

**Erie County Industrial Development Agency**  
**2025 Budget**

# *Erie County Industrial Development Agency (ECIDA)*

## **2025 Budget + 3 Year Forecast**

### **A. Overview of Changes in 2025 Budget**

Presented herein is the projected operating budget for the Erie County Industrial Development Agency's ("ECIDA") year ending December 31, 2025 and a three-year forecast for 2026–2028.

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

For the year ending December 31, 2025, the Agency is projecting net income from operations of \$97,518. Depreciation and amortization, noncash expenses, are estimated at \$235,290 and brings the budgeted operating loss to \$137,772. There are also expenses of \$300,000 budgeted for external projects, all of which is handled with existing UDAG funds, rather than operating cash. This leads to an overall budgeted net loss of \$437,772, which is driven by noncash expenses.

The following significant risk factors may impact the 2025 results:

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

The following information details the key changes in the 2025 budget compared to the 2024 projected revenues and expenses:

# Erie County Industrial Development Agency (ECIDA) 2025 Budget + 3 Year Forecast

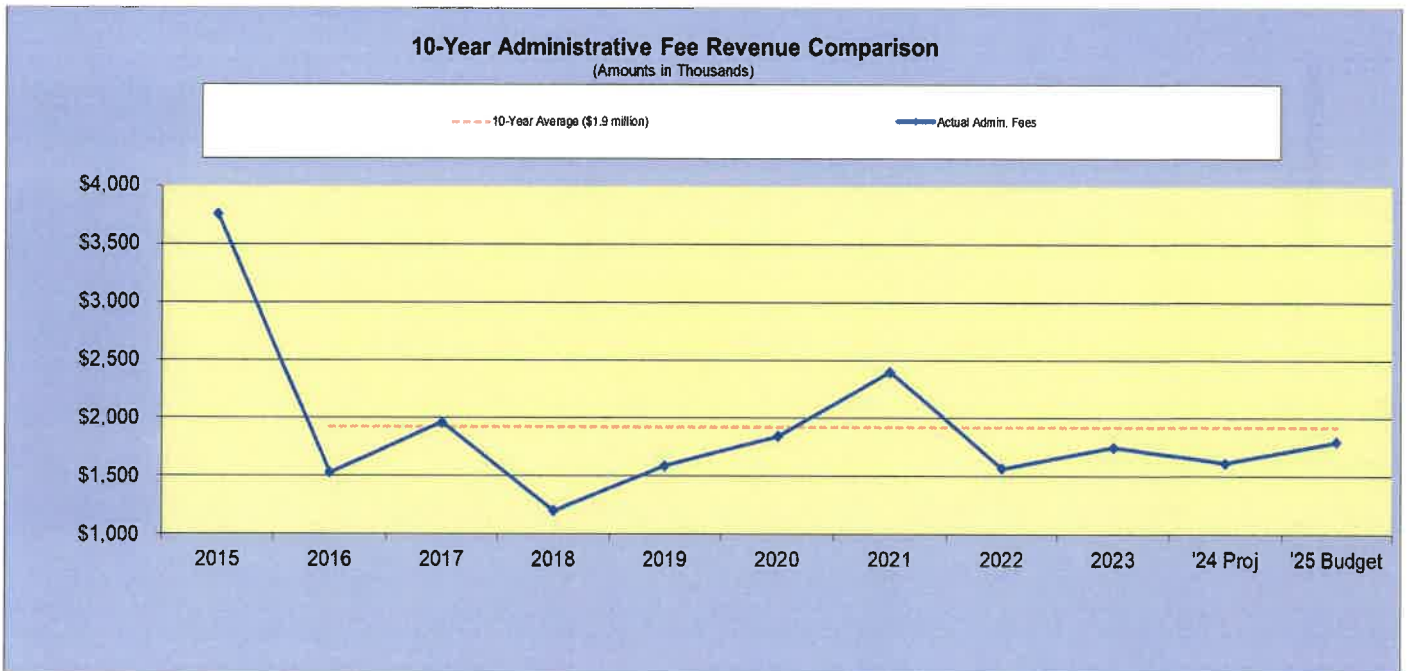
## A. Overview of Changes in 2025 Budget (continued)

### Revenues:

#### **Administrative Fees (2025 Budget - \$1.8 million):**

Administrative fees primarily consist of fees earned by the ECIDA through the provision of tax abatements. During 2024, administrative fees included projects such as Moog in Elma and Solar Liberty Energy Systems in Evans. Additionally, the Agency has closed on one tax-exempt bond issuance in 2024, which resulted in fees collected of \$337,000. Since some fees are recognized over multiple years (in accordance with the terms of the related fee agreements), the Agency expects to recognize approximately \$1 million of fees in 2025 related to prior year project approvals. The budgeted figure of \$1.8 million was derived using the 2015-2024 10-year average.

The following chart summarizes the actual administrative fee revenue over the past 10 years compared to the average administrative fee for the 10-year period from 2015-2024:



# *Erie County Industrial Development Agency (ECIDA)*

## **2025 Budget + 3 Year Forecast**

### **A. Overview of Changes in 2025 Budget (continued)**

#### ***Affiliate Management Fees (increasing 50.4% from \$321,500 to \$483,500):***

Affiliate Management Fees represent salary, benefit, and facilities costs charged to ECIDA's affiliated companies (RDC & ILDC) for office space and services that ECIDA employees provide to these organizations, since they have no employees of their own. Previously, charges to ILDC related to the Erie County Business Development Fund (BDF) microloan fund only, while time related to land development was supported by ECIDA. ILDC has operational support included in its 2025 budget which will result in additional ECIDA staff time charged to that entity.

#### ***Management Fees – BUDC (increasing 1.0% from \$102,000 to \$103,000):***

Management Fees – BUDC are salaries and benefit costs charged to Buffalo Urban Development Corporation (“BUDC”) and its affiliates for services that ECIDA employees provide. ECIDA provides financial reporting, facilities management, and administrative services to BUDC as part of a shared services agreement. Management fees are expected to increase slightly in 2025 due to increased salaries and benefits costs for employees who charge hours to BUDC and its affiliates.

#### ***Rental Income (decreasing 6.4% from \$328,700 to \$307,700):***

Rental Income represents rent received by ECIDA from BUDC for office space, two facilities owned by ECIDA and other smaller agreements. Rent for leased space at 143 Genesee Street is recognized as a combination of rent revenue and interest income related to the lease, with the lease agreement in place through July 2027. The decrease in the overall budget is due to rent from the Port Terminal management agreement budgeted at \$73,000 in 2025 based on projections from the management company, with \$111,000 being received in 2024.

### **Expenses:**

#### ***Salaries & Benefits (increasing 6.2% from \$2.25 million to \$2.39 million):***

The increase in the 2025 budgeted salaries and benefits compared to the projected 2024 figures is due to several factors. Salary increases and a potential performance incentive pool calculated at 4% of total salaries are included in the budget. Compensation increases are based on an independent compensation study of ECIDA employees, comparing Agency employee salaries with other individuals in the local labor market who have similar titles and responsibilities. These adjustments, if any, will also be reviewed and approved by the ECIDA Board Compensation Committee for Executive Management and by the CEO for other staff. Significant annual rate increases for health care also contribute to higher employee benefit costs. Professional development and training costs are also included in this category. As an organization of specialized professionals, salaries and benefits account for 79% of 2025 budgeted operating expenses.

#### ***General Office Expenses (increasing 6.1% from \$142,300 to \$151,000):***

The increase in 2025 budgeted general office expenses compared to the projected 2024 figures is due mainly to increases in budgeted copier and postage costs, as well as membership dues and subscriptions. Other expenses included in this line item are information technology expenses, telephone and internet, and office supplies.

***Erie County Industrial Development Agency (ECIDA)***  
**2025 Budget + 3 Year Forecast**

**A. Overview of Changes in 2025 Budget (continued)**

***Building Operating Costs (increasing 48.4% from \$75,500 to \$112,000):***

Building operating costs include costs related to ECIDA’s office at 95 Perry Street (rent and interest expense associated with the lease, parking) and the ECIDA-owned building at 143 Genesee Street (property taxes, maintenance, etc.). Costs associated with ECIDA’s office lease are recognized as a liability and intangible right-to-use asset in accordance with GASB Statement No. 87, *Leases*. As a result, cash outflows will differ from expense recorded. ECIDA’s office lease was renewed in 2023 and requires ECIDA to pay its proportionate percentage of property taxes and operating costs of the building, which are budgeted at \$38,000 for 2025. Under the previous sublease agreement these costs were not passed on to ECIDA.

***Professional Services (increasing 48.6% from \$60,400 to \$89,800):***

Professional Services consist of the following:

	<b>2025 Budget</b>	<b>2024 Budget</b>	<b>2024 Projection</b>
Legal	\$45,000	\$45,000	\$29,400
Consultants	\$15,000	\$25,000	\$600
Auditing	\$29,800	\$30,400	\$30,400
<b>Total</b>	<b>\$89,800</b>	<b>\$100,400</b>	<b>\$60,400</b>

In 2025, legal expenses are budgeted at \$45,000, consistent with the 2024 budget. Consultant expenses are budgeted at \$15,000. 2024 consultant costs are projected lower than budget due to ECIDA’s use of consultants specific to grant or special project funding in 2024. Audit costs are in accordance with current proposals.

***Erie County Industrial Development Agency (ECIDA)***  
**2025 Budget + 3 Year Forecast**

**B. External Special Projects**

The ECIDA's 2025 budget currently includes \$175,000 for external projects and \$125,000 allocated for carrying costs related to ILDC property holdings that are consistent with the restrictions on the UDAG and/or General Funds as follows:

<b>Project</b>	<b>2025 Budget</b>	<b>2024 Budget</b>	<b>2024 Projection</b>
<b>External Special Projects</b>	\$ 175,000	\$ 175,000	\$ 175,000
<b>Renaissance Commerce Park Grant</b>	100,000	100,000	100,000
<b>Angola Ag Park Grant</b>	25,000	50,000	50,000
<b>Other Strategic Initiatives</b>	-	-	40,525
<b>Reserves for Future Projects:</b>			
Forgivable Attraction Loan	-	1,000,000	-
<b>Total</b>	<b>\$ 300,000</b>	<b>\$ 1,325,000</b>	<b>\$ 365,525</b>

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

\$100,000 is budgeted for Renaissance Commerce Park, representing anticipated carrying costs related in 2025, while \$25,000 is budgeted for Angola Ag Park.

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

**Budget for 2025**

	<b>Budget 2025</b>	<b>Budget 2024</b>	<b>Projected 2024</b>	<b>Actual 2023</b>
<b>REVENUES:</b>				
Administrative Fees	\$ 1,800,000	\$ 1,800,000	\$ 1,616,000	\$ 1,749,882
Affiliate Management Fees	483,500	341,700	321,500	247,752
Management Fees - BUDC	103,000	130,000	102,000	112,025
Rental Income	307,730	328,200	328,724	316,002
Other Income	34,000	34,000	31,445	44,666
Interest Income - Cash & Investments	375,000	125,000	380,184	368,456
Interest Income - Leases	25,318	33,500	36,346	43,976
<b>Total Revenues</b>	<b>3,128,548</b>	<b>2,792,400</b>	<b>2,816,199</b>	<b>2,882,759</b>
<b>EXPENSES:</b>				
Salaries & Benefits	2,385,980	2,327,850	2,245,809	2,035,058
General Office Expenses	151,000	138,100	142,344	162,381
Insurance Expense	120,000	110,000	121,311	104,563
Building Operating Costs	112,000	69,400	75,480	92,749
Professional Services	89,800	100,400	60,441	82,563
Marketing, Promotion & Public Hearings	105,000	95,000	116,545	118,995
Travel, Mileage & Meeting Expenses	35,500	37,000	38,079	24,571
Website Compliance & Design	15,000	10,000	25,550	-
Other Expenses	16,750	16,750	26,059	189,753
<b>Total Expenses</b>	<b>3,031,030</b>	<b>2,904,500</b>	<b>2,851,619</b>	<b>2,810,634</b>
<b>GRANT INCOME:</b>				
Revenues	5,198,286	2,439,804	465,531	517,991
Expenses	(5,198,286)	(2,431,604)	(457,878)	(469,897)
	-	8,200	7,652	48,094
<b>NET INCOME (LOSS) BEFORE DEPRECIATION, EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:</b>	<b>97,518</b>	<b>(103,900)</b>	<b>(27,767)</b>	<b>120,219</b>
Depreciation and amortization	(235,290)	(270,000)	(265,290)	(204,228)
<b>NET INCOME (LOSS) BEFORE EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:</b>	<b>(137,772)</b>	<b>(373,900)</b>	<b>(293,057)</b>	<b>(84,009)</b>
<b>EXTERNAL SPECIAL PROJECTS:</b>				
Buffalo Downtown Initiatives (BUDC)	100,000	100,000	100,000	100,000
Annual Membership (IBN)	75,000	75,000	75,000	75,000
Renaissance Commerce Park grant paid	100,000	100,000	100,000	164,061
ILDC Land Sale Proceeds (reimbursement)	-	(300,000)	(274,450)	-
Angola Ag Park grant paid	25,000	50,000	50,000	46,270
Other Strategic Initiatives	-	-	40,525	28,975
<b>Total Special Projects</b>	<b>300,000</b>	<b>25,000</b>	<b>91,075</b>	<b>414,306</b>
<b>NET INCOME (LOSS) BEFORE OTHER RESERVES:</b>	<b>(437,772)</b>	<b>(398,900)</b>	<b>(384,132)</b>	<b>(498,315)</b>
<b>Other Reserves:</b>				
Use of IDA reserves for operations	-	-	(118,842)	-
Forgivable Attraction Loan(s)	-	1,000,000	-	-
<b>Total Other Reserves</b>	<b>-</b>	<b>1,000,000</b>	<b>(118,842)</b>	<b>-</b>
<b>NET INCOME/(LOSS):</b>	<b>\$ (437,772)</b>	<b>\$ (1,398,900)</b>	<b>\$ (265,290)</b>	<b>\$ (498,315)</b>

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")**  
**2025 Budget and Three Year Forecast 2026-2028**

	<b>Budget 2025</b>	<b>Forecast 2026</b>	<b>Forecast 2027</b>	<b>Forecast 2028</b>
<b>REVENUES:</b>				
Administrative Fees	\$ 1,800,000	\$ 1,850,000	\$ 1,900,000	\$ 1,900,000
Affiliate Management Fees	483,500	493,000	503,000	513,000
Management Fees - BUDC	103,000	105,000	107,000	109,000
Rental Income	307,730	307,730	307,730	307,730
Other Income	34,000	40,000	40,000	40,000
Interest Income - Cash & Investments	375,000	386,000	398,000	410,000
Interest Income - Leases	25,318	26,000	27,000	28,000
Total Revenues	3,128,548	3,207,730	3,282,730	3,307,730
<b>EXPENSES:</b>				
Salaries & Benefits	2,385,980	2,434,000	2,483,000	2,557,000
General Office Expenses	151,000	156,000	161,000	166,000
Insurance Expense	120,000	124,000	128,000	132,000
Building Operating Costs	112,000	116,000	119,000	122,000
Professional Services	89,800	92,000	95,000	98,000
Marketing, Promotion & Public Hearings	105,000	108,000	111,000	114,000
Travel, Mileage & Meeting Expenses	35,500	37,000	38,000	39,000
Website Compliance & Design	15,000	20,000	-	-
Other Expenses	16,750	17,000	18,000	19,000
Total Expenses	3,031,030	3,104,000	3,153,000	3,247,000
<b>GRANT INCOME:</b>				
Revenues	5,198,286	250,000	250,000	250,000
Expenses	(5,198,286)	(250,000)	(250,000)	(250,000)
	-	-	-	-
<b>NET INCOME (LOSS) BEFORE DEPRECIATION, EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:</b>				
	<b>97,518</b>	<b>103,730</b>	<b>129,730</b>	<b>60,730</b>
Depreciation and amortization	(235,290)	(235,000)	(235,000)	(235,000)
<b>NET INCOME (LOSS) BEFORE EXTERNAL SPECIAL PROJECTS AND OTHER RESERVES:</b>				
	<b>(137,772)</b>	<b>(131,270)</b>	<b>(105,270)</b>	<b>(174,270)</b>
<b>EXTERNAL SPECIAL PROJECTS:</b>				
Buffalo Downtown Initiatives (BUDC)	100,000	100,000	100,000	100,000
Annual Membership (IBN)	75,000	75,000	75,000	75,000
Renaissance Commerce Park grant paid	100,000	50,000	45,000	45,000
ILDC Land Sale Proceeds (reimbursement)	-	(150,000)	(150,000)	(150,000)
Angola Ag Park grant paid	25,000	25,000	25,000	25,000
Total Special Projects	300,000	100,000	95,000	95,000
<b>NET INCOME/(LOSS):</b>				
	<b>\$ (437,772)</b>	<b>\$ (231,270)</b>	<b>\$ (200,270)</b>	<b>\$ (269,270)</b>



**Erie County Industrial Development Agency**  
**Five Year Capital Budget 2025-2029**

	2025	2026	2027	2028	2029	Total
<b>Facilities:</b>						
143 Genesee Street	\$ 30,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 90,000
95 Perry Street	5,000	5,000	5,000	5,000	5,000	25,000
Total Facilities	35,000	20,000	20,000	20,000	20,000	115,000
<b>Information Technology:</b>						
Replace Laptops	-	25,500	-	-	-	25,500
Servers	12,000	-	-	12,000	-	24,000
Infrastructure Upgrade	-	-	-	-	-	-
Misc.	3,000	3,000	3,000	3,000	3,000	15,000
Total Information Technology	15,000	28,500	3,000	15,000	3,000	64,500
<b>GRAND TOTAL</b>	<b>\$ 50,000</b>	<b>\$ 48,500</b>	<b>\$ 23,000</b>	<b>\$ 35,000</b>	<b>\$ 23,000</b>	<b>\$ 179,500</b>

**Budget & Financial Plan** Budgeted Revenues, Expenditures, And Changes in Current Net Assets.

	Last Year (Actual) 2023	Current Year (Estimated) 2024	Next Year (Adopted) 2025	Proposed 2026	Proposed 2027	Proposed 2028
<b>REVENUE &amp; FINANCIAL SOURCES</b>						
<b>Operating Revenues</b>						
Charges For Services	\$1,749,882.00	\$1,616,000.00	\$1,800,000.00	\$1,850,000.00	\$1,900,000.00	\$1,900,000.00
Rental And Financing Income	\$316,002.00	\$328,724.00	\$307,730.00	\$307,730.00	\$307,730.00	\$307,730.00
Other Operating Revenues	\$445,990.00	\$454,945.00	\$620,500.00	\$638,000.00	\$650,000.00	\$662,000.00
<b>Non-Operating Revenues</b>						
Investment Earnings	\$368,456.00	\$380,184.00	\$375,000.00	\$386,000.00	\$398,000.00	\$410,000.00
State Subsidies/Grants	\$30,968.00	\$26,384.00	\$3,370,823.00	\$0.00	\$0.00	\$0.00
Federal Subsidies/Grants	\$129,000.00	\$28,555.00	\$234,000.00	\$0.00	\$0.00	\$0.00
Municipal Subsidies/Grants	\$268,160.00	\$363,872.00	\$1,553,463.00	\$0.00	\$0.00	\$0.00
Public Authority Subsidies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Nonoperating Revenues	\$133,840.00	\$357,516.00	\$65,318.00	\$426,000.00	\$427,000.00	\$428,000.00
Proceeds From The Issuance Of Debt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total revenues and financing sources</b>	<b>\$3,442,298.00</b>	<b>\$3,556,180.00</b>	<b>\$8,326,834.00</b>	<b>\$3,607,730.00</b>	<b>\$3,682,730.00</b>	<b>\$3,707,730.00</b>
<b>EXPENDITURES</b>						
<b>Operating Expenditures</b>						
Salaries And Wages	\$1,536,078.00	\$1,764,471.00	\$1,870,254.00	\$1,907,895.00	\$1,946,304.00	\$2,004,309.00
Other Employee Benefits	\$498,980.00	\$481,337.00	\$515,725.00	\$526,105.00	\$536,696.00	\$552,691.00
Professional Services Contracts	\$111,538.00	\$60,441.00	\$89,800.00	\$92,000.00	\$95,000.00	\$98,000.00
Supplies And Materials	\$470,189.00	\$458,244.00	\$486,988.00	\$350,840.00	\$334,517.00	\$372,225.00
Other Operating Expenses	\$460,100.00	\$329,430.00	\$287,541.00	\$462,160.00	\$475,483.00	\$454,775.00
<b>Non-Operating Expenditures</b>						
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	\$8,499.00	\$22,986.00	\$16,012.00	\$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	\$133,500.00	\$28,555.00	\$234,000.00	\$0.00	\$0.00	\$0.00
Other Nonoperating Expenses	\$721,729.00	\$794,848.00	\$5,264,286.00	\$500,000.00	\$495,000.00	\$495,000.00
<b>Total expenses</b>	<b>\$3,940,613.00</b>	<b>\$3,940,312.00</b>	<b>\$8,764,606.00</b>	<b>\$3,839,000.00</b>	<b>\$3,883,000.00</b>	<b>\$3,977,000.00</b>
Capital Contributions	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Excess (Deficiency) Of Revenues And Capital Contributions Over Expenses</b>	<b>(\$498,315.00)</b>	<b>(\$384,132.00)</b>	<b>(\$437,772.00)</b>	<b>(\$231,270.00)</b>	<b>(\$200,270.00)</b>	<b>(\$269,270.00)</b>



Budget Report for Erie County Industrial Development Agency

Fiscal Year Ending: 12/31/2025

Run Date: 10/24/2024  
Status: CERTIFIED  
Certified Date: 10/24/2024

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**