

BUFFALO URBAN DEVELOPMENT CORPORATION

**RIVERBEND LLC
BUFFALO LAKESIDE COMMERCE PARK I LLC
NORDEL I LLC
NORDEL II LLC
683 WTC LLC
683 NORTHLAND LLC
KING CROW LLC
714 NORTHLAND LLC
631 NORTHLAND LLC**

2021 ANNUAL REPORT
(For purposes of Section 2800(2) of the Public Authorities Law)

Purpose of the Annual Report:

As a local development corporation established by the City of Buffalo, the Buffalo Urban Development Corporation (BUDC) is required to comply with New York State’s Public Authorities Law. Under this Law, BUDC is required to submit a comprehensive annual report that includes information on:

1. Operations and accomplishments
2. Financial Reports
3. Mission Statement & Performance 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 brought 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, 2021.

1. Operations & Accomplishments:

A report on the 2021 operations and accomplishments of the BUDC and its affiliates is posted on BUDC’s website at <http://www.buffalourbandevelopment.com/budc-corporate-reports>.

2. Financial Reports:

i) Audited Financial Statements:

The audited financial statements for the BUDC will be posted on its website at <http://www.buffalourbandevelopment.com/budc-corporate-reports>. The financial statement certification is included on page 8.

The financial statements are audited on an annual basis, by BUDC’s independent auditors Freed Maxick CPAs, P.C. In their opinion, the financial statements present fairly, in all material respects, the financial position of BUDC as of December 31, 2021 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:

BUDC and its affiliates are recipients of certain Federal, State, Local and private foundation grant programs that are utilized for land development projects. Details of the various grants are outlined in BUDC's audited financial statements.

iii) Operating & Financial Risks:

The following outline some of the operating and financial risks that impact BUDC:

- Liquidity – A significant portion of BUDC's assets consist of land and buildings held for sale or lease which are not readily convertible to cash. Since BUDC relies upon land sales and lease revenues to fund operations, a reduction in the amount of cash derived from land sales and lease revenues could cause BUDC difficulty in funding operations.
- Recovery of Land held for sale – BUDC has capitalized a large proportion of its development costs as "Land and Improvements held for sale". If BUDC has difficulty selling the underlying parcels due to local economic conditions, it may not be able to recover the amount recorded on the financial statements.
- Environmental – Since BUDC and its affiliates may assume title to properties with environmental contamination, it is exposed to the related potential clean-up costs, litigation and other liabilities.
- Regulatory – BUDC is subject to various regulations including those imposed by the NYS Authorities Budget Office. These regulations may increase the cost of compliance or impact the financial position of the Corporation. In 2017, BUDC closed on tax credit financing for the redevelopment of 683 Northland (Northland Central) involving New Markets and Historic Tax Credits. Changes to regulations governing these and Brownfield Tax Credits could impact the overall funding of the project.
- Funding – As a not-for-profit local development corporation, BUDC has limited sources of operating funds and relies heavily on grant funding for certain projects. BUDC management is always cognizant of the fact that a change in the legislative climate or administration of the State could have a significant effect on future grant opportunities.

BUDC mitigates a portion of the above risks with prudent internal financial management, external financial and legal guidance, and comprehensive insurance coverage.

iv) Current bond ratings:

BUDC does not issue bonds on its own behalf and therefore is not rated by municipal bond rating agencies.

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

BUDC has long-term liabilities related to loans and notes payable as described in Section 4.

3. Mission Statement & Performance Measurements:

BUDC's Mission Statement & Performance Measurements Report for 2021 is included in Attachment 1. This document was reviewed and approved by the Board at the March 30, 2021 Board meeting.

4. Schedule of Bonds and Notes Outstanding:

In 2006, BUDC issued \$675,000 in promissory notes in connection with the expansion of its Buffalo Lakeside Commerce Park remediation and redevelopment. During 2007, \$150,000 of these notes were repaid while in 2008 an additional \$267,619 of these notes were repaid, leaving a balance of \$257,381 outstanding at December 31, 2021. In 2017, 683 Northland LLC borrowed amounts totaling \$13,730,000 related to the Northland Workforce Training Center project as part of a transaction to syndicate certain tax credits. 683 Northland LLC also entered into two agreements for bridge financing in 2017 totaling \$30,000,000; \$10,180,810,000 of which was outstanding at December 31, 2021. In 2019, BUDC entered into a \$369,750 term note for a property purchase. See Attachment 2 for detail of BUDC's loans and notes payable.

5. Compensation Schedule:

See Attachment 3 for a list of BUDC employees who were paid a salary exceeding \$100,000 during 2021. Attachment 3A is a summary of benefits provided to those staff per the New York State Public Authorities Reporting Information System (PARIS). Biographies for these individuals are posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-contact-us>. Salaries and benefit information for other BUDC staff are also reported under PARIS.

None of the Directors of the Buffalo Urban Development Corporation or its affiliates receive any compensation for their services as Directors. None of the Officers of the Buffalo Urban Development Corporation or its affiliates receive any compensation for their services as Officers, beyond their compensation as employees.

6. Projects Undertaken by the Corporation during fiscal year 2021:

See above Operations and Accomplishments report posted at <http://www.buffalourbandevelopment.com/budc-corporate-reports> for a listing of various initiatives accomplished in 2021.

7. Listing of certain Property of the Corporation:

Attachment 4 provides information regarding the real property holdings of BUDC and its affiliates.

8. Code of Ethics:

The Corporation's Code of Ethics is posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-corporate-policies>.

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

Management's Assessment of the Effectiveness of Internal Controls of BUDC is posted on BUDC's website at <https://www.buffalourbandevelopment.com/budc-corporate-reports>.

BUDC's independent auditors have conducted tests of the effectiveness of BUDC's internal controls over financial reporting and their report is included in the audited financial statements posted on BUDC's website at <https://www.buffalourbandevelopment.com/budc-corporate-reports>.

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

BUDC

BUDC is a local development corporation which was 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:

Buffalo Urban Development Corporation is administered by a Real Estate Committee, Audit & Finance Committee, Governance Committee, Downtown Committee, and Loan Committee. A description of the committees and a listing of committee members is posted on the BUDC website at <http://www.buffalourbandevelopment.com/budc-board-committees>.

ii) List of Board Meetings & Attendance:

A list of the 2021 Board meetings and Board attendance is outlined on Attachment 5.

iii) Description of major authority units, subsidiaries: BUDC's Corporate Chart is included in Attachment 6.

iv) Number of Employees:

BUDC had four full-time employees in 2021. It also utilized employees of the Erie County Industrial Development Agency (ECIDA) to provide financial, administrative, and property management services on a fee basis, through a shared services agreement.

v) Organizational Chart:

BUDC's organizational chart is posted on BUDC's website at:

<http://www.buffalourbandevelopment.com/budc-contact-us>.

12. Bylaws:

The Bylaws for BUDC are posted on its website at

http://www.buffalourbandevelopment.com/documents/budc_corporate_policies/BUDCBY-Laws_Feb_2012.pdf.

13. Listing of Material Changes in Operations and Programs:

In 2021, BUDC staff continued developing and managing a material change in BUDC operations and programs that began in 2019, as indicated in Section 1 (Operations & Accomplishments) in the section titled Waterfront / Ralph C. Wilson, Jr. Centennial Park Project. BUDC applied to the Ralph C. Wilson, Jr. Foundation for grant funds to assist the City of Buffalo to become more engaged in downtown waterfront planning and development activities. The Foundation initially awarded BUDC a \$2.8 million dollar grant to enhance both BUDC's and the City's capacity to manage such development activities and to successfully implement the design and construction of Ralph C. Wilson, Jr. Centennial Park. The project continues to progress as it nears 50% Construction Documents phase and moves towards the first phase of construction, which is anticipated to begin in 2022. In addition to securing and managing grant additional funding from the Ralph C. Wilson Foundation in the amount of \$3.06 million, BUDC was also successful in leveraging additional funding from the Community Foundation for an additional BUDC support staff, the Great Lakes Foundation and others to support this transformational project. BUDC also continues to successfully manage contracts with Gardiner & Theobald for project management and cost estimating services, as well as a contract with Michael Van Valkenburg & Associates for landscape design services.

BUDC also continued to make significant strides in the Northland Beltline Corridor redevelopment area in 2021, despite the disruption caused by the COVID 19 pandemic. BUDC was able to attract additional tenants to the campus such as Garwood Medical and Bank On Buffalo. BUDC also worked in collaboration with partners at City of Buffalo, Invest Buffalo Niagara, Northland Workforce Training Center and the UB Regional Institute on a joint application for federal funding through the EDA Build Back Better

grant program to bring additional resources for the continued development of properties within the Northland Beltline Corridor. The WNY Region was successful in securing planning funding and to also advance to Phase 2 of the program that has the potential to unlock millions in capital funding for the Northland Corridor and the WNY region.

These investments in existing assets/infrastructure will increase development density in the City of Buffalo that encourages walkability and multi-modal transportation, connects dis-advantaged communities with employment clusters, and attracts private investment to further foster a vibrant, sustainable community in line with the Region's established smart growth principles. The Northland Beltline Corridor continues to evolve as an innovation hub focused on workforce training, advanced manufacturing, and energy, with a focus on encouraging job training and employment for East Side residents. The combined project at Northland Central has exceeded \$100 million. In addition to the grant funding from ESD, NYPA and the City of Buffalo, additional financing has been provided by Citibank and Key Bank, through the use of Historic Preservation Tax Credits and New Market Tax Credits allocated through the National Trust Community Investment Corporation and Building America Community Development Entity. Key Bank has provided construction bridge financing.

14. Four-Year Financial Plan:

A copy of the four-year financial plan is posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-corporate-reports>.

15. Board Performance Evaluations:

The BUDC Board of Directors conducted a Board Performance Evaluation for 2021 and forwarded the results to the Authorities Budget Office. The results of the survey are not subject to disclosure under Article six of the Public Officers Law.

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

Attachment 7 is a Procurement Report that will be filed under PARIS. The report outlines the assets and services purchased through competitive and non-competitive bidding for those procurements in excess of \$5,000.

17. Description of material pending litigation:

The audited financial statements for BUDC outline any material pending litigation. The audited financial statements are posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-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 Buffalo Urban Development Corporation, does hereby certify with respect to the annual financial report of the Corporation (the "Annual Financial Report") posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-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.



Brandy M. Merriweather
President

3/30/2022
Date



Mollie Profic
Treasurer/CFO

3/30/2022
Date

Buffalo Urban Development Corporation (BUDC)
2021 Mission Statement and Performance Measurements (w/ Results)

Date Approved: 3/30/2021

BUDC Mission Statement:

The mission of Buffalo Urban Development Corporation (BUDC) is to support the urban economic development efforts of the region through acquisition, remediation and management of distressed properties, and to engage in related real estate development activities for the purpose of attracting and/or retaining new and existing businesses to the City as part of the region. The mission of BUDC also includes supporting the revitalization of downtown Buffalo by serving as the lead management entity for Buffalo Building Reuse Project (BBRP) and Race for Place initiatives, working in collaboration with the City of Buffalo; including the coordination of financial assistance for downtown adaptive re-use projects and public right-of-way improvements.

BUDC Performance Measurements:

Goal: To reclaim abandoned and distressed land and buildings for future development.

Objective A: Continue to establish the Northland Beltline (“Northland”) as the prime urban area for reclamation, by implementing the redevelopment strategy and continuing to engage in appropriate planning processes and leasing for future development.

New Measurement: Negotiate and execute a lease with Bank on Buffalo for branch bank space at Northland Central.

Result: Negotiated and executed a lease amendment with Bank on Buffalo.

Measurement: Assemble any additional properties that become available which are needed to enhance Northland.

Result: No additional properties have become available that were needed to enhance Northland.

Measurement: Obtain City of Buffalo Planning Board approval for various phases of Northland redevelopment as they occur.

Result: No City of Buffalo Planning Board approvals were needed.

Measurement: Obtain State Historic Preservation Office (SHPO) approval to maximize the preservation of structures that will contribute to the redevelopment of Northland and the select demolition of structures that are an impediment to the redevelopment.

Result: No new structures were introduced to SHPO for approval.

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Measurement: Manage all compliance and milestones related to the financing for Northland Central; including Historic Preservation Tax Credits, Brownfield Cleanup Program Tax Credits, New Market Tax Credits, and bridge loan financing.

Result: Compliance milestones were met, but reimbursements for Brownfield Cleanup Program Tax Credits are delayed due to the standard audit process.

Measurement: Negotiate and execute any lease agreement amendments with tenants at Northland Central, 714 Northland, and 612 Northland.

Result: Negotiated and executed a second lease renewal with Well Worth Products, Inc for 714 Northland.

Measurement: Continue to implement the Soil (Site) Management Plan (SMP) for Northland Central, under the NYS Brownfield Cleanup Program.

Result: Remedial investigations completed at Northland Central and Site (soil) Management Plan (SMP) implemented.

Measurement: Continue effective M/WBE Utilization and Workforce Participation programs for remaining Northland construction.

Result: M/WBE Utilization and Workforce Participation programs continued to be effective.

Measurement: Continue to implement the Restore NY V Grant initiatives, including renovations at 541 E. Delavan and select demolition at 777 Northland.

Result: 541 E. Delavan construction paused by COVID pandemic.

Measurement: Continue the implementation of the Historic Preservation Mitigation measures agreed to with the State Historic Preservation Office, according to the Memorandum of Agreement (MOA).

Result: MOA measures implemented for all development activities.

Measurement: Continue to work with the NYSDEC regarding Superfund investigation and remediation at the 537 E. Delavan site.

Result: NYSDEC is continuing to monitor all wells through December 31, 2022.

Measurement: If funding becomes available, begin renovations or other actions necessary to bring other space across Northland to a “ready-to-lease” condition.

Result: BUDC is actively pursuing funding as part of the regional application to the Economic Development Administration (EDA)’s Build Back Better program.

Measurement: Continue the Community Outreach Program, with one additional Public Meeting and one additional Stakeholder Advisory Committee Meeting, and additional community outreach through social media.

Result: The Community Outreach Program was centered on the Northland Business Network Series. Two additional presentations were organized

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and held via a Zoom platform with break-out sessions. Northland video series released 1st video in northland video series.

Measurement: Continue to implement the green infrastructure plan for 537 E. Delavan, if construction resumes.

Result: Based on the paused development activity at 537 E. Delavan, no further green infrastructure work was advanced.

Measurement: Execute a contract with the consultant team for the Community Solar and Microgrid project. Initiate the pre-development planning, analysis, and financing phases of the project.

Result: Negotiated and executed a consulting agreement with Frey Electric to advance the pre-development planning, analysis, and financing phases of the project.

Measurement: Continue to work with energy stakeholders to solicit funding from Eaton Corporation to create an Energy Experience Center at Northland Central, and get construction of same underway.

Result: Due to the COVID pandemic, the energy stakeholders have put this initiative on hold, but have remained in communication with Eaton Corporation.

Measurement: Finalize the procurement process and execute a contract with the consultant team for the tax credit, legal, and accounting services needed to determine the feasibility of moving forward with a renovation project at 631 Northland.

Result: 631 Northland is included in the Build Back Better program application. If successful, consultant contracts will be executed.

Objective B: Secure funds to continue to advance the Northland Beltline projects.

New Measurement: Pursue a Grant Disbursement Agreement (GDA) with Empire State Development (ESD) for \$1.8M in additional funding for the Northland Community Solar & Microgrid Project.

Result: ESD has been active in the pre-development activities. An application to the ESD Board is anticipated in early 2022 for the \$1.8M in additional funding.

New Measurement: Draw-down all funds related to the \$200,000 GDA (#133,857) with ESD for the Northland Community Solar & Microgrid Project.

Result: An imprest account has been established for the \$200,000 in ESD funds. One draw was completed in 2021.

New Measurement: Submit an application to National Grid for additional funding related to the Northland Community Solar & Microgrid Project.

Result: Once pre-development is complete, an application will be submitted to National Grid for additional funding related to the Northland Community

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Solar & Microgrid Project. The project is also included in the Build Back Better scope of work.

New Measurement: Continue to draw-down funds related to the City's Restore NY V GDA (#AD009) for new work to be completed at 541 E. Delavan and 777 Northland.

Result: No new work was completed.

New Measurement: Submit all documentation for the 6th installment of Historic Tax Credits related to the development of Northland Central.

Result: Documentation for the 6th installment of Historic Tax Credits related to the development of Northland Central is delayed due to the ongoing 2019 BTC standard audit process.

New Measurement: Receive 2018 Brownfield Tax Credit (BTC) refund from NYS related to the Northland Central redevelopment.

Result: Received.

New Measurement: Complete submittal and receive 2019 BTC refund from NYS related to the Northland Central redevelopment.

Result: 2019 BTC was submitted in September 2020 but has not yet been received.

New Measurement: Complete submittal for 2020 BTC refund from NYS related to the Northland Central redevelopment.

Result: 2020 BTC refund claim was submitted in October 2021. The beginning stages of an audit are underway.

New Measurement: Submit an application to the US Economic Development Administration (EDA) for funding related to the rehabilitation of 631 Northland.

Result: 631 Northland is part of the regional application to the EDA's Build Back Better program.

Measurement: Close-out all documentation related to the \$10.3M GDA (#Z415) with ESD for Northland Central.

Result: This grant was fully closed out in April 2021.

Measurement: Draw-down all remaining funds related to the \$6M GDA (#AC426) with ESD for Northland Workforce Training Center equipment.

Result: Documentation to draw down the remaining funds will be submitted to ESD in early 2022.

Measurement: Identify additional funding sources (i.e. grants and tax credits) and income opportunities for future phases of Northland Beltline projects.

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Result: Northland Corridor Phase 3 is included in the regional application to the EDA's Build Back Better program.

Objective C: Continue to transition Northland management responsibilities to the Northland Project Manager.

New Measurement: Follow-through on the sub-division of 537 E. Delavan to create new marketable properties.

Result: Survey documentation was finalized in early January 2022 and submitted to Erie County Real Property Services.

New Measurement: Complete land swap with Plesh for Northland Central parking lot development.

Result: Completed.

New Measurement: Manage construction of 714 Northland parking lot improvements.

Result: Managed clean up and minor improvements to 714 Northland parking lot.

New Measurement: Coordinate the environmental remediation at 1669 Fillmore.

Result: All tank removals completed to NYSDEC satisfaction at 1669 Fillmore.

New Measurement: Re-engage Watts Engineers and 34 Group to resume Phase 1C construction at 541 E. Delavan.

Result: Delayed due to funding constraints but included as part of the regional application to the EDA's Build Back Better program.

New Measurement: Re-engage 34 Group to begin select demolition at 777 Northland.

Result: Delayed due to funding constraints but included as part of the regional application to the EDA's Build Back Better program.

New Measurement: Coordinate involvement with University of Buffalo Urban Design class regarding the plan for Houdaille Place at 537 E. Delavan.

Result: Project did not move forward.

New Measurement: On a monthly basis, coordinate all Northland property maintenance and repairs with Mancuso Management.

Result: Met with Mancuso Management on a monthly basis to coordinate all Northland property maintenance and repairs.

Measurement: Complete the Beltline Brownfield Opportunity Area (BOA) Nomination Document and submit to the NYS Department of State for review.

Result: Beltline BOA continues to be under review by New York Department of State.

Measurement: Further Development of the Northland Small Business Networking Series. Schedule two (2) additional events in 2021.

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Result: The Community Outreach Program was centered on the Northland Business Network Series. Two additional presentations were organized and held via a Zoom platform with break-out sessions.

Measurement: Continue to work with LISC to implement components of the Northland Corridor Delavan Grider Community Enhancement Project from 2020.

Result: BUDC continues to explore ways to collaborate with LISC in the Delavan Grider neighborhood.

Measurement: Complete required annual and bi-annual compliance reports for ECIDA and NTCIC/Tax Credit Investors.

Result: All reports produced on a timely basis.

Objective D: Prepare land and buildings for development through remediation, select demolition, infrastructure upgrades/construction, site improvements, and amenity construction.

New Measurement: Continue to move the 308 Crowley site to the point that partial demolition can occur.

Result: Phase 1 of demolition has been completed.
Phase 2 of demolition is anticipated to begin shortly

New Measurement: Finalize the Brownfield Cleanup Work Plan with NYS Department of Environmental Conservation for 193 Ship Canal Parkway.

Result: Work plan continues to be negotiated between NYSDEC, GW Burnett and BUDC.

Measurement: Assemble appropriate properties throughout the City to increase inventory for future brownfield projects.

Result: No additional properties were assembled.

Measurement: Number of acres remediated to shovel-ready condition.

Result: None

Measurement: Number of building square feet rehabilitated to leasable condition.

Result: No additional buildings were rehabilitated.

Goal: To attract and/or retain new and existing businesses to the City and region.

Objective A: Market BUDC properties as an urban alternative for new construction of light manufacturing, distribution and office facilities.

New Measurement: Close on the Land Sale Agreement with Uniland Development for 255 Ship Canal Parkway.

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Result: Closed.

New Measurement: Close on the Land Sale Agreement with Zephyr Investors for various BLCP parcels.

Result: Land sale agreement with Zephyr Investors was amended to accommodate additional due diligence.

New Measurement: Negotiate and close on a Land Sale Agreement with G.W. Burnett for 193 Ship Canal Parkway.

Result: Land sale agreement with G.W. Burnett is in active negotiations.

Measurement: Assist in a minimum of four (4) prospects interested in purchasing land and/or buildings.

Result: Continued to work with three (3) land purchasers and prospects at BLCP, In addition, new interest is developing for the purchase of land in the Northland Corridor.

Measurement: A minimum of six (6) “earned” media appearances and five hundred (500) website page and social media views.

Result: Both measurements exceeded.

Measurement: Maintain infrastructure amenities to enhance the marketability of the BLCP and Northland properties.

Result: All infrastructure amenities were maintained properly at both BLCP and the Northland Corridor. In addition, a property owners association was created to ensure additional maintenance and sustainability

Objective B: Support the economic development efforts of the City of Buffalo Office of Strategic Planning (OSP) with the task of expanding or relocating businesses of a diverse nature in the City.

Measurement: Close on the sale of a portion of 308 Crowley to Enterprise Folding Box.

Result: Closed on an additional sale to Enterprise Folding Box Company including a cinder block building for their expansion.

Measurement: Assist in identifying parcels of land currently in or to be added to marketable inventory.

Result: Working on another sale of land to Enterprise Folding Box Company.

Measurement: Number of businesses contacted, as directed by OSP.

Result: Approximately sixty (60) businesses contacted.

Objective C: Support the economic development efforts of the City by maintaining procurement practices that encourage the participation of local (50%), minority (25%), and women-owned (5%) businesses.

Measurement: All informal bids, formal bids, request for proposals, and requests for qualifications will include the City's participation goals listed above.

Result: Standard procedure for all proposals and bids.

Goal: To support the revitalization of Downtown Buffalo.

Objective A: Serve as lead management entity for BBRP/Race for Place initiatives.

Measurement: A minimum of twenty (25) companies contacted.

Result: Approximately fifty (50) businesses contacted.

Objective B: Coordinate financial assistance for adaptive re-use projects.

Measurement: A minimum of two (2) projects assisted.

Result: Worked with several property owners to coordinate financial assistance.

Objective C: Manage lending program as an incentive for adaptive re-use and/or new construction projects.

Measurement: A minimum of two (2) loans approved and closed.

Result: No loans approved or closed.

Measurement: Implement approved loan modifications for the Downtown Loan Program.

Result: Currently under review by loan committee.

Objective D: Assist coordination of public right-of-way and public space improvements.

New Measurement: Promote and coordinate added creativity and innovation within the public realm.

Result: Coordinated with the City of Buffalo and partners on innovation concepts. Also received notice of funding award for innovative placemaking. Coordinated with City of Buffalo and partners on small business social distancing initiatives to aid in small business covid19 recovery.

New Measurement: Further the recommendations included in the Future of Mobility Report.

Result: Coordinated with the City of Buffalo to further the future of mobility report recommendations including Requests for Proposals related to Curbside Management; Mohawk Ramp Redevelopment and Transportation Demand Management in the central business district.

New Measurement: Coordinate a series of Innovative Focus Group sessions to gain community input on upcoming smart city technologies and related infrastructure improvements.

Result: Conducted additional outreach via virtual meetings, due to covid BUDC plans to execute additional concepts in 2022.

New Measurement: Further the recommendations from Race for Place for continued outreach through community focus groups.

Result: Conducted additional outreach via virtual meetings, due to covid BUDC plans to execute additional concepts in 2022.

Measurement: A minimum of two (2) city blocks and one (1) public space improved.

Result: Three (3) city blocks improved.

Measurement: Identify funding and develop waterfront public realm strategy and continue waterfront stakeholder coordination efforts.

Result: Submitted successful application for waterfront public realm strategy. Facilitated four (4) waterfront coordination meetings.

Measurement: Finalize Flower District / Ellicott Corridor Concept Plan.

Result: Finalized and released Ellicott Street Placemaking Strategy

Measurement: Facilitate a strategy to improve downtown infrastructure maintenance and sustainability with the six partners.

Result: BUDC continues to work with partners on concepts to build private public partnerships for public realm to expand downtown bus improvement district

Measurement: Coordinate with the six partners to develop strategy for a capital campaign to solicit private funding for public realm improvements.

Result: Coordinated with the City of Buffalo and partners on concepts to build private public partnerships for public realm

Objective E: Coordinate additional phases of Queen City Pop Up (QCPU).

Result: Successfully re-launched QCPU holiday market featuring 5 retailers.

New Measurement: Explore outdoor QCPU Concepts.

Measurement: Coordinate at least two (2) technical assistance and/or business recovery sessions for QCPU retailers.

Result: Provided financial assistance and business recovery opportunities to retailers

Measurement: Maintain a webpage and directory for/of QCPU participants.

Result: BUDC is in the process of website design and directory for retailers

Objective F: Continue coordination of the publication, marketing, and online promotion of Buffalo's Race for Place Plan.

Result: BUDC also promoted Race for Place on several webinars, podcasts, and local radio stations to increase awareness

New Measurement: Expand digital presence for raceforplacebuffalo.com.

Result: BUDC is in the process of enhancing race for place landing page into the BUDC webpage for enhanced visibility

Objective G: Build awareness of Downtown programs, tools, and incentives.

New Measurement: At least two (2) earned appearances on regional and/or national platforms.

Measurement: At least two (2) presentations to business associations, professional organizations, and community groups.

Result: Presentations to Urbanism Next National, City of Buffalo Board of Block clubs, WUFO radio, Smart Growth Network Conference, Mass DOT Innovation Conference, Catching up with the Clerk Radio program. Media appearances related to launch and promote Buy Black Buffalo Lunch Crawl and Happy Hour" to support downtown black owned restaurants in collaboration with the City of Buffalo.

Objective H: Promote the construction of additional units of downtown housing.

Measurement: The announcement of two hundred fifty (250) units to be constructed.

Result: 2016 units constructed.

Objective I: Coordinate the resolution or redevelopment of targeted problem properties within the BBRP boundaries.

Measurement: A minimum of three (3) problem properties addressed.

Result: Assisted with two (2) properties.

Goal: To transform LaSalle Park into Ralph C. Wilson Centennial Park, and a world class waterfront park and recreational amenity that will serve both neighborhood residents, regional citizens and visitors.

Objective A: Assist the City of Buffalo and other partners with the management of the design and due diligence phases of the project.

New Measurement: Negotiate and execute contract with Michael Van Valkenburgh Associates for Construction Documents.

Measurement: Manage the design team and the design process to ensure that the project proceeds on schedule and within budget.

Result: Managed the design team by attending weekly meetings with the core team made up of City of Buffalo and Ralph C. Wilson Jr. Foundation members and bi-weekly meetings with MVAA, UBRI and Buffalo Waterkeeper to ensure milestones are completed.

Measurement: Negotiate and execute contracts for additional required due diligence investigations, NEPA and other regulatory approvals.

Result: The project management team Gardiner and Theobald has organized all regulatory approvals. We have completed all environmental due diligence investigations and approvals such as SEQR and SHPO on as need basis, the NEPA will be completed in 2022.

Objective B: Assist the City of Buffalo and other partners with the overall management of the project.

Measurement: Manage the contract and deliverable for the project management team contracted to provide assistance.

Result: Negotiated and executed a contract extension with the project management team of Gardiner and Theobald for bid and contractual, construction, post construction, and final accounting services.

Objective C: Assist the City of Buffalo and other partners with identifying, securing and managing funding for the implementation of the project.

Measurement: Work with the Ralph C. Wilson Foundation to apply for and manage grants that they have committed for the design and implementation of the project.

Result: BUDC managed previously awarded Wilson Foundation Grants RG-1812-06793, RG-1904-0735, RG-2002-08808, RG-2003-08836, RG-2011-09787, and RG-2011-09787. BUDC also applied for Grant 5 in fall of 2021 and received award notice in January 2022.

Measurement: Work with other partners, including Buffalo Niagara Waterkeeper and the Ralph C. Wilson Foundation, to identify additional funding sources to implement and construct the project.

ATTACHMENT 1

Result: BUDC, in collaboration with partners, identified several funding opportunities to close the funding gap on the construction of the park, including the National Park Service Land and Water Conservation Fund grant.

Measurement: Prepare, submit, execute and manage funding applications and agreements that are secured for the project.

Result: BUDC assisted in the preparation and management of numerous funding applications in collaboration with the City of Buffalo, Buffalo Waterkeeper and others.

Objective D: Assist the City of Buffalo and other partners with ensuring effective and sustainable long-term maintenance and operations of the park.

Measurement: Work with the City of Buffalo and the design and project management team to ensure that the final design of the park is sustainable from a maintenance and operations perspective and provides equitable access to the surrounding community.

Result: Worked Received the construction documents at 50 and currently all parties are reviewing and commenting. Established Ralph C. Wilson Jr. Centennial Park Conservancy.

Measurement: Assist the Ralph C. Wilson Foundation, the City of Buffalo and other project partners to identify and secure funding and a governance structure to ensure sustainable long-term maintenance and operations of the park.

Result: Established the Ralph C. Wilson Jr. Centennial Park Conservancy for future funding and maintenance of the part post construction.

Goal: To effectively manage property, development projects and initiatives.

Objective A: Engage in all aspects of productive property management including marketing, leasing, maintenance, etc.

Measurement: Keep property related costs within budget.

Result: Property related costs were maintained within budget.

Objective B: Support development projects by working with regional utility companies to include their grant programs in local initiatives. Package other economic development incentives to enhance the marketability of properties.

Measurement: A minimum of two (2) projects referred.

Result: All new projects were referred to National Grid and National Fuel for grant program consideration, including new Northland Central tenants.

Additional Questions:

- 1. Have the board members acknowledged that they have read and understood the mission of BUDC?**

The Board discussed and approved the BUDC's mission statement at the March 30, 2021 Board meeting.

- 2. Who has the power to appoint the management of BUDC?**

The Board of Directors appoints the management of BUDC to the positions of President, Executive Vice-President, Vice-President, Treasurer, Assistant Treasurer and Secretary.

- 3. If the Board appoints management, do you have a policy you follow when appointing the management of BUDC?**

The Board follows the BUDC By-Laws when appointing management.

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

Management works closely with the Chair, Vice-Chair and Committee Chairs in formulating an on-going work plan for management to carry out the strategic goals related to the mission of the organization. Board members review and approve individual projects, initiatives and transactions to ensure that they are consistent with BUDC's mission. Board members also review and approve the annual budget to ensure resources are allocated appropriately to meet the BUDC's mission.

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

Yes, these questions and responses were discussed and approved by the Board at the March 30, 2021 Board meeting.

Annual Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
Status: UNSUBMITTED
Certified Date: N/A

Current Debt

Question	Response
1. Did the Authority have any outstanding debt, including conduit debt, at any point during the reporting period?	Yes
2. If yes, has the Authority issued any debt during the reporting period?	No

New Debt Issuances

Annual Report for Buffalo Urban Development Corporation
 Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
 Status: UNSUBMITTED
 Certified Date: N/A

Schedule of Authority Debt

Type of Debt		Statutory Authorization(\$)	Outstanding Start of Fiscal Year(\$)	New Debt Issuances(\$)	Debt Retired (\$)	Outstanding End of Fiscal Year(\$)
State Obligation	State Guaranteed					
State Obligation	State Supported					
State Obligation	State Contingent Obligation					
State Obligation	State Moral Obligation					
Other State-Funded Obligation	Other State-Funded					
Authority Debt - General Obligation	Authority Debt - General Obligation					
Authority Debt - Revenue	Authority Debt - Revenue					
Authority Debt - Other	Authority Debt - Other	0.00	43,458,773.00	0.00	18,920,832.00	24,537,941.00
Conduit						
	Conduit Debt					
	Conduit Debt - Pilot					
	Incremental Financing					
TOTALS		0.00	43,458,773.00	0.00	18,920,832.00	24,537,941.00

Buffalo Urban Development Corporation
Compensation Schedule
Year Ended: December 31, 2021

ATTACHMENT 3

The following employees had a base salary greater than \$100,000 in 2021:

Name	Title	Salary	Performance Compensation	Payroll Taxes*	Benefits	Total
Brandye Merriweather	President	\$ 114,176	-	9,150	22,313	\$ 145,639
Rebecca Gandour	Executive Vice President	\$ 102,637	-	8,267	18,485	\$ 129,389
Peter Cammarata	President (retired March 2021)	\$ 62,110	-	5,154	9,457	\$ 76,721

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

Annual Report for Buffalo Urban Development Corporation
 Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
 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	None of these Benefits	Other
Darius	Directors												X	
Vacant	Board of Directors												X	
Vacant	Board of Directors												X	
Vacant	Board of Directors												X	
Whyte, Maria	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	Tuition Assistance	Multi-Year Employment	None of these Benefits	Other
Cammarata, Peter	President		X											
Gandour, Rebecca	Executive Vice President												X	
Merritweathe r, Brandy	President												X	

Buffalo Urban Development Corporation
Property Report
Year Ended: December 31, 2021

Table 1. This is a listing of all real property owned by BUDC, or through its affiliates or subsidiaries, at December 31, 2021

BUDC Facility	Address or SBL of Property	Full Description of Property	Estimated FMV of Property	Note: The FMV is estimated using an average per acre value based on a sampling of non-current appraisals. Negotiated "final sale" value may vary.
Buffalo Lakeside Commerce Park 94.98 Acres Buffalo, New York Some Under Contract Others Being Marketed	80 Ship Canal Parkway	2.01 acres of vacant land	\$ 70,350	
	134 Ship Canal Parkway	2.15 acres of vacant land	\$ 75,250	
	156 Ship Canal Parkway	2.15 acres of vacant land	\$ 75,250	
	193 Ship Canal Parkway	9.59 acres of vacant land	\$ 335,650	
	200 Ship Canal Parkway	5.95 acres of vacant land	\$ 205,100	
	280 Ship Canal Parkway	0.42 acres of vacant land	\$ 14,700	
	310 Ship Canal Parkway	10.84 acres of vacant land (5.33 Useable)	\$ 241,650	
	15 Laborer's Way	4.82 acres of vacant land	\$ 172,200	
	24 Laborer's Way	5.40 acres of vacant land	\$ 189,000	
	51 Laborer's Way	5.32 acres of vacant land	\$ 186,200	
	70 Laborer's Way	18.11 acres of vacant land (10.17 Useable)	\$ 435,350	
	87 Laborer's Way	4.67 acres of vacant land	\$ 163,450	
	125 Laborer's Way	5.47 acres of vacant land	\$ 191,450	
	126 Laborer's Way	16.09 acres of vacant land (6.00 Useable)	\$ 330,800	
	Northland Condo 37.03 Acres Buffalo, New York Some Being Marketed	537 East Delaware Avenue	10.52 acres of land (60k s.f. vacant, 15K s.f. occupied)	\$ 900,000
577 Northland Avenue		29,000 s.f. of greenspace	\$ 29,000	
631 Northland Avenue		2.63 acres of land w/ a 40,000 s.f. vacant building	\$ 400,000	
644 Northland Avenue		11,000 s.f. of land w/ 4,000 s.f. building	\$ 32,000	
655 Northland Avenue		1.28 acres of parking and greenspace	\$ -	
654 Northland Avenue		12,000 s.f. of parking	\$ 50,000	
659 Northland Avenue		12,000 s.f. of vacant land	\$ 3,225	
683 Northland Avenue		7.27 acres of land w/ 235,000 s.f. of occupied buildings	\$ 14,000,000	
688 Northland Avenue		12,000 s.f. of parking	\$ 50,000	
714 Northland Avenue		1.81 acres of land w/ an 18,000 s.f. occupied building	\$ 435,000	
741 Northland Avenue		4.695 acres of land w/ a 92,000 s.f. derelict building	\$ 600,000	
767 Northland Avenue		7,998 s.f. of vacant land	\$ 8,000	
777 Northland Avenue		4.14 acres of land w/ a 81,000 s.f. derelict building	\$ 50,000	
126 Dutton Avenue		7,800 s.f. of vacant land	\$ 7,800	
TBD Dutton Avenue		3.51 acres of vacant land	\$ 15,000	
162 Winchester Street		3,940 s.f. of vacant land	\$ 4,000	
164 Winchester Street		3,940 s.f. of vacant land	\$ 4,000	
168 Winchester Street		3,940 s.f. of vacant land	\$ 4,000	
572 Northland Avenue		4,560 s.f. of vacant land	\$ 5,000	
574 Northland Avenue		7,260 s.f. of vacant land	\$ 7,000	
1669 Fillmore Avenue		6,144 s.f. of vacant land	\$ 6,000	
1675 Fillmore Avenue		7,680 s.f. of vacant land	\$ 8,000	
1679 Fillmore Avenue		9,457 s.f. of vacant land	\$ 2,800	
1681 Fillmore Avenue		28,594 s.f. of vacant land	\$ 29,000	
Other		1322 South Park Avenue	2,960 s.f. of vacant land	\$ 9,000
Not Marketed, Buffalo	308 Crowley Avenue	5,585 acres of land w/ a 282,374 s.f. derelict building	\$ 118,000	

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 2021.

Address and Location of Property	Full Description of Property	Estimated FMV of Property	Name & Address of Purchaser	Date of Sale	\$ Paid by BUDC Related Entity (Nobel II, LLC & King Crow, LLC)
255 Ship Canal Parkway	20.37 acres of vacant land	\$ 509,000	80X, LLC 100 Sherman Parkway, Suite 600 Buffalo, NY 14203	08/22/21	\$ 509,000
Part of 308 Crowley Street	555 acres of land Improves by a 23,000 s.f. derelict structure	\$ 30,000	44 Isabelle LLC 75 Isabelle Street Buffalo, NY 14207	06/17/21	\$ 90,000
128 Dutton Avenue	12,480 s.f. of vacant land	\$ 12,000	Packaging, Inc. 711 Northland Ave., Buffalo NY 14211	06/22/21	\$ 1

Table 3. The following is a listing of all real property that was acquired during 2021.

Address and Location of Property	Full Description of Property	Estimated FMV of Property	Name & Address of Seller	Date of Purchase	\$ Paid by BUDC Related Entity (Nobel II, LLC)
699 Northland Avenue	3,225 s.f. of vacant land	\$ 3,225	Pean Properties, LLC 711 Northland Ave., Buffalo NY 14211	06/22/21	\$ 1
TBD Dutton Avenue	351 acres of vacant land	\$ 15,000	Pean Properties, LLC 711 Northland Ave., Buffalo NY 14211	06/22/2021	\$ 1

2021 BUDC Board Meeting Attendance List

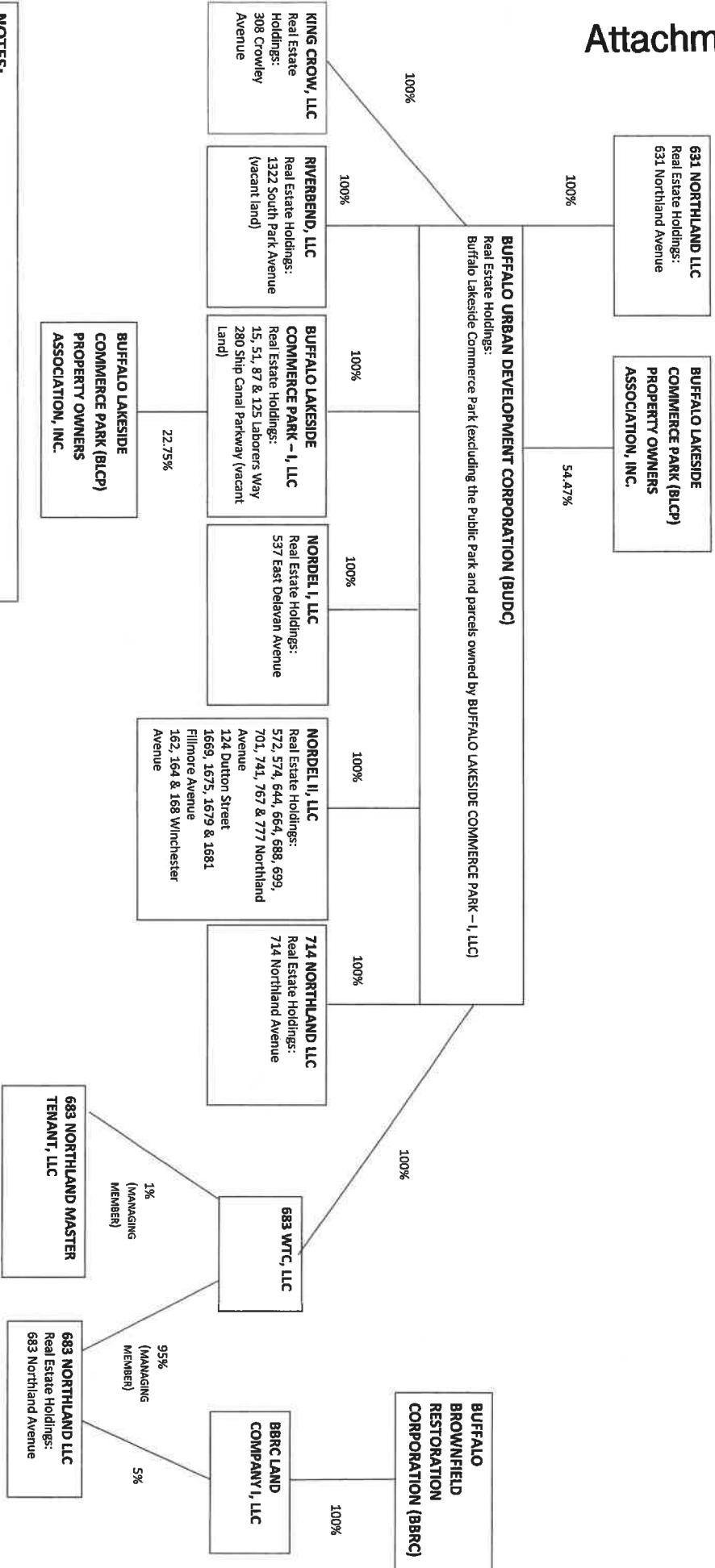
ATTACHMENT 5

X = Attended

Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
	cancelled	2/23/21	3/30/21	4/27/21	5/25/21	6/29/21	Jul no quorum	8/31/21	9/28/21	10/26/21	11/30/21	12/21/21	
Hon. Byron Brown		X	X			X		X				X	
Trina Burruss		X	X	X		X		X	X	X	X	X	
Daniel Castle													Term began 9/28/2021
James Comerford		X	X	X	X	X			X	X	X	X	Term ended 12/21/2021
Janique Curry			X	X	X	X		X	X	X	X	X	
Dennis Eisenbeck		X	X	X	X	X		X	X	X		X	
Michael Finn				X	X								
Darby Fishkin		X		X	X			X	X	X	X	X	
Dottie Gallagher					X				X		X	X	
Thomas Halligan		X		X	X	X		X		X	X	X	
Thomas Hersey, Jr.		X		X									Term ended 6/29/2021
Thomas Kucharski		X	X	X	X	X		X	X	X	X	X	
Amanda Mays		X	X	X	X	X				X	X		Term ended 12/21/2021
Brendan Mehafty		X	X	X	X	X		X	X	X	X	X	
Kimberley Minkel		X	X	X	X	X		X	X	X	X		
David Nasca		X	X	X		X		X	X		X		
Dennis Penman		X	X	X		X		X	X	X	X	X	
Rev. Darius Pridgen		X			X	X		X			X	X	
Craig Slater		X		X	X								Term ended 7/27/2021
Maria Whyte									X	X		X	

Attachment 6

BUFFALO URBAN DEVELOPMENT CORPORATION Corporate Structure Chart As of December 31, 2021



NOTES:

1. The BBRC Board of Directors is comprised of all of the members of BUDC's Real Estate Committee, along with two independent (non-BUDC affiliated) directors.
2. BUDC and BBRC are 501(c)(3) tax-exempt organizations.

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
 Status: CERTIFIED
 Certified Date: 03/30/2022

Procurement Information:

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	https://www.buffalourbandevelopment.com/budc-corporate-policies
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?	Yes	
7. Did the Authority designate a person or persons to serve as the authorized contact on a specific procurement, in accordance with Section 139-12(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 139-1(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 139-1(9) of the State Finance Law?	Yes	

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
 Status: CERTIFIED
 Certified Date : 03/30/2022

Procurement Transactions Listing:

1.	Vendor Name	Acadia Insurance	Address Line1	P.O. Box 639804
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	CINCINNATI
	Award Date	9/20/2020	State	OH
	End Date	9/20/2022	Postal Code	45263
	Fair Market Value		Plus 4	
	Amount	\$16,723.50	Province/Region	
	Amount Expended For	\$16,723.50	Country	United States
	Fiscal Year		Procurement Description	NorDel I Property/Liability Insurance
	Explain why the Fair Market Value Is Less than the Amount			

2.	Vendor Name	Apollo Steel Corp.	Address Line1	4800 Wilton Avenue
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	NIAGARA FALLS
	Award Date	10/31/2019	State	NY
	End Date	12/31/2022	Postal Code	14304
	Fair Market Value		Plus 4	
	Amount	\$1,134,288.00	Province/Region	
	Amount Expended For	\$35,048.61	Country	United States
	Fiscal Year		Procurement Description	Material and Installation at 541 E. Delevan
	Explain why the Fair Market Value Is Less than the Amount			

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2021

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3.	Vendor Name	Arrow Sheet Metal Works, Inc.	Address Line1	75 Thielman Drive
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	2/5/2021	State	NY
	End Date		Postal Code	14206
	Fair Market Value		Plus 4	
	Amount	\$15,877.51	Province/Region	
	Amount Expended For Fiscal Year	\$15,877.51	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Snow guards for two entrance areas of 683 Northland Ave.

4.	Vendor Name	Blue Cross Blue Shield	Address Line1	257 W Genesee Street
	Type of Procurement	Other Professional Services	Address Line2	Suite 100
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	2/1/2021	State	NY
	End Date	12/31/2021	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$31,829.98	Province/Region	
	Amount Expended For Fiscal Year	\$31,826.98	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Health insurance policies for BUDC staff.

Procurement Report for Buffalo Urban Development Corporation
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5.	Vendor Name	Cammarata Consulting, LLC	Address Line1	1033 Parkside Avenue
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	4/5/2021	State	NY
	End Date	12/31/2021	Postal Code	14216
	Fair Market Value		Plus 4	
	Amount	\$25,000.00	Province/Region	
	Amount Expended For	\$24,800.00	Country	United States
	Fiscal Year			
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting services for various development projects

6.	Vendor Name	DMJ Property Services	Address Line1	295 Coronation Drive
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	AMHERST
	Award Date	11/3/2020	State	NY
	End Date	10/31/2023	Postal Code	14226
	Fair Market Value		Plus 4	
	Amount	\$135,200.00	Province/Region	
	Amount Expended For	\$45,830.97	Country	United States
	Fiscal Year			
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Lawn care, maintenance, and snow plowing at Buffalo Lakeside Commerce Park

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
Status: CERTIFIED
Certified Date : 03/30/2022

7.	Vendor Name	Erie County Industrial Development Agency	Address Line1	95 Perry Street
	Type of Procurement	Other	Address Line2	Suite 403
	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 Fiscal Year	\$198,262.13	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	683 Northland project admin fee, ECIDA staff reimbursement, rent

8.	Vendor Name	Evanston Insurance Company	Address Line1	10 Parkway North
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	DEERFIELD
	Award Date	7/1/2021	State	IL
	End Date	7/1/2023	Postal Code	60015
	Fair Market Value		Plus 4	
	Amount	\$15,565.50	Province/Region	
	Amount Expended For Fiscal Year	\$15,565.50	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	General liability insurance (NorDel I)

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
 Status: CERTIFIED
 Certified Date: 03/30/2022

9.	Vendor Name	First Mercury Insurance	Address Line1	26600 Telegraph Road
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	SOUTHFIELD
	Award Date	7/1/2021	State	MI
	End Date	7/1/2023	Postal Code	48033
	Fair Market Value		Plus 4	
	Amount	\$20,754.00	Province/Region	
	Amount Expended For	\$20,754.00	Country	United States
	Fiscal Year		Procurement Description	Umbrella insurance coverage (NorDel 1)
	Explain why the Fair Market Value is Less than the Amount			

10.	Vendor Name	Fox Fence, Inc.	Address Line1	2637 Lockport Road
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	NIAGARA FALLS
	Award Date	12/3/2020	State	NY
	End Date	1/7/2021	Postal Code	14305
	Fair Market Value		Plus 4	
	Amount	\$10,865.45	Province/Region	
	Amount Expended For	\$10,865.45	Country	United States
	Fiscal Year		Procurement Description	Fencing around concrete dumpster pad at 683 Northland Ave.
	Explain why the Fair Market Value is Less than the Amount			

Procurement Report for Buffalo Urban Development Corporation
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Run Date: 03/30/2022
 Status: CERTIFIED
 Certified Date: 03/30/2022

11.	Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	424 Main Street, Suite 800
	Type of Procurement	Financial Services	Address Line2	
	Award Process	Authorily Contract - Competitive Bid	City	BUFFALO
	Award Date	10/31/2017	State	NY
	End Date	12/31/2021	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$61,214.76	Province/Region	
	Amount Expended For	\$61,214.76	Country	United States
	Fiscal Year		Procurement Description	Audit and consulting fees
	Explain why the Fair Market Value is Less than the Amount			

12.	Vendor Name	Frey Electric Construction, Inc.	Address Line1	100 Pearce Avenue
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	TONAWANDA
	Award Date	8/18/2020	State	NY
	End Date		Postal Code	14150
	Fair Market Value		Plus 4	
	Amount	\$188,600.00	Province/Region	
	Amount Expended For	\$50,261.88	Country	United States
	Fiscal Year		Procurement Description	Pre-development consulting for solar microgrid project
	Explain why the Fair Market Value is Less than the Amount			

Procurement Report for Buffalo Urban Development Corporation
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Run Date: 03/30/2022
 Status: CERTIFIED
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13.	Vendor Name	Gardiner & Theobald, Inc.	Address Line1	535 Fifth Avenue
	Type of Procurement	Other Professional Services	Address Line2	3rd Floor
	Award Process	Authority Contract - Competitive Bid	City	NEW YORK
	Award Date	7/9/2020	State	NY
	End Date	12/31/2024	Postal Code	10017
	Fair Market Value		Plus 4	
	Amount	\$2,864,000.00	Province/Region	
	Amount Expended For	\$457,987.32	Country	United States
	Fiscal Year		Procurement Description	Services related to the Centennial Park project
	Explain why the Fair Market Value is Less than the Amount			

14.	Vendor Name	Hurwitz & Fine, P.C.	Address Line1	1300 Liberty Building
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	1/3/2005	State	NY
	End Date		Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$179,467.88	Province/Region	
	Amount Expended For	\$179,467.88	Country	United States
	Fiscal Year		Procurement Description	Legal services for BUDC and 683 Northland, LLC.
	Explain why the Fair Market Value is Less than the Amount			

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2021

Run Date: 03/30/2022
Status: CERTIFIED
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15.	Vendor Name	Invest Buffalo Niagara	Address Line1	257 West Genesee St.
	Type of Procurement	Other Professional Services	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	\$15,000.00	Country	United States
	Fiscal Year		Procurement Description	Annual contribution resulting in in-kind marketing services.
	Explain why the Fair Market Value is Less than the Amount			

16.	Vendor Name	Kinsale Insurance Company	Address Line1	2221 Edward Holland Drive
	Type of Procurement	Other Professional Services	Address Line2	Suite 600
	Award Process	Authority Contract - Competitive Bid	City	RICHMOND
	Award Date	1/1/2021	State	VA
	End Date	12/31/2021	Postal Code	23230
	Fair Market Value		Plus 4	
	Amount	\$29,590.87	Province/Region	
	Amount Expended For	\$29,590.87	Country	United States
	Fiscal Year		Procurement Description	General liability, and umbrella insurance policies for Nordel II.
	Explain why the Fair Market Value is Less than the Amount			

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17.	Vendor Name	LaBella Associates P.C.	Address Line1	300 State Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
	Award Date	3/8/2021	State	NY
	End Date		Postal Code	14614
	Fair Market Value		Plus 4	
	Amount	\$72,200.00	Province/Region	
	Amount Expended For	\$72,200.00	Country	United States
	Fiscal Year		Procurement Description	Petroleum remediation at 1669 Fillmore Avenue.
	Explain why the Fair Market Value is Less than the Amount			

18.	Vendor Name	LaBella Associates, P.C.	Address Line1	300 State Street
	Type of Procurement	Other Professional Services	Address Line2	Suite 201
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	7/31/2020	State	NY
	End Date	6/30/2021	Postal Code	14614
	Fair Market Value	\$28,900.00	Plus 4	
	Amount	\$28,900.00	Province/Region	
	Amount Expended For	\$13,790.00	Country	United States
	Fiscal Year		Procurement Description	Environmental Consulting for 193 Ship Canal Parkway
	Explain why the Fair Market Value is Less than the Amount			

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19.	Vendor Name	Landscape Associate of WNY, Inc.	Address Line1	P.O. Box 623
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	SANBORN
	Award Date	4/1/2020	State	NY
	End Date	3/31/2023	Postal Code	14132
	Fair Market Value		Plus 4	
	Amount	\$136,500.00	Province/Region	
	Amount Expended For	\$77,867.95	Country	United States
	Fiscal Year		Procurement Description	Northland campus landscaping and snow removal
	Explain why the Fair Market Value is Less than the Amount			

20.	Vendor Name	Lincoln Life & Annuity Company of NY	Address Line1	P.O. Box 2609
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	OMAHA
	Award Date	1/1/2021	State	NE
	End Date	12/31/2021	Postal Code	68103
	Fair Market Value		Plus 4	
	Amount	\$8,803.84	Province/Region	
	Amount Expended For	\$8,803.84	Country	United States
	Fiscal Year		Procurement Description	Dental, AD&D, group term life, and long-term disability insurance policies for BUDC employees.
	Explain why the Fair Market Value is Less than the Amount			

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21.	Vendor Name	Liro Engineers, Inc.	Address Line1	690 Delaware Avenue
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	6/17/2017	State	NY
	End Date	12/31/2021	Postal Code	14209
	Fair Market Value		Plus 4	
	Amount	\$205,352.00	Province/Region	
	Amount Expended For Fiscal Year	\$25,233.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Environmental Services Re: 683 Northland. Multiple contracts.

22.	Vendor Name	MJ Mechanical Services, Inc.	Address Line1	95 Pirson Parkway
	Type of Procurement	Commodities/Supplies	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	TONAWANDA
	Award Date	12/4/2020	State	NY
	End Date		Postal Code	14150
	Fair Market Value		Plus 4	
	Amount	\$5,780.00	Province/Region	
	Amount Expended For Fiscal Year	\$5,780.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Heat exchanger and replacement parts for second heater

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23. Vendor Name	Mancuso Management, Inc.	Address Line1	56 Harvester Avenue
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BATAVIA
Award Date	8/1/2015	State	NY
End Date	12/31/2021	Postal Code	14020
Fair Market Value		Plus 4	
Amount	\$28,346.16	Province/Region	
Amount Expended For Fiscal Year	\$28,346.16	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Contractual property management services plus reimbursement of direct costs associated with Northland property.

24. Vendor Name	Maxum Indemnity	Address Line1	Lawley Insurance Services, Inc. c/o Maxum Indemnity
Type of Procurement	Other Professional Services	Address Line2	361 Delaware Avenue
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	6/1/2018	State	NY
End Date	6/1/2020	Postal Code	14202
Fair Market Value		Plus 4	
Amount	\$5,677.26	Province/Region	
Amount Expended For Fiscal Year	\$5,677.26	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	683 Northland General Liability

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25.	Vendor Name	Michael Van Valkenburgh Associates, Inc.	Address Line1	231 Concord Avenue
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	CAMBRIDGE
	Award Date	5/28/2019	State	MA
	End Date		Postal Code	02138
	Fair Market Value		Plus 4	
	Amount	\$10,728,716.00	Province/Region	
	Amount Expended For	\$2,420,263.34	Country	United States
	Fiscal Year		Procurement Description	Services related to Centennial Park
	Explain why the Fair Market Value is Less than the Amount			

26.	Vendor Name	Morris Masonry Restoration LLC	Address Line1	441 Bailey Avenue
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	11/10/2020	State	NY
	End Date		Postal Code	14210
	Fair Market Value		Plus 4	
	Amount	\$11,555.78	Province/Region	
	Amount Expended For	\$11,555.78	Country	United States
	Fiscal Year		Procurement Description	Brick repointing and repairs at 683 Northland Ave.
	Explain why the Fair Market Value is Less than the Amount			

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27.	Vendor Name	National Fuel	Address Line1	P.O. Box 371835
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	PITTSBURGH
	Award Date		State	PA
	End Date		Postal Code	15250
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For	\$7,267.74	Country	United States
	Fiscal Year		Procurement Description	Natural gas service for Northland properties
	Explain why the Fair Market Value is Less than the Amount			

28.	Vendor Name	National Grid	Address Line1	PO Box 11742
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	NEWARK
	Award Date		State	NJ
	End Date		Postal Code	07101
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For	\$13,929.20	Country	United States
	Fiscal Year		Procurement Description	Electrical utility service for Northland properties and Buffalo Lakeside Commerce Park.
	Explain why the Fair Market Value is Less than the Amount			

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29.	Vendor Name	PCS Plumbing & Heating Inc.	Address Line1	2286 South Park Avenue
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	10/9/2020	State	NY
	End Date		Postal Code	14220
	Fair Market Value		Plus 4	
	Amount	\$7,800.00	Province/Region	
	Amount Expended For	\$7,800.00	Country	United States
	Fiscal Year		Procurement Description	Installation of new RPZ fire system and removal of old system at 714 Northland Ave.
	Explain why the Fair Market Value is Less than the Amount			

30.	Vendor Name	Philadelphia Insurance Company	Address Line1	PO Box 70251
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA
	Award Date	12/31/2020	State	PA
	End Date	12/31/2021	Postal Code	19176
	Fair Market Value		Plus 4	
	Amount	\$22,821.00	Province/Region	
	Amount Expended For	\$22,821.00	Country	United States
	Fiscal Year		Procurement Description	BUDC Directors & Officers Insurance
	Explain why the Fair Market Value is Less than the Amount			

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31.	Vendor Name	Pursuit	Address Line1	50 Beaver Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALBANY
	Award Date	12/1/2015	State	NY
	End Date	12/31/2025	Postal Code	12207
	Fair Market Value		Plus 4	
	Amount	\$7,500.00	Province/Region	
	Amount Expended For	\$7,500.00	Country	United States
	Fiscal Year		Procurement Description	Loan underwriting fees
	Explain why the Fair Market Value is Less than the Amount			

32.	Vendor Name	RT Specialty	Address Line1	Lawley Insurance Services, Inc. c/o RT Specialty
	Type of Procurement	Other Professional Services	Address Line2	361 Delaware Avenue
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	6/20/2021	State	NY
	End Date	6/20/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$32,253.23	Province/Region	
	Amount Expended For	\$32,253.23	Country	United States
	Fiscal Year		Procurement Description	General liability coverage (King Crow LLC)
	Explain why the Fair Market Value is Less than the Amount			

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33.	Vendor Name	RT Specialty	Address Line1	Lawley Insurance Services, Inc. c/o RT Specialty
	Type of Procurement	Other Professional Services	Address Line2	31 Delaware Avenue
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	4/6/2021	State	NY
	End Date	4/6/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$23,486.18	Province/Region	
	Amount Expended For Fiscal Year	\$23,486.18	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Property Insurance (NorDel II)

34.	Vendor Name	RT Specialty	Address Line1	Lawley Insurance Services, Inc. c/o RT Specialty
	Type of Procurement	Other Professional Services	Address Line2	361 Delaware Avenue
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	11/28/2021	State	NY
	End Date	11/28/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$5,801.72	Province/Region	
	Amount Expended For Fiscal Year	\$5,801.72	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Umbrella and general liability coverage (NorDel I)

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35.	Vendor Name	RT Specialty	Address Line1	Lawley Insurance Services, Inc. c/o RT Specialty
	Type of Procurement	Other Professional Services	Address Line2	361 Delaware Avenue
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	12/31/2020	State	NY
	End Date	12/31/2021	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$18,671.06	Province/Region	
	Amount Expended For	\$18,671.06	Country	United States
	Fiscal Year		Procurement Description	Directors & officers excess liability coverage
	Explain why the Fair Market Value is Less than the Amount			

36.	Vendor Name	Risk Placement Services, Inc.	Address Line1	Lawley Insurance Services, Inc. c/o Risk Placement Services, Inc.
	Type of Procurement	Other Professional Services	Address Line2	361 Delaware Avenue
	Award Process	Authority Contract - Competitive Bid	City	BUFFALO
	Award Date	2/28/2021	State	NY
	End Date	2/28/2022	Postal Code	14202
	Fair Market Value		Plus 4	
	Amount	\$17,071.32	Province/Region	
	Amount Expended For	\$17,071.32	Country	United States
	Fiscal Year		Procurement Description	Umbrella, Property and Liability coverage for 714 Northland
	Explain why the Fair Market Value is Less than the Amount			

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37.	Vendor Name	SJB Services, Inc.	Address Line1	5167 South Park Avenue
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	HAMBURG
	Award Date	8/31/2021	State	NY
	End Date		Postal Code	14075
	Fair Market Value		Plus 4	
	Amount	\$92,500.00	Province/Region	
	Amount Expended For	\$79,245.00	Country	United States
	Fiscal Year		Procurement Description	Services related to Centennial Park.
	Explain why the Fair Market Value is Less than the Amount			

38.	Vendor Name	The Hartford Insurance	Address Line1	P.O. Box 660916
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	DALLAS
	Award Date	12/31/2020	State	TX
	End Date	12/31/2022	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$37,714.25	Province/Region	
	Amount Expended For	\$37,714.25	Country	United States
	Fiscal Year		Procurement Description	BUJDC umbrella insurance, commercial package (property, auto, liability), and Workers' Compensation Insurance for the periods 12/31/20-12/31/21 and 12/31/21-12/31/22
	Explain why the Fair Market Value is Less than the Amount			

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39.	Vendor Name	The State Group Industrial (USA) Limited	Address Line1	100 Stradman Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	11/6/2020	State	NY
	End Date		Postal Code	14206
	Fair Market Value		Plus 4	
	Amount	\$9,614.00	Province/Region	
	Amount Expended For	\$9,614.00	Country	United States
	Fiscal Year		Procurement Description	Concrete dumpster pad at 683 Northland Ave.
	Explain why the Fair Market Value is Less than the Amount			

40.	Vendor Name	The State Group Industrial (USA) Limited	Address Line1	100 Stradman Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	1/21/2021	State	NY
	End Date		Postal Code	14206
	Fair Market Value		Plus 4	
	Amount	\$6,931.30	Province/Region	
	Amount Expended For	\$6,931.30	Country	United States
	Fiscal Year		Procurement Description	Replacement of overhead door at 631 Northland Ave.
	Explain why the Fair Market Value is Less than the Amount			

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41.	Vendor Name	The State Group Industrial (USA) Limited	Address Line1	100 Stradman Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	3/4/2021	State	NY
	End Date		Postal Code	14206
	Fair Market Value		Plus 4	
	Amount	\$6,253.13	Province/Region	
	Amount Expended For	\$6,253.13	Country	United States
	Fiscal Year		Procurement Description	Vapor mitigation fan replacement at 683 Northland Ave.
	Explain why the Fair Market Value is Less than the Amount			

Additional Comments