

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**

2022 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, 2022.

1. Operations & Accomplishments:

A report on the 2022 operations and accomplishments of the BUDC and its affiliates is posted on BUDC’s website at:

<https://www.buffalourbandevelopment.com/documents/budc/2023%20Website%20Documents/BUDC%20Operations.pdf>.

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, 2022 and the

changes in net assets and its cash flows for the years then ended in conformity with accounting principles 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 2022 is included in Attachment 1. This document was reviewed and approved by the Board at the March 29, 2022 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, and in 2022 the remaining \$257,381 was repaid. 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; \$1,001,167 of which was outstanding at December 31, 2022. 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 2022. 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 2022:

See above Operations and Accomplishments report posted at <http://www.buffalourbandevelopment.com/budc-corporate-reports> for a listing of various initiatives accomplished in 2022.

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 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 2022 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 three full-time employees in 2022. 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 2022, 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 Wilson 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 Wilson Park. The project continues to progress through the first phase of construction, which began in 2022. In addition to securing and managing additional grant funding from the Ralph C. Wilson Foundation in the amount of \$50 million, BUDC was also successful in leveraging additional funding from the Great Lakes Commission; the Major League Baseball Youth Development Foundation; the Community Foundation for BUDC staff capacity, and other sources 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 and monitoring services. BUDC also provided assistance to the City of Buffalo to secure Gilbane Companies for Construction Management services.

BUDC continued to make significant strides in the Northland Beltline Corridor redevelopment area in 2022. BUDC, in coordination with Empire State Development (ESD), successfully secured \$14.4 million through the EDA Build Back Better grant program to bring additional resources for the development of 541 E. Delavan Avenue;

612 Northland–B Building; a Clean Energy Microgrid; substation upgrades and other improvements within the Northland Beltline Corridor. 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.

The BUDC has also continued to advance its downtown development efforts through its Buffalo’s Race for Place initiative. BUDC successfully secured funding from Empire State Development for the Downtown Waterfront Improvement Plan, which will provide infrastructure and public realm designs to improve connections from the downtown waterfront to the investment at Ralph Wilson Park. BUDC also began implementing recommendations for the Ellicott Street Placemaking Strategy. BUDC has also participated with the City of Buffalo’s Office of Strategic Planning in efforts to redevelop the Mohawk Ramp and Broadway Barn, as well as the Smart Streets Planning initiative. 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.

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 2022 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

3/29/2023
Date



Mollie Profic
Treasurer

3/29/2023
Date

Buffalo Urban Development Corporation (BUDC) *2022 Mission Statement and Performance Measurements (w/ Results)*

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 also serves as the lead management entity for the Ralph C. Wilson, Jr. Centennial Park (“Ralph Wilson Park”) transformation.

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.

Measurement: Complete Phase 2 EDA Build Back Better Application for 631 Northland; 612 Northland; 541 East Delavan Ave.; 777 Northland Ave; Clean Energy Microgrid and other relevant infrastructure improvements.

Result: BUDC Completed of the Phase 2 EDA Build Back Better Application.

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

Result: BUDC did not purchase additional properties on the Northland Campus but continues to explore strategic sites within the campus.

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 required.

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 SHPO approvals were required.
- 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:** BUDC received the 6th and final Historic Preservation Tax Credit Installment and the 2019 Brown Clean Program Tax Credit Return. All compliance milestones were met.
- Measurement:** Negotiate and execute any lease agreement amendments with tenants at Northland Central and 612 Northland.
- Result:** BUDC continues to market available space at Northland Central and 612 Northland and is in discussions with potential leads.
- Measurement:** Continue to implement the Soil (Site) Management Plan (SMP) for Northland Central, under the NYS Brownfield Cleanup Program.
- Result:** BUDC continues to implement the SMP for Northland Central.
- Measurement:** Continue effective M/WBE Utilization and Workforce Participation programs for remaining Northland construction.
- Result:** No construction was completed this year. BUDC will continue to focus on effective M/WBE Utilization and Workforce Participation on future projects.
- 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 was included in BUDC's Build Back Better Challenge Grant for additional funds to continue renovation. Select demolition at 777 Northland continues to be paused until additional funds can be identified.
- 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:** No actions were necessary for the implementation of the Historic Preservation Mitigation measures. The MOA was referenced and guided BUDC's Build Back Better Challenge Grant application.
- Measurement:** Continue to work with the NYSDEC regarding Superfund investigation and remediation at the 537 E. Delavan site.

- Result:** BUDC continues to work with NYSDEC on Superfund investigation and remediation activities at 537 E. Delavan including coordinating site access.
- 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 submitted and was awarded an Economic Development Administration (EDA) Build Back Better Challenge Grant which will fund renovations at 612 “B” Building, 537 E. Delavan, Corridor Parking and the Clean Energy Microgrid.
- 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:** BUDC working with Mustard Seed Consulting, participated in several neighborhood events including National Night Out and a holiday event held at the Northland Workforce Training Center. These events were also featured on BUDC’s social media accounts.
- Measurement:** Continue to implement the green infrastructure plan for 537 E. Delavan, if construction resumes.
- Result:** Construction did not resume. The project is included in BUDC’s Build Back Better Challenge Grant project scope.
- Measurement:** Complete the pre-development planning, analysis, and financing phases of the Community Solar and Microgrid project.
- Result:** Pre-development planning, analysis, and financing phases of the Community Solar and Microgrid project was paused due to EDA procurement requirements associated with the Build Back Better Challenge Grant.
- Measurement:** 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:** A contract was executed with a team for the tax credit, legal, and accounting services for 631 Northland.
- Objective B:** *Secure funds to continue to advance the Northland Beltline projects.*
- 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:** BUDC coordinated with ESD regarding a GDA for \$1.8M in additional funding for the Northland Community Solar & Microgrid Project. These funds will be used as a match for the Build Back Better Challenge Grant.
- Measurement:** Draw-down all remaining funds related to the \$200,000 GDA (#133,857) with ESD for the Northland Community Solar & Microgrid Project.
- Result:** BUDC drew down on an additional \$65,000 from the ESD grant. Remaining funds will be used as part of the Build Back Better Challenge Grant project scope.
- Measurement:** Submit an application to National Grid for additional funding related to the Northland Community Solar & Microgrid Project.
- Result:** BUDC received funding in the amount of \$25,000 from National Grid to complete additional feasibility and analysis related to the Northland Community Solar & Microgrid Project and energy related needs on campus.
- 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:** Remaining funds associated with Restore NY V will be used for 541 E. Delavan as part of BUDC's Build Back Better Challenge Grant project scope. Select demolition at 777 Northland continues to be paused until additional funds can be identified.
- Measurement:** Submit all documentation for the 6th installment of Historic Tax Credits related to the development of Northland Central.
- Result:** Complete.
- Measurement:** Confirm receipt of 2020 BTC refund from NYS related to the Northland Central redevelopment.
- Result:** Complete.
- Measurement:** Draw-down all remaining funds related to the \$6M GDA (#AC426) with ESD for Northland Workforce Training Center equipment.
- Result:** Complete.
- Measurement:** Identify additional funding sources (i.e. grants and tax credits) and income opportunities for future phases of Northland Beltline projects.
- Result:** BUDC successfully leveraged \$14.4 million through the EDA Build Back Better Challenge for improvements to Northland. BUDC has also been in

discussions with other funders such as ESD to secure additional funding to further development on the campus.

Objective C: Continue to transition Northland management responsibilities to the Director of Construction & Project Development

Measurement: Manage construction of 714 Northland parking lot improvements.

Result: BUDC has completed some minor repairs to the parking lot and has also secured funding through Build Back Better for the construction of additional improvements.

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

Result: EDA procurement requirements require this work to be rebid.

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

Result: Select demolition has been paused until additional funds can be identified.

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

Result: BUDC continues to conduct monthly coordination meetings regarding property management related issues and repairs.

Measurement: Continue to engage NYS Department of State (DOS) on review of Beltline Brownfield Opportunity Area (BOA) Nomination Document.

Result: BUDC continues to engage DOS on the Northland BOA including submittal of a Consolidated Funding Application (CFA) to complete the nomination process.

Measurement: Coordinate two (2) networking events Northland area small businesses

Result: BUDC, working with Mustard Seed Consulting, continues to work on identifying small business networking opportunities.

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

Result: BUDC continues to collaborate with LISC.

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

Result: Complete.

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

New Measurement: Negotiate and close on a Land Sale Agreement for remaining land at 308 Crowley Street

Result: BUDC has successfully negotiated and closed on all remaining land at 308 Crowley Street.

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

Result: Complete.

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

Result: BUDC did not secure any additional brownfield sites this year, but continues to consider strategic sites and to facilitate land transactions on its current inventory of brownfield sites.

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

Result: BUDC did not remediate any additional acres this year, but is actively pursuing additional funding to do so in the upcoming year(s).

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

Result: BUDC did not rehabilitate additional leasable space this year, but managed to secure significant additional funding to begin rehabilitating space in the upcoming year.

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.

Result: BUDC continues to market properties in collaboration with Mancuso Business Development Group and Invest Buffalo Niagara.

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

Result: BUDC successfully negotiated and closed on the sale of various parcels to Zephyr Partners.

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

Result: BUDC did not close on a Land sale with G.W Burnett, but has entered into an exclusivity agreement with the Krog Corporation for 193 Ship Canal Parkway.

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

Result: BUDC has assisted over four (4) prospects in purchasing land, resulting in the execution of two (2) exclusivity agreements for various parcels.

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

Result: BUDC had over six (6) BUDC also earned several appearances on WUFO Radio; Buffalo Business First; Buffalo News and WECK Radio. BUDC far exceeded five hundred (500) social media views and had over 6,000 website views this year.

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

Result: BUDC has maintained infrastructure amenities at BLCP in coordination with the recently formed BLCP Property Owners Association. Northland area infrastructure amenities have been maintained in conjunction with BUDC’s property management team, Mancuso Business Development.

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: BUDC successfully negotiated and closed on parcels to Enterprise Folding Box. BUDC also sold the remaining property at 308 Crowley Street to Douglas Development.

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

Result: BUDC has contacted approximately sixty (60) businesses.

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: BUDC uses the City's participation goals as standard for 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: BUDC contacted approximately fifty (50) businesses. In addition, BUDC partnered with OSP and the City of Buffalo's Buy Black Buffalo and Mayor's Communications team on various small business efforts.

Objective B: Coordinate financial assistance for adaptive re-use projects and/or new construction projects.

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

Result: BUDC worked with multiple 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: Facilitate consensus around proposed loan program modifications and implement approved modifications for the Downtown Loan Program.

Result: BUDC continued to facilitate discussions regarding the loan fund and plans to implement agreed upon consensus in early 2023.

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

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

Result: BUDC promoted and coordinated multiple efforts in the public realm including public art in Entertainment District; furthered recommendations in the Ellicott Street Placemaking Strategy as well as other coordinated planning initiatives with OSP and DPW.

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

Result: BUDC worked to further the recommendations in the Future of Mobility Report by collaborating with partners on securing funding for infrastructure improvements and planning/design studies and micro-mobility demonstrations.

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

Result: BUDC participated in small focus group meetings with technology based employers and stakeholders. BUDC plans to coordinate more robust sessions in the upcoming year.

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

Result: BUDC continues to connect with stakeholders on Race For Place and plans for additional outreach and collaboration in the upcoming year.

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

Result: More than two (2) city blocks and one (1) public space improved.

Measurement: Complete Waterfront/Inner Harbor public realm strategy and continue waterfront stakeholder coordination efforts.

Result: BUDC successfully secured funding for a Waterfront/Inner Harbor public realm strategy. An RFP was issued to secure a consultant team to conduct the study. BUDC also continues to facilitate the Waterfront stakeholder coordination efforts on a consistent basis.

Measurement: Further the recommendations outlined Ellicott Street Placemaking Strategy.

Result: BUDC continues to further recommendations outlined in the Ellicott Street Placemaking Strategy and secured funding and worked to leverage additional funding from partners for the underpass improvement component outlined in the strategy. BUDC also has facilitated discussions with surrounding stakeholders such as the Michigan Street African American Heritage Corridor, Erie County Public Library and Ciminelli Real Estate to identify opportunities for collaborations.

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

Result: BUDC continues to facilitate discussions with partners to improve infrastructure maintenance.

Measurement: Coordinate with at least six (6) partners to develop strategy for a capital campaign to solicit private funding for public realm improvements.

Result: BUDC continues to facilitate discussions with various partners on strategy to improve coordinate on public and private funds for public realm improvements.

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

Measurement: Explore outdoor QCPU Concepts.

Result: BUDC continues to explore outdoor concepts for the QCPU. BUDC plans to further these concepts once additional funding has been received. QCPU presented the 2022 Downtown Dollars promotion to encourage holiday shopping in the downtown area following the pandemic. This initiative was done in partnership with the Mayor's Office, Buffalo Place, Buy Black Buffalo and the Michigan African American Heritage Corridor. BUDC received positive feedback from the community as well as the participating restaurants and retailers.

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

Result: BUDC is in the process of developing the QCPU directory with a website design firm.

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

Measurement: Expand digital presence for raceforplacebuffalo.com.

Result: BUDC is in the process of expanding the Race For Place page with a website design firm.

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

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

Result: BUDC had appearances in several regional publications such as Site Selector Magazine; Create Magazine; Fast Companies Magazine and the New York Times.

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

Result: BUDC conducted presentations to organizations including American Institute of Architects; NAIOP and Buffalo Place Board of Directors.

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

New Measurement: The announcement of two hundred fifty (250) units to be constructed, with at least 20% affordable units.

Results: Over two hundred fifty (250) units announced with 20% affordable units.

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

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

Results: At least three (3) problem properties addressed.

Goal: To transform LaSalle Park into Ralph C. Wilson Centennial Park (Ralph Wilson 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.

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

Result: Design process is complete. As project manager BUDC continues to ensure the project is on schedule and budget.

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

Result: No additional contracts were necessary.

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: BUDC continues to actively manage the project management contract and related deliverables for Ralph Wilson Park.

New Measurement: Work with the City of Buffalo and project management team to execute a Construction Management Contract.

Result: BUDC aided in developing the contract scope and securing a team for Construction Management. The City of Buffalo and the identified Construction Management team are approaching finalization of contract negotiations.

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 has successfully secured additional funding from the Ralph C. Wilson Foundation to further the project. BUDC has also managed previously awarded funds committed for design and implementation of the project.

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.

Result: BUDC continues to work with Buffalo Niagara Waterkeeper and the Ralph C. Wilson Foundation to identify funding opportunities for the implementation and construction of the project.

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

Result: BUDC has prepared several funding applications for the project and has successfully leveraged additional funding from the Community Foundation, Major League Baseball Youth Development Foundation and the Great Lakes Commission.

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

Measurement: Continue to 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: BUDC worked with the City of Buffalo and the design and project management team on sustainable design elements and equitable access to the surrounding community. BUDC also assisted in the formation of the Ralph Wilson Park Conservancy, which will oversee long term operations and maintenance efforts at the park.

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 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: More than two (2) projects referred.

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 29, 2022 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?**

Responses were reviewed by the Board at the March 28, 2023 Board meeting.

PARIS
Public Authorities Reporting Information System

Annual Report for Buffalo Urban Development Corporation
Fiscal Year Ending: 12/31/2022

Run Date: 03/30/2023
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

Buffalo Urban Development Corporation
 Compensation Schedule
 Year Ended: December 31, 2022

The following employees had a base salary greater than \$100,000 in 2022:

Name	Title	Salary	Performance Compensation	Payroll Taxes*	Benefits	Total
Brandye Merrinweather	President	\$ 120,000	-	9,551	23,101	\$ 152,652
Rebecca Gandour	Executive Vice President	\$ 105,000	-	8,404	29,467	\$ 142,871

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

ATTACHMENT 3A



Annual Report for Buffalo Urban Development Corporation

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 Certified Date: N/A

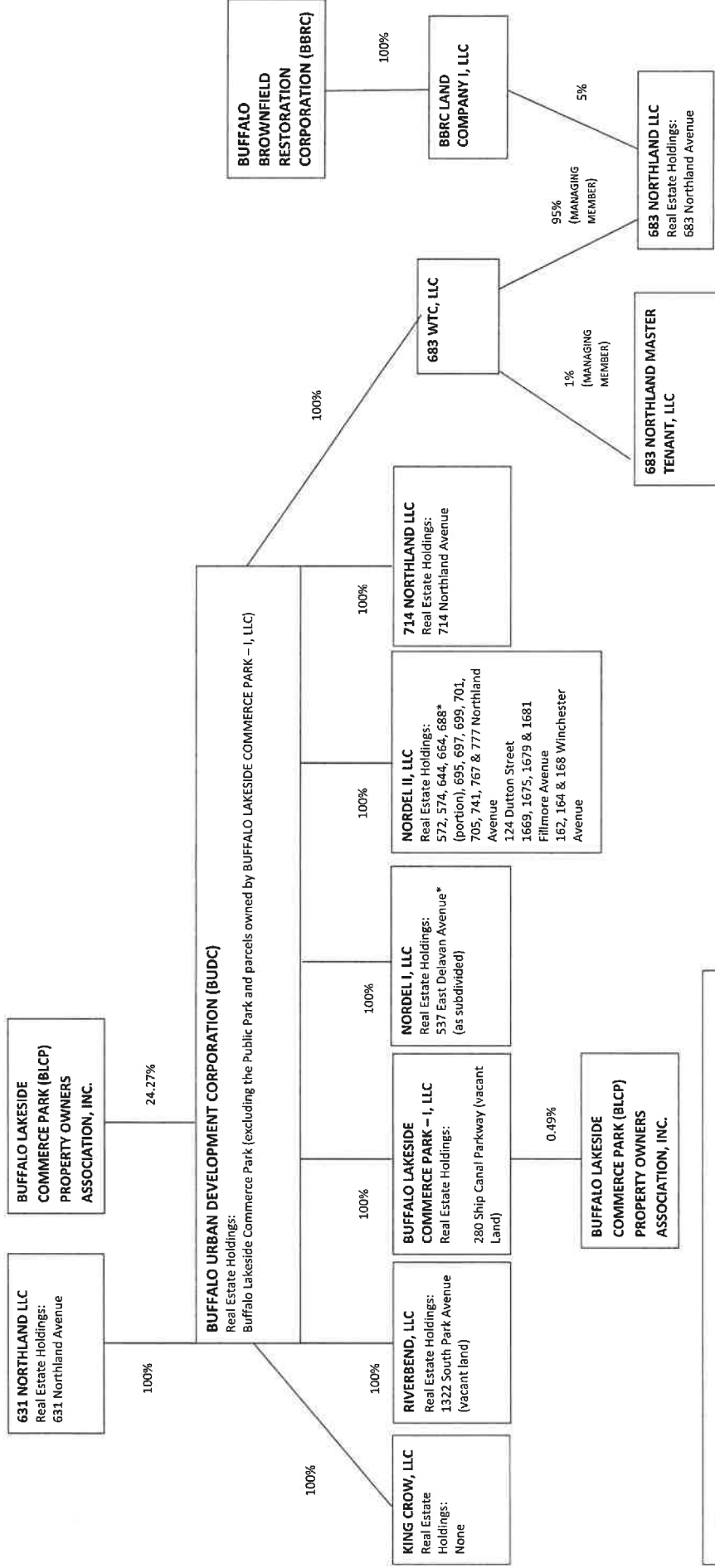
Name	Title	Severance Package	Payment for Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these Benefits	Other
David Penman, Dennis Pridgen, Darius Utz, Karen Vacant	Directors Board of Directors Board of Directors Board of Directors Board of Directors												X X 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
Gandour, Rebecca Merriweather, Brandye	Executive Vice President President												X X	

ATTACHMENT 6

BUFFALO URBAN DEVELOPMENT CORPORATION Corporate Structure Chart As of December 31, 2022



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.

ATTACHMENT 7



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2022

Run Date: 03/29/2023
 Status: CERTIFIED
 Certified Date : 03/29/2023

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-(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-(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-(9) of the State Finance Law?	Yes	

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Procurement Transactions Listing:

1. Vendor Name	360 PSG	Address Line1	678 Sheridan Drive
Type of Procurement	Technology - Consulting/Development or Support	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	TONAWANDA
Award Date	3/14/2022	State	NY
End Date		Postal Code	14150
Fair Market Value	\$9,700.00	Plus 4	
Amount	\$9,700.00	Province/Region	
Amount Expended For Fiscal Year	\$10,640.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Website custom design bundle (\$9,700), monthly website maintenance (\$940)

2. 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	9/20/2023	Postal Code	45263
Fair Market Value		Plus 4	
Amount	\$11,477.10	Province/Region	
Amount Expended For Fiscal Year	\$11,477.10	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	NorDel I Property/Liability insurance

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3. Vendor Name	Ace American Insurance Company	Address Line1	436 Walnut St
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	PHILADELPHIA
Award Date	12/1/2021	State	PA
End Date	1/31/2023	Postal Code	19106
Fair Market Value		Plus 4	
Amount	\$6,309.00	Province/Region	United States
Amount Expended For Fiscal Year	\$6,309.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	NorDel I builders risk coverage

4. 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	United States
Amount Expended For Fiscal Year	\$128,021.73	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Material and Installation at 541 E. Delevan

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5. Vendor Name	Atlantic Casualty Insurance Co.	Address Line1	400 Commerce Ct
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	GOLDSBORO
Award Date	2/28/2022	State	NC
End Date	2/28/2023	Postal Code	27534
Fair Market Value		Plus 4	
Amount	\$14,439.13	Province/Region	United States
Amount Expended For Fiscal Year	\$14,439.13	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Property and liability coverage for 714 Northland.

6. Vendor Name	Bisonwing Planning & Development LLC	Address Line1	25000 Cypress Hollow Court #102
Type of Procurement	Consulting Services	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	BONITA SPRINGS
Award Date	1/1/2022	State	FL
End Date	12/31/2022	Postal Code	34134
Fair Market Value	\$25,000.00	Plus 4	
Amount	\$25,000.00	Province/Region	United States
Amount Expended For Fiscal Year	\$12,325.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting services for various development projects

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7. 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	1/1/2022	State	NY
End Date	12/31/2022	Postal Code	14216
Fair Market Value	\$25,000.00	Plus 4	
Amount	\$25,000.00	Province/Region	
Amount Expended For Fiscal Year	\$16,300.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Consulting services for various development projects

8. 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 Fiscal Year	\$43,065.97	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Lawn care, maintenance, and snow plowing at Buffalo Lakeside Commerce Park

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9. Vendor Name	Dmyley, Inc.	Address Line1	1901 Connecticut Ave
Type of Procurement	Design and Construction/Maintenance	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	NIAGARA FALLS
Award Date	3/1/2020	State	NY
End Date	12/31/2022	Postal Code	14305
Fair Market Value		Plus 4	
Amount	\$148,145.08	Province/Region	
Amount Expended For Fiscal Year	\$6,815.08	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	541 E. Delavan foundation work

10. 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	\$182,496.00	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

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11. 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	United States
Amount Expended For Fiscal Year	\$20,754.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Umbrella insurance coverage (NorDel I)

12. Vendor Name	Freed Maxick CPAs, P.C.	Address Line1	424 Main Street, Suite 800
Type of Procurement	Financial Services	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
Award Date	1/1/2022	State	NY
End Date	5/31/2026	Postal Code	14202
Fair Market Value	\$186,475.00	Plus 4	
Amount	\$186,475.00	Province/Region	United States
Amount Expended For Fiscal Year	\$80,179.60	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Audit and consulting fees

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13. 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	United States
Amount Expended For Fiscal Year	\$64,852.19	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Pre-development consulting for solar microgrid project

14. 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	United States
Amount Expended For Fiscal Year	\$623,661.67	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Services related to the Centennial Park project



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15. 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	\$228,778.43	Province/Region	United States
Amount Expended For Fiscal Year	\$228,778.43	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Legal services for BUDC and 683 Northland, LLC.

16. Vendor Name	Illinois Union Insurance Company	Address Line1	525 W Monroe Street, Suite 400
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	CHICAGO
Award Date	4/6/2022	State	IL
End Date	4/6/2023	Postal Code	60661
Fair Market Value		Plus 4	
Amount	\$25,318.76	Province/Region	United States
Amount Expended For Fiscal Year	\$25,318.76	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Property insurance (NorDel II)

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17. Vendor Name	Independent Health	Address Line1	511 Farber Lakes Drive
Type of Procurement	Other	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BUFFALO
Award Date	1/1/2022	State	NY
End Date	1/31/2023	Postal Code	14211
Fair Market Value		Plus 4	
Amount	\$34,579.58	Province/Region	United States
Amount Expended For Fiscal Year	\$34,579.58	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Health insurance policies for BUDC staff

18. 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	United States
Amount Expended For Fiscal Year	\$15,000.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Annual contribution resulting in in-kind marketing services.

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19.	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	1/1/2022	State	VA
	End Date	12/31/2022	Postal Code	23230
	Fair Market Value		Plus 4	
	Amount	\$25,762.80	Province/Region	United States
	Amount Expended For Fiscal Year	\$25,762.80	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	General liability, and umbrella insurance policies for NorDel II.

20.	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	United States
	Amount Expended For Fiscal Year	\$55,516.01	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Northland campus landscaping and snow removal

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21. Vendor Name	Lexington Insurance Company	Address Line1	99 High Street, Floor 24
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Authority Contract - Competitive Bid	City	BOSTON
Award Date	12/31/2021	State	MA
End Date	12/31/2022	Postal Code	02110
Fair Market Value		Plus 4	
Amount	\$22,048.77	Province/Region	United States
Amount Expended For Fiscal Year	\$22,048.77	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Directors and officers excess liability coverage

22. 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	1/1/2022	State	NE
End Date	1/31/2023	Postal Code	68103
Fair Market Value		Plus 4	
Amount	\$6,903.65	Province/Region	United States
Amount Expended For Fiscal Year	\$6,903.65	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	Dental, AD&D, group term life, and long-term disability insurance policies for BUDC employees.

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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	12/31/2022	Postal Code	14020
	Fair Market Value		Plus 4	
	Amount	\$17,270.67	Province/Region	United States
	Amount Expended For Fiscal Year	\$17,270.67	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	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	4/1/2026	Postal Code	02138
	Fair Market Value	\$15,576,300.00	Plus 4	
	Amount	\$15,576,300.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$3,656,338.89	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Services related to Centennial Park

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25.	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 Fiscal Year	\$10,226.30	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Natural gas service for Northland properties

26.	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 Fiscal Year	\$11,326.59	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Electrical utility service for Northland properties and Buffalo Lakeside Commerce Park.

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27.	Vendor Name	National Grid	Address Line1	300 Erie Blvd. West
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	SYRACUSE
	Award Date		State	NY
	End Date		Postal Code	13202
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$658,520.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Relocation of electrical service related to Centennial Park project.

28.	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	12/31/2021	State	PA
	End Date	12/31/2022	Postal Code	19176
	Fair Market Value		Plus 4	
	Amount	\$26,994.00	Province/Region	
	Amount Expended For Fiscal Year	\$26,994.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	BUDC Directors & Officers insurance

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Status: CERTIFIED
Certified Date : 03/29/2023

29.	Vendor Name	SBSA, LLC	Address Line1	5926 McIntyre Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	GOLDEN
	Award Date		State	CO
	End Date		Postal Code	80403
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$19,755.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Expert witness services.

30.	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	\$189,960.00	Plus 4	
	Amount	\$189,960.00	Province/Region	
	Amount Expended For Fiscal Year	\$11,750.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Services related to Centennial Park.

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31. Vendor Name	Sandra White	Address Line1	170 Florida Street, Apt 214
Type of Procurement	Other Professional Services	Address Line2	
Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
Award Date		State	NY
End Date		Postal Code	14208
Fair Market Value		Plus 4	
Amount		Province/Region	United States
Amount Expended For Fiscal Year	\$10,000.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	d/b/a Mustard Seed World Consulting Group. Video production services.

32. Vendor Name	Sandra White	Address Line1	170 Florida Street, Apt 214
Type of Procurement	Consulting Services	Address Line2	
Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
Award Date	2/15/2022	State	NY
End Date	12/31/2023	Postal Code	14208
Fair Market Value	\$25,000.00	Plus 4	
Amount	\$25,000.00	Province/Region	United States
Amount Expended For Fiscal Year	\$12,540.00	Country	United States
Explain why the Fair Market Value is Less than the Amount		Procurement Description	d/b/a Mustard Seed World Consulting Group. Community outreach and marketing services related to Northland Beltline project.

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33.	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	12/31/2022	State	TX
	End Date	12/31/2023	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$14,321.68	Province/Region	United States
	Amount Expended For Fiscal Year	\$14,321.68	Country	
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	BUDC umbrella insurance, commercial package (property, auto, liability), and Workers' Compensation insurance.

Additional Comments