to be achieved based on over \$3 million in loans booked in 2020.

**Objective 4D:** ECIDA, RDC & ILDC: Compliance with ABO’s deadlines and regulatory requirements.

**Measurement:** Timely and accurate filing of the annual PARIS reports, budget and financial audits.

**Metric:** 100% compliance

**2020 Results:** 100% compliance - ECIDA, RDC and ILDC files all required PARIS reports, financial audits and budgets within the prescribed timeframes in 2020.

**Objective 4E:** ECIDA, RDC & ILDC: Board Member compliance with ABO regulatory requirements.

**Measurement:** Board completion of the annual Board of Directors Self Evaluation, execution of the Acknowledgement of Fiduciary Duties & Responsibilities forms, and completion of the required ABO board member training.

**Metric:** 100% compliance

**2020 Results:**

- ECIDA, RDC & ILDC Board of Directors Self Evaluations were completed and reviewed by the Governance Committee.
- 100% Acknowledgement of Fiduciary Duties & Responsibilities forms completed.
- 100% of Board members received notifications throughout the year regarding PAAA training sessions
- 89% ECIDA / RDC Board members (17 of 19) and 71% ILDC Board members (5 of 7) have received the PAA required training.

## **Governance Certification**

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

Board of Directors response: Yes

2. Who has the power to appoint the management of the public authority?

Board of Directors response: The Board of Directors

3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority?

Board of Directors response: The Board has not adopted a written policy. However, the Board follows prudent and reasonable practices to appoint responsible individuals.

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

Board of Directors response: The role of the Board regarding the implementation of the public authority's mission is to provide strategic guidance, oversight, mission authorization, policy setting and validation of the authority's mission, performance measurements and results. The role of management is to collaborate with the Board in strategy development and to implement established programs, processes, activities and policies to achieve the public authority's mission.

5. Has the Board acknowledged that they have read and understood the responses to each of these questions?

Board of Directors response: Yes

# ECIDA Bonds

Attachment #2

<b>Id</b>	<b>Trustee</b>	<b>Project Name</b>	<b>Bond Amount</b>	<b>Year Start Balance 2020</b>	<b>Year End Balance 2020</b>	<b>Principal Paid 2020</b>	<b>Interest Rate</b>	<b>Bond/Loan Number</b>	<b>Bond Maturity</b>
2516	Bank of New York Mellon	Our Lady of Victory Renaissance Corporation	\$11,860,000	\$ 8,325,000	\$ 7,925,000	\$ 310,000	0.053		4/1/32
2360	New York Housing Finance Agency	2009 Shoreline Apartments LLC	\$9,000,000	\$ 1,229,571	\$ 1,186,988	\$ 42,583	0.055	5003	11/30/41
2591	M&T Bank	Canisius High School	\$22,250,000	\$ 11,170,000	\$ 10,820,000	\$ 350,000	var	1012768	2/1/38
2491	M&T Bank	Hydro-Air Components, Inc.	\$9,800,000	\$ 3,535,000	\$ 3,065,000	\$ 470,000	Var.	1034103	4/1/26
860	M&T Bank	Canterbury Woods	\$58,610,000	\$ 275,000	\$ -	\$ 275,000	0.06	2374	2/1/28
10140	M&T Bank	Joint Schools Construction Board 2012A Refinancing	\$209,540,000	\$131,620,000	\$113,860,000	\$ 17,760,000	var.	G018	5/1/26
10194	M&T Bank	Joint Schools Construction Board 2013 Refund of 2009A Bonds	\$62,540,000	\$ 61,060,000	\$ 60,795,000	\$ 265,000	var	254	5/1/28
10134	M&T Bank	Joint Schools Construction Project - 2011 Bonds	\$277,875,000	\$ 174,245,000	\$ 156,040,000	\$ 18,205,000	var.	G005, G006	5/1/32
10291	M&T Bank	Joint Schools Construction Board (Refund of 2007A & 2008A bonds) - Series 2015A	\$236,975,000	\$ 190,415,000	\$ 179,055,000	\$ 11,360,000	var.	H378	2029
10342	M&T Bank	Joint Schools Construction Board-Series 2016A (Refund of 2009A Bonds)	\$133,580,000	\$ 132,175,000	\$ 123,985,000	\$ 8,190,000	2.17	11853-000	2031
1035	Huntington National Bank	Child & Family Services of Erie County	\$4,200,000	\$ 955,000	\$ 595,000	\$ 360,000	var.	ERIENYCHL002 ; 5082022935	6/1/22
1036	Huntington National Bank	People, Inc.	\$13,685,000	\$ 375,000	\$ 180,000	\$ 195,000	.0722; var	ERIENYPEOPL E; 5082023104	6/1/22
10216	U.S. Bank National Association	Medaille College 2013 Refund of ECIDA 2003 Bond	\$18,240,000				fixed	1036945, 1036947, 1036962	2/16/35
1062	M&T Bank	Niagara Maryland Development, LLC	\$2,500,000	\$ 790,000	\$ 610,000	\$ 180,000	var	295088FM5	6/1/23
10404	Zion Bancorp	Marina Vista	\$13,300,000	\$13,300,000	\$13,139,929	\$160,071	var	CPC7068801779 ; 16	12/20/37
				\$ 729,469,571	\$ 671,256,917	\$ 58,122,654			

## ILDC Bonds

## Attachment #2

<b>Id</b>	<b>Bank</b>	<b>Project Name</b>	<b>Bond Amount</b>	<b>Year Start Balance 2020</b>	<b>Year End Balance 2020</b>	<b>Principal Paid 2020</b>	<b>Interest Rate</b>	<b>Loan Number</b>	<b>Bond Maturity</b>
10018	Key Bank	134 High Street, LLC	\$24,050,000	\$20,144,509	\$19,773,181	\$371,329	1.9	2000 19408	2022
2736	M&T Bank	Buffalo State Foundation Corp.	\$44,285,000	\$38,920,000	\$0	\$38,920,000		1033116, 1033117, 1033115, 1033121, 1033114, 1033123, 1033120, 1033122	2041
10111	M&T Bank	Cantilician Center for Learning Series A	\$9,525,000	\$6,312,084	\$5,832,500	\$453,167	var.	1034105	2033
10338	M&T Bank	854 Ellicott Street, LLC	\$44,328,500	\$43,538,841	\$42,200,618	\$416,727	2.95	99-6641368-3	2051
10290	The Bank of New York Mellon	Orchard Park CCRC, Inc. a/k/a Fox Run	\$44,490,000	\$39,620,000	\$38,330,000	\$1,290,000	1-5%		2037
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015A	\$30,760,000	\$22,325,000	\$21,530,000	\$795,000	Libor rate: 1.3375	3233822	2033
10296	M&T Bank	Canisius College of Buffalo, New York - Refund of 2004-2005 DASNY Bonds - Series 2015B	\$16,195,000	\$16,195,000	\$16,195,000	\$0	Libor rate: 1.4075	3233830	2040
10316	Key Bank	Buffalo Academy of Science Charter School	\$3,250,000	\$1,574,614	\$1,574,614	\$395,362	3.08	9014559613- 000000001	4/30/23
2758	M&T Bank	Enterprise Charter School	\$7,345,000	\$6,485,000	\$6,355,000	\$130,000	7.5	1032851	2040
10371	M&T Bank	Tapestry Charter School	\$33,900,000	\$33,500,000	\$33,075,000	\$425,000		8/1/2052 (A) & 8/1/2023 (B)	2052
10375	U.S. Bank	Charter School for Applied Technologies	\$22,995,000	\$21,290,000	\$20,335,000	\$955,000		220612000	2035
10278	The Bank of New York Mellon	Catholic Health System	\$93,800,000	\$85,190,000	\$81,320,000	\$3,870,000	5		2045
10398	M&T Bank	Medaille College 2018 Series Refunding of 2010 Bonds	\$9,350,000						2038
10399	Wilmington Trust	Global Concepts Charter School	\$6,185,000	\$ 5,975,000	\$ 5,755,000	\$ 220,000	4 & 5%	131876-000	10/1/37
				\$341,070,048	\$292,275,913	\$48,241,585			

**ATTACHMENT 3**

**Erie County Industrial Development Agency**  
**Compensation Schedule**  
**Year Ended: December 31, 2020**

The following employees had a base salary greater than \$100,000 in 2020:

Name	Title	Salary	Performance Compensation *	Payroll Taxes**	Benefits	Total
Steven Weathers	President & CEO (resigned April 2020)	\$ 53,752	5,942	9,379	16,895	\$ 85,968
John Cappellino	President & CEO	\$ 169,732	6,176	10,926	43,927	\$ 230,761
Karen Fiala	Vice President & Manager, Tax Incentive Products	\$ 112,467	4,663	9,096	29,420	\$ 155,646
Mollie Profic	Vice President & CFO	\$ 103,889	4,065	8,394	35,750	\$ 152,098

\* Paid under Board-approved "ECIDA Employee Compensation Program" and 2020 ECIDA Budget.

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

Run Date: 03/09/2021  
Status: UNSUBMITTED  
Certified Date: N/A

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Multi-Year Employment	None of these benefits
Poloncarz, Mark	Board of Directors										X	
Pridgen, Darius	Board of Directors										X	
Roche, Sr. Denise	Board of Directors										X	
Schoetz, Kenneth	Board of Directors										X	
Specht, Charles	Board of Directors										X	
Vukelic, Paul	Board of Directors										X	
Wilson, Renee	Board of Directors										X	
Wingerter, Art	Board of Directors										X	

## Staff

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Multi-Year Employment	None of these benefits
Cappellino, John	President & CEO										X	
Fiala, Karen	Vice President & Manager, Tax Incentive Products										X	
Profic, Mollie	Vice President & Chief Financial										X	



PARIS  
Public Authorities Reporting Information System

Annual Report for Erie County Industrial Development Agency  
Fiscal Year Ending: 12/31/2020

Run Date: 03/09/2021  
Status: UNSUBMITTED  
Certified Date: N/A

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment benefits	None of these Other
	Officer												
Weathers, Steve	President & CEO	X											

**Erie County Industrial Development Agency  
Buffalo & Erie County Industrial Land Development Corporation**

Projects Undertaken by the Corporation  
Year Ended: December 31, 2020

<u>Company</u>	<u>Net Jobs</u>					<u>Date Approved</u>
	<u>Projected</u>	<u>Projected</u>	<u>To Be</u>	<u>Lease Project</u>	<u>Tax-Exempt Bond</u>	
	<u>Jobs - Year</u>	<u>2</u>	<u>Created</u>	<u>Amount</u>	<u>Amount</u>	
1 Thermo Fisher West		878	60	\$ 90,000,000		12/16/2020
2 Rosina Food Products*		140	40	58,000,000		12/16/2020
3 Jemal's Seneca, LLC		5	5	45,000,000		3/25/2020
4 Barcalo Living & Commerce/Barcalo Buffalo, LLC		39	30	34,727,449		2/26/2020
5 6700 Transit Road/Big Ditch		168	168	32,300,055		5/27/2020
6 Steuben Foods, Inc.		634	20	25,621,494		3/25/2020
7 Great Point Opportunity Fund B QOZB, LLC		12	12	15,984,800		8/26/2020
8 Elmwood Square Apartments/Related Affordable		4	0		15,826,891	9/23/2020
9 637 Linwood, LLC/1275 Delaware, LLC		10	10	12,460,993		3/25/2020
10 Fisher Price*		279	5	4,925,058		10/28/2020
11 Tonawanda Pirson/Gear Motions		37	2	4,299,040		11/18/2020
12 Tight Holdings, LLC/Mean Guppy		34	0	2,215,000		11/18/2020
13 Kamax, LLC/Raine Logistics, LLC		13	1	2,214,000		6/24/2020
14 3310 Benzing Road/Marathon Drains		17	2	725,000		3/25/2020
Total :		2,270	355	\$ 328,472,889	\$ 15,826,891	

\* Indicates an amendatory project.

**ATTACHMENT 4A**

**Buffalo & Erie County Regional Development Corporation**

Projects Undertaken by the Corporation (Loans)

Year Ended: December 31, 2020

<u>Company</u>	<u>Loan Amount</u>	<u>Date Closed</u>
1 Sherex Fastening/A. Pratt Holdings	\$ 1,000,000	12/18/2020
2 MedLab Inc.	400,000	12/3/2020
3 Upscale Images, Inc.	50,000	8/31/2020
4 BizWin Strategies, Inc.	50,000	11/4/2020
5 Affordable Technology Solutions, LLC	50,000	12/3/2020
6 Flex-E-Brick Products, Inc.	50,000	12/9/2020
Total	<u><u>\$ 1,600,000</u></u>	

**ATTACHMENT 5**

**Erie County Industrial Development Agency**  
**Property Report**  
**Year Ended: December 31, 2020**

Table 1. The following is a listing of all real property owned by the ECIDA and its affiliates at December 31, 2020.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV of Property*
ECIDA	Gateway Trade Center - N.W. Hamburg Turnpike, Lackawanna, NY 14218	Commercial warehouse	\$ 1,140,000
ECIDA	143 Genesee Street, Buffalo, NY 14203	12,803 square foot office facility	1,800,000
ILDC	3445 River Road, Tonawanda, NY 14150	Vacant land	20,000
ILDC	1326 Eden Evans Center Road, Evans, NY 14006	156.69 acres of land w/4 commercial buildings	550,000
ILDC	Eden Evans Center Road, Evans, NY 14006	79.7 acres of vacant land	160,000
ILDC	2303 Hamburg Turnpike, Lackawanna, NY 14218	137.96 acres of vacant land w/19,368 s.f. building	\$ 1,261,856

Table 2. The following is a listing of personal property (with a fair market value ("FMV") in excess of \$5,000) and all real property that was disposed of during 2020.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Purchaser	Date of Sale	Price Received

Table 3. The following is a listing of all real property that was acquired during 2020.

Owner	Address and Location of Property	Full Description of Property	Estimated FMV* of Property	Name & Address of Seller	Date of Purchase	Price Paid by ILDC
ILDC	1526 Eden Evans Center Road, Evans, NY 14006	156.69 acres of land w/4 commercial buildings	\$ 550,000	Richard W. Tocha 5279 Willowake Court Clarence, NY 14031 E&R Horizons, LLC	4/9/2020	\$800,000
ILDC	Eden Evans Center Road, Evans, NY 14006	79.7 acres of vacant land	\$ 160,000	38 St. David's Drive West Seneca, NY 14224	04/09/20	\$180,000

Please note that the above listing excludes the hundreds of properties in which the ECIDA has technical title in order to convey certain tax or other benefits.  
The properties presented are those where the ECIDA has "real" beneficial ownership.

\* Based on assessed value (adjusted for tax equalization rate if applicable) or appraisal, if available.

**ECIDA/RDC/IIDC Board Committees**  
**(As of 12/31/20)**

**Attachment #6**

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

Name	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Project Expenditure Committee	Loan Write-Off
Denise Abbott		E			ER	ER			
Alan Alpert*					ER		ER		
April Baskin*					ERI				
Penny Beckwith*									ERI
Clifford Bell*									ER
Diane Benczkowski			E		ERI				ERI
Mark Blue		ER			ER		ER		
Bryon Brown	ER						ER		
Johanna Coleman*							ER		
Richard Cummings*							ER		
Colleen Dipirro*							ER		
Joseph Emminger	ER				ERI				
Dottie Gallagher		E			ERI				
Rebecca Gandour*							ER		
Howard Johnson		ERI			ERI				
Tyra Johnson-Hux		ERI							
Richard Krebs*							ER		
Brian Kulpa		ERI							
Nancy La Tulip*							ER		
Richard Lipsitz	ER		E		ERI		ER		
Brenda McDuffie	ER		ERI		ERI		ER		
Diane McMahon*									ER
David McKinley*									ER
Glenn Nellis	ER				ERI		ER		
Mark Poloncarz	ER		E		ERI				ER
Darius Pridgen	ER								ERI
Denise Roche			E				ERI		

**ECIDA/RDC/ILDC Board Committees**  
**(As of 12/31/20)**

**Attachment #6**

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

Name	Executive	Governance	Compensation	Finance & Audit	Nominating	Policy	Loan	Project Expenditure Committee	Loan Write-Off
Kenneth Schoetz*	ERI	E		ERI					ERI
Laura Smith*							ER		
David State*	ERI						ER		
Lavon Stephens*							ER		
Michael Szukala*				ERI					
Michael Taylor*							ER		
Paul Vukelic				ERI					
Maria Whyte*	ERI			ERI			ER		
William Witzleben*									ERI
Royce Woods*							ER		

\* Non-Board members

## 2020 ECIDA AND AFFILIATES BOARD MEMBER MEETING LIST

Attachment #7

## X = ATTENDED

Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
ECIDA		1/22/20	2/26/20	3/25/20	4/22/20	5/27/20	6/24/20	7/22/20	8/26/20	9/23/20	10/28/20	11/18/20	12/16/20	
	Denise Abbott	X	X			X	X		X	X			X	
	Hon. Diane Benczkowski	X	X	X	X	X	X	X	X	X	X	X		
	Rev. Mark Blue		X	X		X		X	X	X	X	X	X	
	Hon. Byron Brown		X	X		X							X	
	James Doherty													
	Hon. Joseph Emminger	X	X			X	X	X		X			X	
	Dottie Gallagher		X		X	X		X						
	Howard Johnson	X		X	X		X		X	X	X	X	X	
	Tyra Johnson	X	X	X				X	X	X	X	X	X	
	Hon. Brian Kulpa			X	X				X	X	X	X	X	
	Richard Lipsitz	X		X	X	X	X	X	X	X	X	X	X	
	Brenda McDuffie	X	X	X	X	X	X	X	X	X	X	X	X	
	Hon. Glenn Nellis		X	X		X	X	X	X	X	X	X	X	
	Hon. Mark Poloncarz	X	X		X	X	X	X	X	X	X	X	X	
	Rev. Darius Pridgen		X	X		X	X	X					X	
	Sr. Denise Roche	X	X	X	X	X	X	X	X	X	X	X	X	
	Kenneth Schoetz	X	X	X	X	X	X	X	X	X	X	X	X	
	Charles Specht				X	X								
	Paul Vukelic												X	
	Renee Wilson							X						
	Art Wingerter	X	X	X	X	X		X	X	X	X	X		
Board	Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
RDC		1/22/20	No Meeting	3/25/20	4/22/20	Meeting	Meeting	Meeting	8/26/20	9/23/20	10/28/20	11/18/20	No Meeting	
	Denise Abbott	X								X	X			
	Diane Benczkowski	X			X	X				X	X	X		
	Rev. Mark Blue				X	X				X	X	X	X	

X = ATTENDED

2020 ECBA AND AFFILIATES BOARD MEMBER MEETING LISTS

X = ATTENDED												
Board Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
ILDC	1/22/20	No Meeting	No Meeting	4/22/20	5/27/20	Meeting	7/22/20	8/26/20	9/23/20	10/28/20	Meeting	12/16/20
Hon. Byron Brown					X	X						X
James Doherty												X
Hon. Joseph Emminger	X				X	X						X
Dottie Gallagher	X		X		X	X		X				X
Howard Johnson	X		X		X			X				X
Tyra Johnson	X		X				X	X				X
Hon. Brian Kulpa			X					X				X
Richard Lipsitz	X		X		X		X	X				X
Brenda McDuffie	X		X		X		X	X				X
Hon. Glenn Nellis	X		X		X		X	X				X
Hon. Mark Poloncarz	X		X		X		X	X				X
Rev. Darius Pridgen	X		X		X		X	X				X
Sr. Denise Roche	X		X		X		X	X				X
Kenneth Schoetz	X		X		X		X	X				X
Charles Specht			X		X							
Paul Vukelic												
Renee Wilson							X					
Art Wingerter			X		X		X		X			X
Denise Abbott								X	X			X
Hon. April Baskin							X	X	X			X
Hon. Byron Brown							X	X				X
Hon. Howard Johnson	X							X	X			X
Richard Lipsitz	X							X	X			X
Hon. Mark Poloncarz	X							X	X			X
Maria White	X		X		X		X	X	X			X

Procurement Report for Erie County Industrial Development Agency  
Fiscal Year Ending: 12/31/2020Run Date: 03/12/2021  
Status: UNSUBMITTED  
Certified Date : N/A**Procurement Information:**

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



Procurement Report for Erie County Industrial Development Agency  
Fiscal Year Ending: 12/31/2020

Procurement Transactions Listing:

<b>1.</b>	<b>Vendor Name</b>	360 PSG.com	<b>Type of Procurement</b>	Technology - Consulting/Development or Support	<b>Address Line1</b>	455 Commerce Drive	<b>Address Line2</b>	Suite 3
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO				
	<b>Award Date</b>	7/14/2009	<b>State</b>	NY				
	<b>End Date</b>		<b>Postal Code</b>	14228				
	<b>Fair Market Value</b>		<b>Plus 4</b>					
	<b>Amount</b>	\$6,442.50	<b>Province/Region</b>					
	<b>Amount Expended For</b>	\$6,442.50	<b>Country</b>	United States				
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Website development and hosting,				
	<b>Explain why the Fair Market Value is Less than the Amount</b>							
<b>2.</b>	<b>Vendor Name</b>	Blue Cross/Blue Shield of WNY	<b>Type of Procurement</b>	Other	<b>Address Line1</b>	Payment Process Center	<b>Address Line2</b>	PO Box 644366
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	PITTSBURGH				
	<b>Award Date</b>	2/1/2020	<b>State</b>	PA				
	<b>End Date</b>	1/31/2021	<b>Postal Code</b>	15264				
	<b>Fair Market Value</b>		<b>Plus 4</b>					
	<b>Amount</b>	\$194,693.65	<b>Province/Region</b>					
	<b>Amount Expended For</b>	\$194,693.65	<b>Country</b>	United States				
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Health insurance for employees.				
	<b>Explain why the Fair Market Value is Less than the Amount</b>							



Procurement Report for Erie County Industrial Development Agency  
Fiscal Year Ending: 12/31/2020

Run Date: 03/31/2021  
Status: CERTIFIED  
Certified Date : 03/31/2021

3.	Vendor Name	Buffalo Business First	Address Line1	14016 Collections Center Drive
Type of Procurement	Other	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	CHICAGO	
Award Date		State	IL	
End Date		Postal Code	60693	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$43,790.00	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount				Targeted advertising campaign in local weekly business publication.

4.	Vendor Name	Buffalo Niagara Manufacturing Alliance	Address Line1	169 Bullis Road
Type of Procurement	Other	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	COWLESVILLE	
Award Date		State	NY	
End Date		Postal Code	14037	
Fair Market Value		Plus 4		
Amount	<th>Province/Region</th> <td></td> <td></td>	Province/Region		
Amount Expended For	\$6,000.00	Country	United States	
Fiscal Year	<th>Procurement Description</th> <td></td> <td>Sponsorship (\$6,000)</td>	Procurement Description		Sponsorship (\$6,000)
Explain why the Fair Market Value is Less than the Amount				



Procurement Report for Erie County Industrial Development Agency  
Fiscal Year Ending: 12/31/2020

Run Date: 03/31/2021  
Status: CERTIFIED  
Certified Date : 03/31/2021

5.	Vendor Name	Buffalo Southern Railroad	Address Line1	8600 Depot Street
Type of Procurement	Commodities/Supplies	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	EDEN	
Award Date	4/23/2019	State	NY	
End Date	6/30/2020	Postal Code	14057	
Fair Market Value		Plus 4		
Amount	\$30,538.83	Province/Region		
Amount Expended For	\$30,538.83	Country	United States	
Fiscal Year		Procurement Description		
Explain why the Fair Market Value is Less than the Amount				Materials for the railroad grade crossing.

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



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7. Vendor Name Chubb & Son, a Division of Federal Insurance Company

Type of Procurement	Other	Address Line1	P.O. Box 382001
Award Process	Authority Contract - Competitive Bid	Address Line2	
Award Date	12/29/2019	City	PITTSBURGH
End Date	12/31/2020	State	PA
Fair Market Value		Postal Code	15250
Amount	\$15,564.00	Plus 4	
Amount Expended For	\$15,564.00	Province/Region	
Fiscal Year		Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Excess liability and excess crime insurance.

8. Vendor Name Copier Fax Business Technologies, Inc.

Type of Procurement	Commodities/Supplies	Address Line1	465 Ellicott Street
Award Process	Authority Contract - Competitive Bid	Address Line2	
Award Date	12/14/2018	City	BUFFALO
End Date	12/14/2023	State	NY
Fair Market Value		Postal Code	14203
Amount	\$9,136.82	Plus 4	
Amount Expended For	\$9,136.82	Province/Region	
Fiscal Year		Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	DocuWare annual maintenance charges (\$6,308.36), and copier charges (\$2,828.46).



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9.	Vendor Name	DeLage Landen Financial Services, Inc.	Address Line1	PO Box 41602
Type of Procurement	Technology - Hardware	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA	
Award Date	12/14/2018	State	PA	
End Date	12/14/2023	Postal Code	19101	
Fair Market Value		Plus 4		
Amount	\$5,556.96	Province/Region		
Amount Expended For	\$5,556.96	Country	United States	
Fiscal Year		Procurement Description	Lease for office copiers.	
Explain why the Fair Market Value is Less than the Amount				

10.	Vendor Name	Dell Marketing, L.P.	Address Line1	P.O. Box 643561
Type of Procurement	Technology - Software	Address Line2		
Award Process	Purchased Under State Contract	City	PITTSBURGH	
Award Date		State	PA	
End Date		Postal Code	15264	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$8,496.68	Country	United States	
Fiscal Year		Procurement Description	Server and stand alone monitors	
Explain why the Fair Market Value is Less than the Amount				



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11.	<b>Vendor Name</b>	Empire State Development	<b>Address Line1</b>	633 Third Avenue
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	NEW YORK
	<b>Award Date</b>	3/7/2008	<b>State</b>	NY
	<b>End Date</b>	9/30/2023	<b>Postal Code</b>	10017
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$175,490.85	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$175,490.85	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Rent for offices at 95 Perry Street.
	<b>Explain why the Fair Market Value is Less than the Amount</b>			

12.	<b>Vendor Name</b>	Fireman's Fund Insurance Companies	<b>Address Line1</b>	P.O. Box 3914
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	CAROL STREAM
	<b>Award Date</b>	12/31/2019	<b>State</b>	IL
	<b>End Date</b>	12/31/2020	<b>Postal Code</b>	60132
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$12,971.00	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$12,971.00	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Excess liability insurance policy.
	<b>Explain why the Fair Market Value is Less than the Amount</b>			



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13.	Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	P.O. Box 8000
Type of Procurement	Financial Services	Address Line2	Dept. 644	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	9/27/2017	State	NY	
End Date	3/31/2021	Postal Code	14267	
Fair Market Value		Plus 4		
Amount	\$26,500.00	Province/Region		
Amount Expended For Fiscal Year	\$26,500.00	Country	United States	
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Audit services.	

14.	Vendor Name	Guardian	Address Line1	7 Hanover Street
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	NEW YORK	
Award Date	2/1/2020	State	NY	
End Date	1/31/2021	Postal Code	10004	
Fair Market Value		Plus 4		
Amount	\$17,169.78	Province/Region		
Amount Expended For Fiscal Year	\$17,169.78	Country	United States	
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Dental insurance for ECIDA employees.	



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15.	Vendor Name	Harris Beach, PLLC	Address Line1	Larkin at Exchange
Type of Procurement	Legal Services	Address Line2	726 Exchange Street, Suite 1000	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	1/12/2009	State	NY	
End Date	5/1/2022	Postal Code	14210	
Fair Market Value		Plus 4		
Amount	\$42,184.40	Province/Region		
Amount Expended For	\$42,184.40	Country	United States	
Fiscal Year		Procurement Description	Legal services.	
Explain why the Fair Market Value is Less than the Amount				

16.	Vendor Name	Innovative Cloud Solutions, LLC	Address Line1	165 Montgomery Road
Type of Procurement	Technology - Consulting/Development or Support	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	ALTAMONTE SPRINGS	
Award Date		State	FL	
End Date		Postal Code	32714	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$5,805.00	Country	United States	
Fiscal Year		Procurement Description	Support for implementation of general ledger software	
Explain why the Fair Market Value is Less than the Amount				



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17.	Vendor Name	Invest Buffalo Niagara	Address Line1	257 W. Genesee Street
Type of Procurement	Other	Address Line2	Suite 600	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO	
Award Date		State	NY	
End Date		Postal Code	14202	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$122,000.00	Country	United States	
Fiscal Year		Procurement Description	Membership dues (\$50,000) and sponsorship of the Canadian Lead Generation Initiative (\$72,000).	
Explain why the Fair Market Value is Less than the Amount				

18.	Vendor Name	Lawley	Address Line1	361 Delaware Avenue
Type of Procurement	Other Professional Services	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	12/31/2019	State	NY	
End Date	12/31/2020	Postal Code	14202	
Fair Market Value		Plus 4		
Amount	\$5,687.58	Province/Region		
Amount Expended For	\$5,687.58	Country	United States	
Fiscal Year		Procurement Description	Cyber Liability Insurance, Excess Lines Fees	
Explain why the Fair Market Value is Less than the Amount				



Environmental Protection Agency

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19.	Vendor Name	Layer 3 Technologies	Address Line1	1645 Lyell Avenue
Type of Procurement	Technology - Software	Address Line2		
Award Process	Purchased Under State Contract	City	ROCHESTER	
Award Date		State	NY	
End Date		Postal Code	14606	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$5,459.01	Country	United States	
Fiscal Year	<th>Procurement Description</th> <td>IT Services</td> <td></td>	Procurement Description	IT Services	
Explain why the Fair Market Value is Less than the Amount				

20.	Vendor Name	Loptr Security, LLC	Address Line1	574 Main Street
Type of Procurement	Technology - Software	Address Line2	Suite 201	
Award Process	Authority Contract - Competitive Bid	City	EAST AURORA	
Award Date	2/1/2020	State	NY	
End Date	2/1/2021	Postal Code	14052	
Fair Market Value		Plus 4		
Amount	\$5,625.90	Province/Region		
Amount Expended For	\$5,625.90	Country	United States	
Fiscal Year	<th>Procurement Description</th> <td>Cyber Security services and virtual security licensing renewal</td> <td></td>	Procurement Description	Cyber Security services and virtual security licensing renewal	
Explain why the Fair Market Value is Less than the Amount				



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21.	Vendor Name	Metropolitan Life Insurance Company	Address Line1	200 Park Avenue
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	NEW YORK	
Award Date	5/1/2020	State	NY	
End Date	1/31/2021	Postal Code	10166	
Fair Market Value		Plus 4		
Amount	\$7,470.02	Province/Region		
Amount Expended For	\$7,470.02	Country	United States	
Fiscal Year		Procurement Description	Group term life insurance, long-term disability insurance and accidental death insurance for employees	
Explain why the Fair Market Value is Less than the Amount				

22.	Vendor Name	National Development Council	Address Line1	One Battery Park Plaza
Type of Procurement	Other Professional Services	Address Line2	24 Whithall Street, Suite 710	
Award Process	Non Contract Procurement/Purchase Order	City	NEW YORK	
Award Date		State	NY	
End Date		Postal Code	10004	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$10,000.00	Country	United States	
Fiscal Year		Procurement Description	Technical assistance for community and economic development programs.	
Explain why the Fair Market Value is Less than the Amount				



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23.	Vendor Name	New York State Economic Development Council (NYSEDC)	Address Line1	111 Washington Avenue
Type of Procurement	Other	Address Line2	6th Floor	
Award Process	Non Contract Procurement/Purchase Order	City	ALBANY	
Award Date		State	NY	
End Date		Postal Code	12210	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$9,195.00	Country	United States	
Fiscal Year		Procurement Description		Sponsorships for events (\$7,000), membership dues (\$2,000), event registration (\$195.00)
Explain why the Fair Market Value is Less than the Amount				

24.	Vendor Name	Philadelphia Insurance Companies	Address Line1	P.O. Box 70251
Type of Procurement	Other	Address Line2		
Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA	
Award Date	12/31/2019	State	PA	
End Date	1/1/2021	Postal Code	19176	
Fair Market Value		Plus 4		
Amount	\$44,135.62	Province/Region		
Amount Expended For	\$44,135.62	Country	United States	
Fiscal Year		Procurement Description		Directors & officers insurance, municipal package insurance, and general liability insurance.
Explain why the Fair Market Value is Less than the Amount				



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25.	Vendor Name	Print2Web, LLC.	Address Line1	712 Main Street
Type of Procurement	Other Professional Services	Address Line2	Suite 113A	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	1/16/2018	State	NY	
End Date		Postal Code	14202	
Fair Market Value		Plus 4		
Amount	\$9,070.00	Province/Region		
Amount Expended For	\$9,070.00	Country	United States	
Fiscal Year		Procurement Description	2020 Calendars (\$4,110), 2019 Annual Report graphic design and printing (\$4,960)	
Explain why the Fair Market Value is Less than the Amount				

26.	Vendor Name	The Buffalo News	Address Line1	PO Box 650
Type of Procurement	Other	Address Line2		
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO	
Award Date		State	NY	
End Date		Postal Code	14240	
Fair Market Value		Plus 4		
Amount		Province/Region		
Amount Expended For	\$20,667.30	Country	United States	
Fiscal Year		Procurement Description	Public hearing notices, subscriptions	
Explain why the Fair Market Value is Less than the Amount				



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27.	Vendor Name	W.B. Mason Co., Inc.	Address Line1	P.O. Box 981101
Type of Procurement	Commodities/Supplies	Address Line2		
Award Process	Authority Contract - Non-Competitive Bid	City	BOSTON	
Award Date	1/1/2020	State	MA	
End Date	12/31/2020	Postal Code	02298	
Fair Market Value	\$13,037.55	Plus 4		
Amount	\$13,037.55	Province/Region		
Amount Expended For	\$13,037.55	Country	United States	
Fiscal Year		Procurement Description	Office supplies.	
Explain why the Fair Market Value is Less than the Amount				

28.	Vendor Name	\Windstream	Address Line1	P.O. Box 9001013
Type of Procurement	Telecommunication Equipment or Services	Address Line2		
Award Process	Purchased Under State Contract	City	LOUISVILLE	
Award Date		State	KY	
End Date		Postal Code	40290	
Fair Market Value	<th>Plus 4</th> <td></td>	Plus 4		
Amount	<th>Province/Region</th> <td></td>	Province/Region		
Amount Expended For	\$12,159.11	Country	United States	
Fiscal Year	<th>Procurement Description</th> <td>Phone and Internet Services</td>	Procurement Description	Phone and Internet Services	
Explain why the Fair Market Value is Less than the Amount				

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**Additional Comments**

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**Procurement Information:**

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



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**Procurement Transactions Listing:**

<b>1.</b>	<b>Vendor Name</b>	Buffalo Business First	<b>Address Line1</b>	P.O. Box 36919
<b>Type of Procurement</b>	Other	<b>Address Line2</b>		
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	CHARLOTTE	
<b>Award Date</b>		<b>State</b>	NC	
<b>End Date</b>		<b>Postal Code</b>	28236	
<b>Fair Market Value</b>		<b>Plus 4</b>		
<b>Amount</b>		<b>Province/Region</b>		
<b>Amount Expended For</b>	\$5,080.00	<b>Country</b>	United States	
<b>Fiscal Year</b>		<b>Procurement Description</b>	Loan program marketing	
<b>Explain why the Fair Market Value is Less than the Amount</b>				

<b>2.</b>	<b>Vendor Name</b>	Erie County IDA	<b>Address Line1</b>	95 Perry Street
<b>Type of Procurement</b>	Staffing Services	<b>Address Line2</b>	Suite 403	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO	
<b>Award Date</b>		<b>State</b>	NY	
<b>End Date</b>		<b>Postal Code</b>	14203	
<b>Fair Market Value</b>		<b>Plus 4</b>		
<b>Amount</b>		<b>Province/Region</b>		
<b>Amount Expended For</b>	\$303,020.65	<b>Country</b>	United States	
<b>Fiscal Year</b>		<b>Procurement Description</b>	Management fee to Erie County IDA for staffing services.	
<b>Explain why the Fair Market Value is Less than the Amount</b>				



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3.	Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	P.O. Box 8000
Type of Procurement	Other Professional Services	Address Line2	Dept. 644	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	9/27/2017	State	NY	
End Date	3/31/2021	Postal Code	14267	
Fair Market Value		Plus 4		
Amount	\$19,050.00	Province/Region		
Amount Expended For	\$19,050.00	Country	United States	
Fiscal Year		Procurement Description	Audit services.	
Explain why the Fair Market Value is Less than the Amount				

4.	Vendor Name	Harris Beach, PLLC	Address Line1	Larkin at Exchange Street.
Type of Procurement	Legal Services	Address Line2	726 Exchange Street, Ste. 1000	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO	
Award Date	1/12/2009	State	NY	
End Date	5/1/2022	Postal Code	14210	
Fair Market Value		Plus 4		
Amount	\$47,218.93	Province/Region		
Amount Expended For	\$47,218.93	Country	United States	
Fiscal Year		Procurement Description	Legal services not related to loan closings (loan committee meetings, general counsel work, etc.).	
Explain why the Fair Market Value is Less than the Amount				



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5.	Vendor Name	Hurwitz & Fine, P.C.	Address Line1	1300 Liberty Building
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	5/1/2019	State	NY
	End Date	5/1/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$133,345.75	Province/Region	
	Amount Expended For	\$133,345.75	Country	United States
	Fiscal Year		Procurement Description	Legal services for loans.
	Explain why the Fair Market Value is Less than the Amount			

Additional Comments



EPAZ - Procurement Information Questionnaire

Procurement Report for Buffalo and Erie County Industrial Land Development Corporation

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**Procurement Information:**

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



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Procurement Transactions Listing:

<b>1.</b>	<b>Vendor Name</b>	19 Ideas, Inc.	<b>Address Line1</b>	32C Essex Street
	<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO
	<b>Award Date</b>	8/1/2019	<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14213
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$20,500.00	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$8,000.00	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Bethlehem Steel site brand development research.
	<b>Explain why the Fair Market Value is Less than the Amount</b>			

<b>2.</b>	<b>Vendor Name</b>	AECOM USA, Inc.	<b>Address Line1</b>	1178 Paysphere Circle
	<b>Type of Procurement</b>	Other Professional Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	CHICAGO
	<b>Award Date</b>	4/13/2018	<b>State</b>	IL
	<b>End Date</b>	1/29/2020	<b>Postal Code</b>	60674
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$307,025.00	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$5,992.02	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Bethlehem Steel infrastructure master plan and Generic Environmental Impact Statement.
	<b>Explain why the Fair Market Value is Less than the Amount</b>			



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<b>3.</b>	<b>Vendor Name</b>	Camoin Associates, Inc.	<b>Address Line1</b>	120 West Avenue
	<b>Type of Procurement</b>	Consulting Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	SARATOGA SPRINGS
	<b>Award Date</b>	10/31/2019	<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	12866
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$26,200.00	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$17,030.00	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Consulting re: WNY Opportunity Zone Partnership Project
	<b>Explain why the Fair Market Value is Less than the Amount</b>			

<b>4.</b>	<b>Vendor Name</b>	Erie County Industrial Development Agency	<b>Address Line1</b>	95 Perry Street
	<b>Type of Procurement</b>	Staffing Services	<b>Address Line2</b>	Suite 403
	<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	BUFFALO
	<b>Award Date</b>		<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14203
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>		<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$74,532.27	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Management fee to Erie County IDA for staffing services.
	<b>Explain why the Fair Market Value is Less than the Amount</b>			



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<b>5.</b>	<b>Vendor Name</b>	Evans Town Clerk / Lynn Krajacic	<b>Address Line1</b>	C/O Evans Bank
<b>Type of Procurement</b>	Other	<b>Address Line2</b>	P.O. Box 797	
<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	HAMBURG	
<b>Award Date</b>		<b>State</b>	NY	
<b>End Date</b>		<b>Postal Code</b>	14075	
<b>Fair Market Value</b>		<b>Plus 4</b>		
<b>Amount</b>		<b>Province/Region</b>		
<b>Amount Expended For</b>	\$11,300.46	<b>Country</b>	United States	
<b>Fiscal Year</b>		<b>Procurement Description</b>	Angola Ag Park property taxes	
<b>Explain why the Fair Market Value is Less than the Amount</b>				

<b>6.</b>	<b>Vendor Name</b>	Harris Beach, PLLC	<b>Address Line1</b>	Larkin at Exchange
<b>Type of Procurement</b>	Legal Services	<b>Address Line2</b>	726 Exchange Street, Suite 1000	
<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	BUFFALO	
<b>Award Date</b>	1/12/2009	<b>State</b>	NY	
<b>End Date</b>	5/1/2022	<b>Postal Code</b>	14210	
<b>Fair Market Value</b>		<b>Plus 4</b>		
<b>Amount</b>	\$62,420.06	<b>Province/Region</b>		
<b>Amount Expended For</b>	\$62,420.06	<b>Country</b>	United States	
<b>Fiscal Year</b>		<b>Procurement Description</b>	Angola Airport land purchases costs (\$3,570), legal fees (\$53,850.06). (ILDC General Counsel)	
<b>Explain why the Fair Market Value is Less than the Amount</b>				



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7.	Vendor Name	LaBella Associates P.C.	Address Line1	300 State Street
Type of Procurement	Consulting Services	Address Line2	Suite 201	
Award Process	Authority Contract - Competitive Bid	City	ROCHESTER	
Award Date	9/23/2016	State	NY	
End Date		Postal Code	14614	
Fair Market Value		Plus 4		
Amount	\$10,900.00	Province/Region		
Amount Expended For	\$10,900.00	Country	United States	
Fiscal Year		Procurement Description	Annual BCP certification for Bethlehem Steel site \$5,200. Bethlehem Steel site Phase II environmental due diligence \$5,700.	
Explain why the Fair Market Value is Less than the Amount				

8.	Vendor Name	LaBella Associates, P.C.	Address Line1	300 State Street
Type of Procurement	Consulting Services	Address Line2	Suite 201	
Award Process	Authority Contract - Competitive Bid	City	ROCHESTER	
Award Date	1/20/2020	State	NY	
End Date	8/31/2021	Postal Code	14614	
Fair Market Value		Plus 4		
Amount	\$123,400.00	Province/Region		
Amount Expended For	\$67,926.65	Country	United States	
Fiscal Year		Procurement Description	Planning/engineering services related to Bethlehem Steel Woodlawn Shoreline Trail	
Explain why the Fair Market Value is Less than the Amount				



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<b>9.</b>	<b>Vendor Name</b>	Lackawanna City Treasurer	<b>Address Line1</b>	714 Ridge Road
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Non Contract Procurement/Purchase Order	<b>City</b>	LACKAWANNA
	<b>Award Date</b>		<b>State</b>	NY
	<b>End Date</b>		<b>Postal Code</b>	14218
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>		<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$78,970.61	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	City of Lackawanna sewer tax for the Bethlehem Steel property.
	<b>Explain why the Fair Market Value is Less than the Amount</b>			

<b>10.</b>	<b>Vendor Name</b>	Law Office of Ralph Lorigo as Escrow Agent	<b>Address Line1</b>	101 Slade Avenue
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	WEST SENECA
	<b>Award Date</b>	4/11/2019	<b>State</b>	NY
	<b>End Date</b>	4/20/2020	<b>Postal Code</b>	14224
	<b>Fair Market Value</b>	\$160,000.00	<b>Plus 4</b>	
	<b>Amount</b>	\$180,000.00	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$176,822.62	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Angola land purchase
	<b>Explain why the Fair Market Value is Less than the Amount</b>			



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11.	<b>Vendor Name</b>	Melissa A. Tocha, Atty.	<b>Address Line1</b>	4476 Main Street
	<b>Type of Procurement</b>	Other	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Non-Competitive Bid	<b>City</b>	BUFFALO
	<b>Award Date</b>	4/11/2019	<b>State</b>	NY
	<b>End Date</b>	4/20/2020	<b>Postal Code</b>	14226
	<b>Fair Market Value</b>	\$550,000.00	<b>Plus 4</b>	
	<b>Amount</b>	\$800,000.00	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$656,850.24	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	Angola Airport Land Purchase
	<b>Explain why the Fair Market Value Is Less than the Amount</b>			

12.	<b>Vendor Name</b>	Philadelphia Insurance Companies	<b>Address Line1</b>	P.O. Box 70251
	<b>Type of Procurement</b>	Other Professional Services	<b>Address Line2</b>	
	<b>Award Process</b>	Authority Contract - Competitive Bid	<b>City</b>	PHILADELPHIA
	<b>Award Date</b>	12/31/2019	<b>State</b>	PA
	<b>End Date</b>	12/31/2020	<b>Postal Code</b>	19176
	<b>Fair Market Value</b>		<b>Plus 4</b>	
	<b>Amount</b>	\$7,053.00	<b>Province/Region</b>	
	<b>Amount Expended For</b>	\$7,053.00	<b>Country</b>	United States
	<b>Fiscal Year</b>		<b>Procurement Description</b>	General liability insurance related to Angola Ag Park property
	<b>Explain why the Fair Market Value Is Less than the Amount</b>			



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13.	Vendor Name	Symans Enterprises	Address Line1	Address Line2
Type of Procurement	Design and Construction/Maintenance			
Award Process	Authority Contract - Competitive Bid	City	DUNKIRK	
Award Date	7/31/2020	State	NY	
End Date	10/6/2020	Postal Code	14048	
Fair Market Value		Plus 4		
Amount	\$7,840.00	Province/Region		
Amount Expended For	\$7,840.00	Country	United States	
Fiscal Year		Procurement Description	Angola AG Park site maintenance (brush hogging)	
Explain why the Fair Market Value is Less than the Amount				

14.	Vendor Name	Wendel	Address Line1	Address Line2
Type of Procurement	Consulting Services		375 Essjay Road	
Award Process	Authority Contract - Non-Competitive Bid	City	Suite 200	
Award Date	11/12/2019	State	WILLIAMSVILLE	
End Date	4/3/2020	Postal Code	NY	
Fair Market Value		Plus 4	14221	
Amount	\$14,000.00	Province/Region		
Amount Expended For	\$14,000.00	Country	United States	
Fiscal Year		Procurement Description	Angola Ag Park property boundary survey/site acquisition	
Explain why the Fair Market Value is Less than the Amount				



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**Additional Comments**

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