

# **Buffalo Urban Development Corporation**

## **2022 Budget**

**Approved by the Board of Directors October 26, 2021**



# **Buffalo Urban Development Corporation**

## **2022 Budget**

### **A. Overview:**

Throughout 2021, Buffalo Urban Development Corporation (“BUDC”) has continued to make significant progress in advancing all projects related to the transformational Northland Corridor Redevelopment on Buffalo’s East Side.

This development project began in late 2014, with the acquisition of the eleven (11) acre former Houdaille Industries/Vibratex facility at 537 East Delavan Avenue. A major portion of this building was demolished in 2017, and a NYSDEC superfund investigation of the site continued in 2020. In 2018, BUDC began developing a portion of the site by reconstructing a 15,000 square foot building. In December 2019, this building became the interim home of the Albright Knox Art Gallery, as the gallery renovates their historic Elmwood Avenue complex. The BUDC project was funded in part with Restore NY IV funding. In addition, the 537 East Delavan property continues to be enhanced by another project that began in 2019 and continued through 2020. A 40,000 square foot building in the northeast corner of the property is being rehabilitated to potentially house a neighborhood food and wellness facility. The early phases of this project were started in 2019, but were put on hold due to COVID-19. This project is funded in part with Restore NY V funding.

In 2015, an additional twenty-four (24) acres of property were acquired by BUDC in the Northland Corridor that included four (4) derelict manufacturing buildings. In 2016, Watts Architecture & Engineering was selected as the lead design firm for future projects in the corridor. After a thorough building analysis process, it was decided that 683 Northland (“Northland Central”) would become the focus building on the campus for initial renovation. Buffalo Billion I funds were obtained from New York State to move the first phase of rehabilitation forward, and Gilbane Building Company was selected as the construction management team for the project. Contractors were then procured to initiate remediation and renovation in order to transform a portion of Northland Central into the \$44 million advanced manufacturing and clean energy related Northland Workforce Training Center (“NWTC”), Northland Central’s first anchor tenant. A team was also engaged to perform work related to the historic preservation, new market and brownfield tax credits that would be obtained for the Northland Central project, with BUDC taking the developer role. The NWTC opened in September 2018 and Phase 1 work was completed in January 2019.

In 2018, BUDC secured Buffalo Billion II funds to begin Phase 2 rehabilitation of Northland Central for a second anchor tenant, Buffalo Manufacturing Works (“BMW”). The majority of the BMW build-out took place in 2019, for an October grand opening. BMW occupies approximately 50,000 square feet of the building. Phase 2 included the preparation of approximately 50,000 additional square feet for other potential tenants. In 2020, additional leases were signed with Rodriguez Construction, SparkCharge, and Retech Systems. In 2021 lease was signed with Bank on Buffalo, which brings the occupancy at Northland Central to 97%.

As an amenity for the Northland Central building, BUDC created a food service space that serves the NWTC, BMW, and the surrounding East Side community. A lease was signed in 2019 with a local food purveyor, Manna @ Northland to operate a restaurant and catering kitchen. Manna has weathered the difficult conditions brought on by COVID-19 and continues to be an integral part of the Northland Campus.

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In 2020, to complement the Northland Corridor redevelopment, the City of Buffalo completed a road and right-of-way reconstruction project for Northland Avenue which includes on-street parking, LED lighting, pedestrian amenities, and a small “pocket park” on a parcel owned by BUDC.

In 2018, Mayor Byron W. Brown and the Ralph C. Wilson Jr. Foundation announced a \$50 million funding commitment to transform around 100 acres of the current Lasalle Park into the Ralph C. Wilson Jr. Centennial Park. This reimagined park is intended to provide access to world-class park amenities and Lake Erie to the underserved local community and the entire region. The creation of the Ralph C. Wilson Jr. Centennial Park aligns with some of Mayor Byron W. Brown’s continuous goals by increasing employment opportunities for City of Buffalo residents, promote general diversity, community project involvement and increase the utilization of Minority and Women Business Owned Enterprises in major development projects.

The Reimagine LaSalle effort was made possible through the generosity of the Ralph C. Wilson, Jr. Foundation in partnership with the Community Foundation for Greater Buffalo. The University at Buffalo School of Architecture and Planning and one of its research centers, the UB Regional Institute (UBRI), are managing this community engagement process to ensure broad and meaningful community input shape the park’s future. Michael Van Valkenburgh Associates, a New York-based landscape architecture firm known worldwide for its creative and unique urban design with projects that include parks, plazas, cultural institutions, gardens, and more, is leading the design of the Ralph C. Wilson, Jr. Centennial Park. The City of Buffalo is an active project partner represented by its Division of Parks and Recreation, the Buffalo Urban Development Corporation, the Department of Community Services and Recreational Programming, and the Mayor’s Office of Strategic Planning. The project represents a complete park renovation, providing transformative recreational opportunities for Buffalo.

The overall project area is about 100 acres and includes:

- A new pedestrian bridge crossing the I-190.
- Multiple playgrounds including a 2.5-acre destination playground with custom equipment and features.
- Softball, soccer, and football fields with furnishings and sports lighting.
- New pedestrian and security lighting throughout the park.
- New structures housing comfort stations, offices, and food and beverage areas.
- New underground utilities for the overall park.
- Fully redesigned pedestrian, bike, and vehicular circulation (paths and roadways)
- Considerable topographic manipulation of the site (cut and fill).
- Complete redevelopment of the shoreline, including:
  - A natural habitat feature called The Inlet brings the shoreline inland turning about 2 acres of land surface to the water surface.
  - A Blueway Site called The Outcrop which creates a cove for water access and kayak launching.
  - Sheet pile wall and rip rap segments.
- Extensive planting soils and landscape installation.

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In 2012, BUDC began the Buffalo Building Reuse Project (BBRP) for Downtown Buffalo. Following the positive strides made through BBRP, with the adaptive reuse of historic buildings, development of residential housing units and significant investment in streetscape and infrastructure; our recently introduced Buffalo's Race for Place initiative looks to take downtown to the next level, by closing the gaps within our public realm and by creating a vibrant sense of place. Through continued improvement and maintenance of public infrastructure with a focus on place-making, innovation, and integration of "smart city" technology, Race For Place looks to boost Buffalo as an attractive home for businesses, entrepreneurs, new talent and residents alike. In 2021, BUDC in conjunction with the City of Buffalo, released the Ellicott Street Placemaking Strategy to improve the public setting to attract and encourage continued investment, real estate development, talent attraction and add to down Buffalo's quality of life for employees, residents and visitors. BUDC is also coordinating with the City of Buffalo on the redevelopment of the Mohawk Ramp into a mixed use development and many other efforts related to furthering the Race for Place initiative.

BUDC is in the process of funding loans through the BBRP Loan Program. In 2016, with assistance from the Buffalo Niagara Partnership and Pursuit (formerly New York State Business Development Council), BUDC successfully leveraged additional private bank funding to add to the BBRP Revolving Loan pool, allowing BUDC to fund additional adaptive reuse projects that add to downtown's residential base. BUDC also utilized the previously released Infrastructure & Public Realm Master Plan as a guide for strategic infrastructure investments for a more cohesive and vibrant downtown. The guidance of the Master Plan was critical in BUDC's preparation of several successful grant applications for infrastructure improvements including the Entertainment District project, which includes Chippewa, Franklin and Court Streets, which began construction in Spring 2021 after a COVID-19 delay.

The Queen City Pop Up Program was created in 2014 to encourage small business retail along Main Street. This ongoing program acts as a springboard for small business retailers by allowing them to set up shop on downtown Main Street on a temporary basis, rent free. Queen City Pop Up also provides comprehensive onsite training for participating retailers. The project looks to encourage participants to open permanent retail locations after completing the program. To date, the program has assisted approximately fifty (50) small business retailers, resulting in seven (7) retailers opening permanent stores along downtown Main Street and five (5) retailers permanently locating in other commercial corridors in the City of Buffalo. Although the Queen City Pop Up Program was paused in 2020 due to the COVID-19 pandemic, BUDC partnered with Buffalo Place and the City of Buffalo on a holiday shopping promotion and COVID related efforts for small businesses. BUDC plans to reinvigorate the program for the 2021 Holiday cycle.

BUDC will continue to operate and market the Buffalo Lakeside Commerce Park ("BLCP") in 2022. In 2021 a sale of 20 acres of property at BLCP closed, for gross proceeds of \$542,000. The 2022 budget assumes that 10 acres of BLCP property will be sold for gross proceeds of \$325,000.

Property acquired by BUDC at 308 Crowley Street in 2018 has been a part of pre-demolition site work and an environmental investigation funded by the City of Buffalo. The City

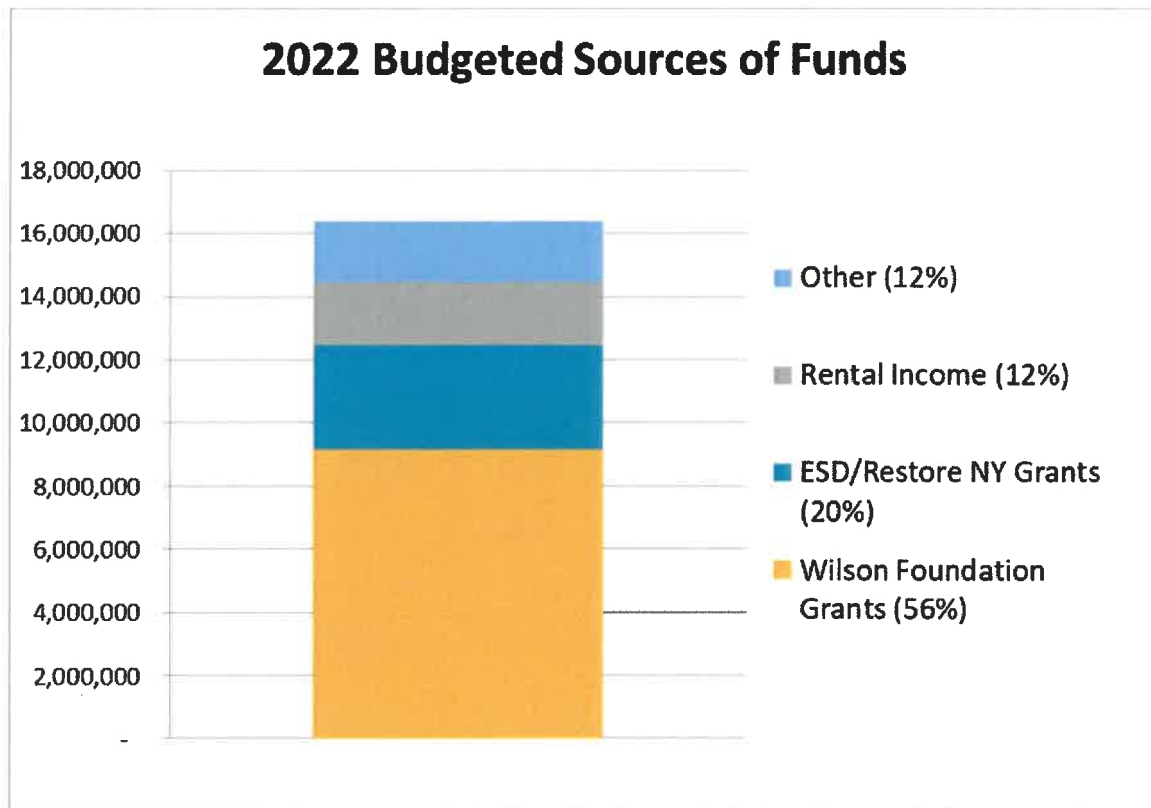
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developed bid documents for a select demolition at the site. Phase 1 of the demolition is underway, with Phase 2 expected to begin by the end of 2021.

## B. Sources of BUDC Funds:

The following chart summarizes the significant sources of the \$16.3 million in funds that have been budgeted for BUDC projects in 2020:

The key sources of BUDC funds are as follows:



- (1) Ralph C. Wilson, Jr. Foundation Grants** – In 2022 BUDC expects to recognize \$9,155,000 in grant revenue from the Wilson Foundation associated with five grant agreements. Each grant supports the redevelopment of LaSalle Park into the Ralph C. Wilson, Jr. Centennial Park along the city’s shoreline.
- (2) Empire State Development/Restore NY Grants** – In 2022 BUDC expects to recognize \$3,300,000 in grant revenue from Empire State Development & Restore NY grants for projects along the Northland Corridor, specifically a solar microgrid project and core and shell renovations at 541 East Delavan Avenue.
- (3) Rental Income** – In 2022 BUDC expects to realize rental income of approximately \$2,002,000 for leased space in the Northland Corridor from tenants, the majority under the terms of a Master Lease Agreement between 683 Northland Master Tenant, LLC and 683 Northland LLC. It is of note that rent payments for leased space within the Northland Central complex are paid to 683 Northland Master Tenant, LLC, a separate entity for financial reporting purposes.

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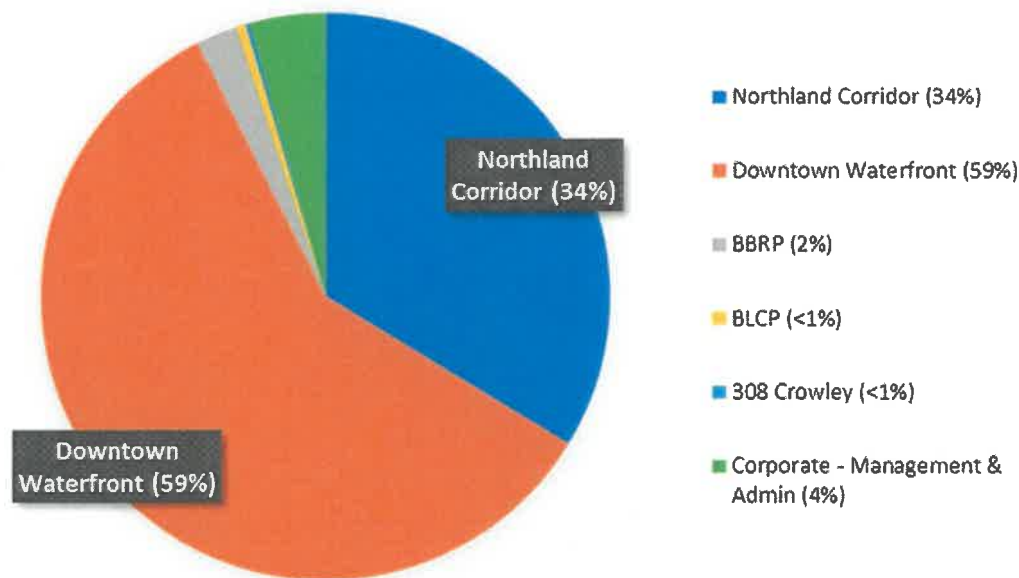
(4) **Other Income** – Other income totaling approximately \$1,950,000 on a consolidated basis reflects the following:

- a. \$902,000 of Brownfield tax credits (through a wholly owned subsidiary).
- b. \$600,000 of American Rescue Plan grant funds through the City of Buffalo.
- c. \$250,000 from National Grid grants for certain projects.
- d. BUDC anticipates the sale of property at BLCP, accounting for gross proceeds of \$325,000 less related costs, netting to a loss of approximately \$71,500.
- e. \$67,000 net revenue to the Buffalo Brownfields Redevelopment Fund.
- f. \$97,000 net loan fee and interest revenue.
- g. \$100,000 grant from the Erie County Industrial Development Agency.
- h. \$5,200 collected from property owners for public infrastructure maintenance at BLCP.

## C. Uses of BUDC Funds:

BUDC expects to spend \$15.5 million in 2022 as outlined in the following chart:

### 2022 Budgeted Use of Funds



The key uses of BUDC funds are as follows:

(1) **Downtown Waterfront** – BUDC anticipates spending \$9.1 million in 2022 to support the development of Ralph C. Wilson, Jr. Centennial Park. The majority of funds will be used to construct a new pedestrian bridge and complete construction documents for this transformational project.

(2) **Northland Corridor** – As part of the continuing Northland Corridor project, BUDC anticipates spending \$3.4 million on capital and development costs, in addition to operating costs at Northland Corridor properties. The majority of 2022 spending will focus on core and shell renovations at 537 East Delavan Avenue and the solar microgrid.

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- (3) **BBRP** – The Buffalo Building Reuse Project anticipates spending \$367,000 in 2022. \$117,000 is anticipated to be spent for personnel, marketing, and legal costs; \$4,000 is expected to be spent on the downtown pop-up project and \$250,000 for urban corridor development.
- (4) **BLCP** – In 2022, BUDC has budgeted \$53,000 for operations and maintenance costs of Ship Canal Commons. Other ongoing costs, including legal, insurance, marketing and other administrative costs are estimated at an additional \$21,000.
- (5) **308 Crowley** –2022 costs for 308 Crowley include \$44,000 budgeted for the property, and includes insurance, legal and property maintenance costs.
- (6) **Corporate – Management & Administrative** – In 2022, BUDC expects to spend \$665,000 on management and administrative costs. This includes salary and benefit costs of BUDC staff, totaling \$255,000. In addition, \$76,000 in other administrative, financial and property management services provided by ECIDA staff are budgeted to be reimbursed based on the number of hours ECIDA employees devote to these activities. Other management and administrative costs total \$334,000 and include legal, audit and tax, insurance, marketing, rent and other general and administrative costs.

## Buffalo Urban Development Corporation 2022 Budget

REVENUE	YTD			
	Budget 2022	Projected 2021	August 2021	Actual 2020
Grant Revenue				
Empire State Development	\$ 1,800,000	\$ 200,000	\$ -	\$ 1,175,725
Restore NY	1,500,000	109,722	54,861	1,420,915
Ralph C. Wilson, Jr. Foundation/GLC	9,155,000	3,182,134	484,998	4,870,249
National Grid (various)	250,000	131,250	-	4,473
NYPA	-	-	-	1,200,236
ECIDA	100,000	100,000	-	100,000
Other	600,000	119,232	-	44,777
Gross Proceeds from Land Sales	325,000	1,066,169	556,619	31,609
Less: Cost of Land Sales	(396,500)	(767,035)	(19,920)	(24,232)
Buffalo Brownfield Fund Revenue (net)	67,000	76,246	30,528	171,903
Rental Income	2,002,127	2,022,700	1,035,554	2,020,353
BLCF Property Owners' Association	5,200	5,200	-	5,200
Interest Income & Fees - Loans	96,664	250,857	117,385	152,597
Investment Interest Income/Miscellaneous	902,455	42,749	42,765	1,280
Other Income	-	19,800,158	12,805,595	2,500
Total	<u>16,406,946</u>	<u>26,339,381</u>	<u>15,108,384</u>	<u>11,177,585</u>
<b>OPERATING EXPENSES</b>				
Property Operations & Maintenance	152,276	194,165	116,889	204,772
Legal	84,000	129,493	108,042	102,611
Insurance	251,000	252,610	167,020	264,345
Marketing	48,500	18,327	15,901	44,496
Utilities	15,556	9,674	6,449	14,567
Misc.	10,000	4,347	2,728	6,570
Consultants	8,866,000	3,507,596	1,684,515	4,551,669
General Development Expenses	455,000	372,290	1,345	607,542
Personnel Costs	484,829	479,742	309,043	523,928
Interest	383,674	428,702	230,320	933,410
Rent	25,000	23,574	15,716	23,145
ECIDA Management Fee	94,500	98,400	65,600	91,454
Audit & Tax	173,850	159,312	118,941	89,411
Operating Expenses	5,000	1,000	-	-
Grant Expense	924,792	1,377,116	953,636	1,831,694
General & Administrative	173,383	119,207	73,660	86,866
Depreciation	4,082,000	4,178,510	2,089,255	4,198,380
Amortization	10,000	51,176	43,676	74,872
Total	<u>16,239,360</u>	<u>11,405,241</u>	<u>6,002,736</u>	<u>13,649,731</u>
<b>Net Income / (Loss)</b>	<u>\$ 167,586</u>	<u>\$ 14,934,140</u>	<u>\$ 9,105,648</u>	<u>\$ (2,472,146)</u>
<b>CAPITAL/LOAN FUND BUDGET</b>				
Capital expenditures/equipment	(3,395,000)	(94,581)	(9,581)	(6,364,450)
Proceeds from loans/line of credit	60,000	314,574	214,574	677,445
Prepaid rent - Master Lease Agreement	1,520,992	5,532,421	5,532,421	3,071,640
Capital contributions	47,445	1,329,929	961,847	631,199
Repayment of debt	(1,617,714)	(27,235,204)	(19,873,559)	(900,000)
	<u>(3,384,277)</u>	<u>(20,152,861)</u>	<u>(13,174,298)</u>	<u>(2,884,166)</u>
<b>CASH FLOW ADJUSTMENTS</b>				
Cost of Land Sales	346,500	767,035	19,920	24,232
Prepaid rental income	(1,395,256)	(1,393,058)	(696,529)	(1,445,129)
Deferred lease liability	511,932	511,932	255,966	511,932
Use of reserves	97,848	96,932	44,682	96,286
Construction loan interest (prefunded)	-	-	-	361,690
Depreciation/amortization	4,092,000	4,229,686	2,132,931	4,273,252
<b>Net Cash Increase/(Decrease)</b>	<u>\$ 436,333</u>	<u>\$ (1,006,194)</u>	<u>\$ (2,311,680)</u>	<u>\$ (1,534,049)</u>



**Buffalo Urban Development Corporation**  
**2022 Budget - Project Detail**

	BLCP	BBRP / Race for Place	Centennial Park	Northland Corridor	308 Crowley	Corporate Operations	Total
<b>REVENUE</b>							
Grant Revenue							
Restore NY 5	\$ -	\$ -	\$ -	\$ 1,500,000	\$ -	\$ -	\$ 1,500,000
Ralph C. Wilson, Jr. Foundation/GLC	-	-	9,155,000	-	-	-	9,155,000
National Grid	-	250,000	-	-	-	-	250,000
ESD - Solar Microgrid	-	-	-	1,800,000	-	-	1,800,000
ECIDA	-	100,000	-	-	-	-	100,000
Other	-	-	-	-	-	600,000	600,000
Gross Proceeds from Land Sales	325,000	-	-	-	-	-	325,000
Less: Cost of Land Sales + closing costs	(396,500)	-	-	-	-	-	(396,500)
Buffalo Brownfield Fund Revenue (net)	-	-	-	-	-	67,000	67,000
Rental Income	-	-	-	2,002,127	-	-	2,002,127
BLCP Property Maintenance	5,200	-	-	-	-	-	5,200
Interest Income & Fees - Loans	-	-	-	96,664	-	-	96,664
Investment Interest Income/Miscellaneous	-	-	-	901,455	-	1,000	902,455
Total	(66,300)	350,000	9,155,000	6,300,246	-	668,000	16,406,946
<b>OPERATING EXPENSES</b>							
Property Operations & Maintenance	52,566	-	-	96,710	3,000	-	152,276
Legal	5,000	3,000	10,000	23,000	3,000	40,000	84,000
Insurance	11,000	-	-	150,000	35,000	55,000	251,000
Marketing	-	14,000	-	4,500	-	30,000	48,500
Utilities	556	-	-	15,000	-	-	15,556
Misc.	2,500	-	-	-	-	7,500	10,000
Consultants	2,500	-	8,800,000	28,500	-	35,000	8,866,000
General Development Expenses	-	250,000	200,000	5,000	-	-	455,000
Personnel Costs	-	100,000	130,000	-	-	254,829	484,829
Interest	-	-	-	383,674	-	-	383,674
Operating Expenses	-	-	-	5,000	-	-	5,000
Rent	-	-	-	-	-	25,000	25,000
ECIDA Management Fee	-	-	7,500	11,000	-	76,000	94,500
Audit & Tax	-	-	3,000	48,000	3,000	119,850	173,850
General & Administrative	-	-	4,500	1,073,675	-	20,000	1,098,175
Depreciation	-	-	-	4,080,000	-	2,000	4,082,000
Amortization	-	-	-	10,000	-	-	10,000
Total	74,122	367,000	9,155,000	5,934,059	44,000	665,179	16,239,360
<b>Net Income / (Loss)</b>	<b>(140,422)</b>	<b>(17,000)</b>	<b>-</b>	<b>366,187</b>	<b>(44,000)</b>	<b>2,821</b>	<b>167,586</b>
<b>CAPITAL BUDGET</b>							
Capital expenditures/equipment	-	-	-	(3,395,000)	-	-	(3,395,000)
Prepaid rent - Master Lease Agreement	-	-	-	1,520,992	-	-	1,520,992
Capital contributions (5% BTCs)	-	-	-	47,445	-	-	47,445
Repayment of debt	-	-	-	(1,617,714)	-	-	(1,617,714)
Total	-	-	-	(3,444,277)	-	-	(3,444,277)
<b>CASH FLOW ADJUSTMENTS</b>							
Cost of Land Sales	346,500	-	-	-	-	-	346,500
Prepaid Rental Income	-	-	-	(1,395,256)	-	-	(1,395,256)
Deferred lease liability	-	-	-	511,932	-	-	511,932
Line of credit usage	-	-	-	60,000	-	-	60,000
Use of reserves	-	-	-	97,848	-	-	97,848
Depreciation	-	-	-	4,080,000	-	2,000	4,082,000
Amortization	-	-	-	10,000	-	-	10,000
Net Cash Increase/(Decrease)	\$ 206,078	\$ (17,000)	\$ -	\$ 286,434	\$ (44,000)	\$ 4,821	\$ 436,333

**Buffalo Urban Development Corporation**  
**2022 Budget - Northland Corridor Project Breakout**

	BUDC	683 WTC, LLC	683 Northland LLC	Eliminations <sup>1</sup>	Northland Corridor Total
<b>REVENUE</b>					
Grant Revenue					
Restore NY 5	\$ 1,500,000	\$ -	\$ -	\$ -	\$ 1,500,000
ESD - Solar Microgrid	1,800,000	-	-	-	1,800,000
Loan interest	618,664	-	-	(522,000)	96,664
Rental Income	122,385	-	1,879,742	-	2,002,127
Other Income (95 % BTCs)	-	901,455	-	-	901,455
Total	4,041,049	901,455	1,879,742	(522,000)	6,300,246
<b>OPERATING EXPENSES</b>					
Property Operations & Maintenance	96,710	-	-	-	96,710
Legal	20,000	-	3,000	-	23,000
Insurance	150,000	-	-	-	150,000
Marketing	4,500	-	-	-	4,500
Utilities	15,000	-	-	-	15,000
Operating expenses	-	-	5,000	-	5,000
Administrative	924,792	-	72,290	-	997,082
Consultants	3,500	-	25,000	-	28,500
General Development Expenses	5,000	-	-	-	5,000
Interest	15,000	522,000	368,674	(522,000)	383,674
ECIDA Management Fee	11,000	-	-	-	11,000
Asset Management Fee	-	-	55,000	-	55,000
Audit & Tax	-	5,500	42,500	-	48,000
Loan servicing fees	-	-	21,593	-	21,593
Depreciation	80,000	-	4,000,000	-	4,080,000
Amortization	-	-	10,000	-	10,000
Total	1,325,502	527,500	4,603,057	(522,000)	5,934,059
<b>Net Income/(Loss)</b>	<b>2,715,547</b>	<b>373,955</b>	<b>(2,723,315)</b>	<b>-</b>	<b>366,187</b>
<b>CAPITAL BUDGET</b>					
Capital expenditures/equipment	(3,395,000)	-	-	-	(3,395,000)
Prepaid rent - Master Lease Agreement	-	-	1,520,992	-	1,520,992
Capital contributions (5% BTCs)	-	-	47,445	-	47,445
Repayment of debt	-	-	(1,617,714)	-	(1,617,714)
	(3,395,000)	-	(49,277)	-	(3,444,277)
<b>CASH FLOW ADJUSTMENTS</b>					
Prepaid rent (rental income)	-	-	(1,395,256)	-	(1,395,256)
Deferred lease liability	511,932	-	-	-	511,932
Line of credit usage	-	-	60,000	-	60,000
Deferred interest payments	(522,000)	522,000	-	-	-
Use of/(additions to) reserves	-	-	97,848	-	97,848
Depreciation/amortization	80,000	-	4,010,000	-	4,090,000
<b>Net Cash Increase/(Decrease)</b>	<b>\$ (609,521)</b>	<b>\$ 895,955</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 286,434</b>

<sup>1</sup> Eliminations consist of interest revenue/expense between BUDC and 683 WTC, LLC.

## Buffalo Urban Development Corporation 2022 Budget and 3 Year Forecast

REVENUE	Budget 2022	Projected 2023	Projected 2024	Projected 2025
Grant Revenue	\$ 13,405,000	\$ 2,600,000	\$ 2,000,000	\$ 2,000,000
Gross Proceeds from Land Sales	325,000	-	-	-
Less: Cost of Land Sales	(396,500)	-	-	-
Buffalo Brownfield Fund Revenue (net)	67,000	31,000	31,000	-
Rental Income	2,002,127	1,922,727	1,879,742	1,879,742
BLCP Property Owners' Association	5,200	10,200	10,200	10,200
Interest Income & Fees - Loans	96,664	96,664	96,664	96,664
Investment Interest Income	902,455	1,000	1,000	1,000
Other Income	-	1,000	1,000	1,000
Total	16,406,946	4,662,591	4,019,606	3,988,606
<b>OPERATING EXPENSES</b>				
Property Operations & Maintenance	152,276	156,560	161,257	161,257
Legal	84,000	59,000	59,000	59,000
Insurance	251,000	199,000	199,000	199,000
Marketing	48,500	48,500	48,500	48,500
Utilities	15,556	16,023	16,504	16,999
Misc.	10,000	10,000	10,000	10,000
Consultants	8,866,000	1,000,000	1,000,000	1,000,000
General Development Expenses	455,000	750,000	750,000	750,000
Personnel Costs	484,829	439,634	452,823	466,407
Interest	383,674	584,000	204,000	204,000
Rent	25,000	25,750	26,523	26,523
ECIDA Management Fee	94,500	100,000	100,000	100,000
Audit & Tax	173,850	180,804	188,036	195,558
Operating Expenses	5,000	5,000	5,150	5,305
Grant Expense	924,792	-	-	-
General & Administrative	173,383	949,792	962,176	974,938
Depreciation	4,082,000	4,082,000	4,082,000	4,082,000
Amortization	10,000	-	-	-
Total	16,239,360	8,606,063	8,264,968	8,299,486
<b>Net Income / (Loss)</b>	<b>\$ 167,586</b>	<b>\$ (3,943,472)</b>	<b>\$ (4,245,362)</b>	<b>\$ (4,310,880)</b>
<b>CAPITAL BUDGET</b>				
Capital expenditures/equipment	(3,395,000)	-	-	-
Prepaid rent - Master Lease Agreement	1,520,992	-	-	-
Capital contributions (BTCs/HTCs)	47,445	-	-	-
Repayment of debt	(1,617,714)	(9,000,000)	-	-
Total	(3,444,277)	(9,000,000)	-	-
<b>CASH FLOW ADJUSTMENTS</b>				
Cost of Land Sales	346,500	-	-	-
Prepaid rental income	(1,395,256)	(1,395,256)	(1,387,319)	(1,351,696)
Deferred lease liability	511,932	511,932	511,932	511,932
Line of credit usage	60,000	-	-	-
Use of reserves	97,848	97,847	98,533	99,238
Depreciation/amortization	4,092,000	4,082,000	4,082,000	4,082,000
<b>Net Cash Increase/(Decrease)</b>	<b>\$ 436,333</b>	<b>\$ (9,646,948)</b>	<b>\$ (940,215)</b>	<b>\$ (969,406)</b>

Budget Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2022

Run Date: 10/27/2021  
Status: CERTIFIED  
Certified Date: 10/27/2021

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

**Budget & Financial Plan**

	Last Year (Actual) 2020	Current Year (Estimated) 2021	Next Year (Adopted) 2022	Proposed 2023	Proposed 2024	Proposed 2025
<b>REVENUE &amp; FINANCIAL SOURCES</b>						
<b>Operating Revenues</b>						
Charges For Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Rentals & Financing Income	\$2,186,404.00	\$2,273,557.00	\$2,098,791.00	\$2,019,391.00	\$1,976,406.00	\$1,976,406.00
Other Operating Revenues	\$0.00	\$390,955.00	(\$66,300.00)	\$11,200.00	\$11,200.00	\$11,200.00
<b>Non-Operating Revenues</b>						
Investment Earnings	\$1,278.00	\$504.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
State Subsidies / Grants	\$2,596,640.00	\$309,722.00	\$3,300,000.00	\$2,600,000.00	\$2,000,000.00	\$2,000,000.00
Federal Subsidies / Grants	\$669,185.00	\$392,053.00	\$600,000.00	\$0.00	\$0.00	\$0.00
Municipal Subsidies / Grants	\$194,587.00	\$76,246.00	\$67,000.00	\$31,000.00	\$31,000.00	\$0.00
Public Authority Subsidies	\$1,300,235.00	\$100,000.00	\$100,000.00	\$0.00	\$0.00	\$0.00
Other Non-Operating Revenues	\$4,227,631.00	\$22,796,345.00	\$10,306,455.00	\$0.00	\$0.00	\$0.00
Proceeds From The Issuance Of Debt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Revenues &amp; Financing Sources</b>	<b>\$11,175,960.00</b>	<b>\$26,339,382.00</b>	<b>\$16,406,946.00</b>	<b>\$4,662,591.00</b>	<b>\$4,019,606.00</b>	<b>\$3,988,606.00</b>
<b>EXPENDITURES</b>						
<b>Operating Expenditures</b>						
Salaries And Wages	\$411,350.00	\$352,455.00	\$361,000.00	\$306,850.00	\$319,124.00	\$331,889.00
Other Employee Benefits	\$134,671.00	\$127,287.00	\$123,828.00	\$132,784.00	\$133,699.00	\$134,518.00
Professional Services Contracts	\$4,860,150.00	\$3,796,402.00	\$9,123,850.00	\$1,239,804.00	\$1,247,036.00	\$1,254,558.00
Supplies And Materials	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Operating Expenditures	\$7,233,653.00	\$6,649,220.00	\$6,237,008.00	\$6,342,625.00	\$6,361,109.00	\$6,374,521.00
<b>Non-Operating Expenditures</b>						
Payment Of Principal On Bonds And Financing Arrangements	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Interest And Other Financing Charges	\$933,410.00	\$428,702.00	\$383,674.00	\$584,000.00	\$204,000.00	\$204,000.00
Subsidies To Other Public Authorities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Capital Asset Outlay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grants And Donations	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Non-Operating Expenditures	\$74,872.00	\$51,176.00	\$10,000.00	\$0.00	\$0.00	\$0.00
<b>Total Expenditures</b>	<b>\$13,648,106.00</b>	<b>\$11,405,242.00</b>	<b>\$16,239,360.00</b>	<b>\$8,606,063.00</b>	<b>\$8,264,968.00</b>	<b>\$8,299,486.00</b>
Capital Contributions	\$610,889.00	\$1,329,929.00	\$47,445.00	\$0.00	\$0.00	\$0.00
<b>Excess (Deficiency) Of Revenues And Capital Contributions Over Expenditures</b>	<b>(\$1,861,257.00)</b>	<b>\$16,264,069.00</b>	<b>\$215,031.00</b>	<b>(\$3,943,472.00)</b>	<b>(\$4,245,362.00)</b>	<b>(\$4,310,880.00)</b>

Budget Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2022

Run Date: 10/27/2021  
Status: CERTIFIED  
Certified Date: 10/27/2021

The authority's budget, as presented to the Board of Directors, is posted on the following website: <https://www.buffalourbandevelopment.com/budc-corporate-reports>

**Additional Comments**