## **Buffalo Urban Development Corporation**

2023 Budget Approved October 25, 2022



### **Buffalo Urban Development Corporation** 2023 Budget

### A. Overview:

Buffalo Urban Development Corporation ("BUDC") continues to make significant progress in all of its initiatives by advancing projects related to the Northland Corridor Redevelopment on Buffalo's East Side, the Buffalo's Race for Place initiative in Downtown Buffalo, transformation of Ralph Wilson Centennial Park as well as other strategic planning efforts and small business support.

In late 2022 BUDC received confirmation of a \$14.4 million funding award through the Build Back Better Challenge through the U.S Economic Development Administration for the rehabilitation of additional properties and clean energy upgrades within the Northland Corridor. The grant funding will be used to complete the following project components: Renovation of the approximately 44,000 s.f. industrial building at 541 E. Delavan Avenue, including extensive environmental remediation, site work, and the installation of new green infrastructure for storm water management; renovation of the approximately 10,000 s.f. "B" building at 612 Northland; implementation of a Clean Energy Microgrid to advance NYS and federal clean energy goals, and construction of approximately 120 new parking spaces at 714 Northland and the south lot adjoining 683 Northland. These components are collectively budgeted to cost \$18 million to complete. BUDC continues to engage with Northland Campus businesses and anchors such as the Northland Workforce Training Center; Manna Culinary; Buffalo Manufacturing Works; Rodriguez Construction; Bank On Buffalo and others as well as the surrounding community on collaborations, public art and other opportunities that will add to the vitality of the corridor.

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 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 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); complete redevelopment of the shoreline.

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; BUDC introduced the Buffalo's Race for Place initiative that 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. 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

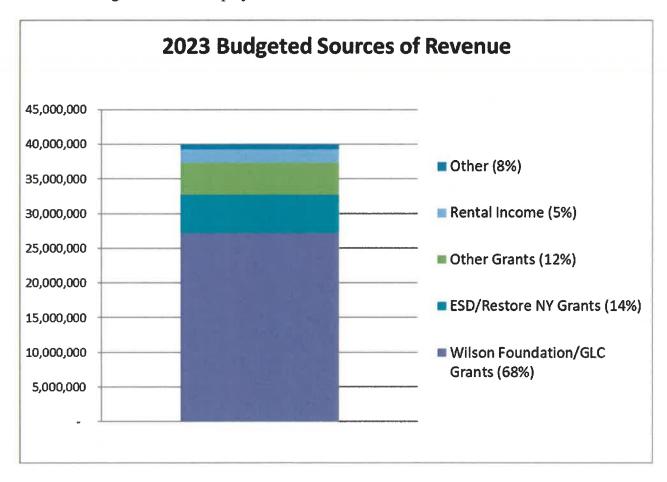
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with the City of Buffalo on the redevelopment of the Mohawk Ramp into a mixed-use development and secured funding for infrastructure planning efforts to improve connections between the inner harbor and Ralph C. Wilson, Jr. Centennial Park as well as many other efforts related to furthering the Race for Place initiative. BUDC also revived the Queen City Pop Up Program following a brief pause during the pandemic.

BUDC will continue to operate and market the Buffalo Lakeside Commerce Park ("BLCP") in 2023 with all remaining parcels under due diligence agreements with prospective purchasers. A Property Owners Association has been created for the long-term maintenance and operation as more companies locate within BLCP.

### **B. Sources of BUDC Funds:**

The following chart summarizes the significant sources of the \$40.0 million in revenue that have been budgeted for BUDC projects in 2023:



(1) Ralph C. Wilson, Jr. Foundation and Great Lakes Commission Grants – In 2023 BUDC expects to recognize \$27,205,000 in grant revenue from the Wilson Foundation and Great Lakes Commission associated with multiple grant agreements supporting the redevelopment of LaSalle Park into the Ralph C. Wilson, Jr. Centennial Park along the city's shoreline.

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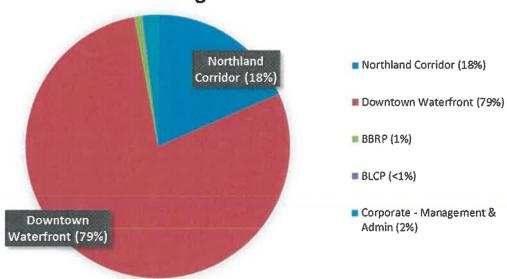
- (2) Empire State Development/Restore NY Grants In 2022 BUDC expects to recognize \$5,500,000 in grant revenue from Empire State Development & Restore NY grants for projects along the Northland Corridor, specifically a solar microgrid project and core and shell renovations at 541 East Delavan Avenue.
- (3) Other Grants In 2023 BUDC expects to recognize \$4,600,000 in grants from other various sources including (but not limited to): \$1,000,000 from the Economic Development Administration under the \$14.4 million Build Back Better Regional Challenge award, \$960,000 from the MLB-MLBPA Youth Development Foundation for youth baseball field construction and lighting at Ralph C. Wilson, Jr. Centennial Park, and \$600,000 passed through the City of Buffalo under the American Rescue Plan.
- (4) Rental Income In 2022 BUDC expects to realize rental income of approximately \$1,959,000 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 (683 Northland) complex are paid to 683 Northland Master Tenant, LLC, a separate entity for financial reporting purposes.
- (5) Other Income Other income totaling approximately \$706,000 on a consolidated basis reflects the following:
  - a. \$250,000 from National Grid grants for certain projects.
  - b. BUDC anticipates the sale of property at BLCP, accounting for gross proceeds of \$540,000 less related costs, netting to a gain of approximately \$197,700.
  - c. \$100,000 grant from the Erie County Industrial Development Agency.
  - d. \$97,000 net loan fee and interest revenue.
  - e. \$40,000 net revenue to the Buffalo Brownfields Redevelopment Fund.
  - f. \$16,500 miscellaneous income.
  - g. \$5,200 collected from property owners for public infrastructure maintenance at BLCP.

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### C. Uses of BUDC Funds:

BUDC expects to spend \$38.4 million in 2023 as outlined in the following chart:





- (1) **Downtown Waterfront** BUDC anticipates spending \$30.2 million in 2023 to support the development of Ralph C. Wilson, Jr. Centennial Park, as the project moves into the construction phase in 2023. Much of the funding will be passed through to the City of Buffalo.
- (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 2023 spending will focus on core and shell renovations at 537 East Delavan Avenue and the solar microgrid.
- (3) BBRP The Buffalo Building Reuse Project anticipates spending \$350,000 in 2023. \$85,000 is anticipated to be spent for personnel, marketing, and legal costs and \$265,000 is expected to be spent on urban corridor development.
- (4) **BLCP** In 2023 BUDC has budgeted \$19,000 for operations and maintenance costs of Ship Canal Commons, its share of costs under the Property Owners' Association agreement. Other ongoing costs, including legal, insurance, and other administrative costs are estimated at an additional \$26,000.
- (5) Corporate Management & Administrative In 2023, BUDC expects to spend \$747,000 on management and administrative costs. This includes salary and benefit costs of BUDC staff, totaling \$289,000. In addition, \$70,000 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 \$298,500 and include legal, audit and tax, insurance, marketing, rent and other general and administrative costs.

### Buffalo Urban Development Corporation 2023 Budget - Summary

Revenue						YTD		
Grant Revenue	REVENUE	Вц	dget 2023	Pr	ojected 2022		Actual 2021	
EDA - Build Back Better   1,000,000   27,205,000   267,450   17,450   1,265,388   National Grid (various)   259,000   267,450   17,450   1,255   1,2	Grant Revenue				•			
EDA - Build Back Better   1,000,000   27,205,000   267,450   17,450   1,265,388   National Grid (various)   250,000   267,450   17,450   1,255   1,2	Empire State Development/Restore NY	\$	5,500,000	\$	199,262	\$ 115.516	\$ 129,520	
Ralph C. Wilson, Ir. Foundation/GIC         27,205,000         4,735,614         3,157,076         4,126,388           NYSERDA         250,000         267,450         17,450         -           ECIDA         100,000         100,000         300,000         50,000           Other         3,600,000         325,000         300,000         50,000           Gross Proceeds from Land Sales         440,000         36,183         36,183         40,821           Buffalo Brownfield Fund Revenue (net)         40,000         36,183         36,183         40,821           Buffalo Brownfield Fund Revenue (net)         40,000         36,183         36,183         40,821           BLCP Maintenance Contribution         5,200         13,200         5,200         1,000           Investment Interest Income & Fees - Loans         96,664         227,914         64,443         112,107           Other Income         16,500         646         587         722           Other Income         75,878         151,456         597,597         181,454           Legal         135,000         19,940         12,227         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing <td></td> <td>-</td> <td>1,000,000</td> <td></td> <td>-</td> <td>-</td> <td>-</td> <td></td>		-	1,000,000		-	-	-	
National Grid (various)         250,000         267,450         17,450         119,232           ECIDA         100,000         100,000         3.00,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         50,000         1,993,417         599,000         50,000         1,993,417         599,000         60,604         36,183         36,18	Ralph C. Wilson, Jr. Foundation/GLC				4,735,614	3,157,076	4,126,388	
NYSERDA         I 100,000         1 00,000         1 00,000           Orther         3,600,000         325,000         300,000         50,000           Gross Proceeds from Land Sales         540,000         2,177,500         1,933,471         5990,000           Buffalo Brownfield Fund Revenue (net)         40,000         36,183         36,183         40,821           Buffalo Brownfield Fund Revenue (net)         1,953,162         2,017,122         1,354,068         2,050,00           Buffalo Brownfield Fund Revenue (net)         5,000         13,200         5,200         1,000           Buffalo Brownfield Fund Revenue (net)         5,000         13,200         5,200         1,000           Incertal Income         6,664         27,791         64,433         112,100           Investment Interest Income & Fees - Loans         16,500         64         587         72           Other Income         7,942,056         6,931,56         12,872,500           Total         39,970,26         15,300,20         13,945,98         13,330,28           Other Income         7,6878         151,455         97,979         181,454           Legal         135,000         201,203         139,300         199,302         112,872							-	
Other Gross Proceeds from Land Sales (340,000)         330,000         50,000           Gross Proceeds from Land Sales (242,300)         (2,741,745)         (19,799)         (746,345)           Buffalo Brownfield Fund Revenue (net)         40,000         36,183         36,183         40,821           Rental Income         1,959,162         2,017,127         1,350,668         2,025,331           BLCP Maintenance Contribution         5,200         13,200         5,200         1,000           Investment Interest Income & Fees - Loans         96,664         227,914         64,443         112,107           Investment Interest Income/Miscellaneous         16,500         646         587         722           Other Income         7,942,056         6,993,156         12,872,507           Total         39,970,226         15,300,203         13,945,298         19,330,284           OPERATING EXPENSES           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         202,000         20,733         15,730         21,555           Usersin Legal         135,000         27,733         15,730 </td <td></td> <td></td> <td>_</td> <td></td> <td>· <u>-</u></td> <td>-</td> <td>119,232</td> <td></td>			_		· <u>-</u>	-	119,232	
Other         3,600,000         325,000         300,000         500,000           Gross Proceeds from Land Sales         (342,300)         (2,774,775)         (1,979)         (746,345)           Buffalo Brownfield Fund Revenue (net)         40,000         36,183         36,183         30,813           Buffalo Brownfield Fund Revenue (net)         1,959,162         2,017,122         1,354,068         2,025,331           BLCP Maintenance Contribution         5,200         13,200         5,200         1,000           Investment Interest Income & Fees - Loans         96,664         227,914         64,443         112,107           Investment Interest Income/Miscellaneous         16,500         646         587         722           Other Income         7,942,056         6,993,156         12,872,507           Total         39,970,226         15,300,203         139,45298         19,330,284           OPERATIOR EXPENSES           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         20,200         20,2733         15,730         21,558           Insurance         20,200 <td>ECIDA</td> <td></td> <td>100,000</td> <td></td> <td>100,000</td> <td>¥</td> <td>-</td> <td></td>	ECIDA		100,000		100,000	¥	-	
Gross Proceeds from Land Sales         540,000         2,177,500         1,993,417         599,000           Less: Cost of Land Sales         (342,300)         (2,741,745)         (91,799)         (746,345)           Buffalo krownfield Fund Revenue (net)         40,000         36,183         36,183         40,821           BLCP Maintenance Contribution         1,593,162         2,017,122         1,354,068         2,025,331           BLCP Maintenance Contribution         16,500         646         587         722           Other Income         - 7,942,055         6,993,155         12,872,507           Total         39,970,226         15,300,203         13,945,298         19,330,284           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         181,454           Legal         135,000         29,1203         139,300         159,401           Marketing         50,000         225,730         15,730         110,684           Legal         135,000         29,720         6,481         8,527           Consultants         16,500         9,722         6,481         8,227           Consultants<	Other		3,600,000		-	300,000	50,000	
Less: Cost of Land Sales         (342,300)         (2,741,745)         (91,799)         (746,345)           Buffalo Brownfield Fund Revenue (net)         40,000         36,183         36,183         40,821           Rental Income         1,959,162         2,017,122         1,354,068         2,075,313           BLCP Maintenance Contribution         5,200         113,200         5,200         1,000           Interest Income & Fees - Loans         96,664         227,914         64,433         112,107           Other Income         7,942,056         6,993,156         12,872,507           Total         39,970,226         15,300,203         13,945,298         19,330,288           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing         50,000         22,730         15,730         15,730           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         2,5	Gross Proceeds from Land Sales				-	=	599,000	
Buffalo Brownfield Fund Revenue (net)         40,000         36,183         36,183         40,821           Rental Income         1,959,162         2,017,122         1,354,068         2,025,331           BLCP Maintenance Contribution         5,200         13,200         5,000         1,000           Investment Interest Income & Fees - Loans         96,664         227,914         64,443         112,107           Investment Interest Income/Miscellaneous         16,500         6,993,156         12,872,507           Total         39,970,226         15,300,203         13,945,298         19,330,284           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing         50,000         25,730         15,730         21,057           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,661         8,522           Consultants <td>Less: Cost of Land Sales</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Less: Cost of Land Sales							
Rental Income         1,959,162         2,037,122         1,354,068         2,025,331           BLCP Maintenance Contribution         5,200         13,200         5,200         1,000           Interest Income & Fees - Loans         96,664         227,914         64,43         112,107           Investment Interest Income/Miscellaneous         16,500         6,66         5,873         722           Other Income         -         7,942,056         6,993,156         12,872,507           Total         39,970,226         15,300,203         13,945,298         19,330,284           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         202,000         201,033         139,300         159,401           Marketing         50,000         25,730         15,730         121,057           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         36,481         36,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs	Buffalo Brownfield Fund Revenue (net)							
BLCP Maintenance Contribution   5,200   13,200   5,200   1,000   Interest Income & Fees - Loans   96,664   227,914   64,443   112,107   110								
Interest Income & Fees - Loans								
Investment Interest Income/Miscellaneous						-		
Other Income Total         6         7,942,055         6,993,156         12,872,078           Total         39,970,226         15,300,203         13,945,298         19,300,284           DEFRATING EXPENSES           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         2020,000         201,203         139,300         159,401           Marketing         50,000         25,730         15,730         21,057           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,700,61         3,622,222           General Development Expenses         29,770,00         1,255,04         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         29,750         318,662         250,339         480,780           Rent         270,000         348,623         348,623         204,381           ECIDA Management Fee         87,000         38,660         35,333         222,421 <t< td=""><td></td><td></td><td></td><td></td><td>•</td><td>•</td><td></td><td></td></t<>					•	•		
OPERATING EXPENSES         Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing         50,000         25,730         115,730         21,057           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,061         3,622,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         394,163         250,739         482,780           Interest         245,674         394,163         250,739         482,780           Rent         27,000         3,741         15,728         23,338           ECIDA Management Fee         87,000         38,600         35,333         226,485           Grant Expense         937,176         9			,					
OPERATING EXPENSES           Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,227         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing         50,000         25,730         15,730         21,057           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,61         3,622,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Rent         27,000         3,162,202         211,343         450,479           Rent         27,000         31,600         35,333         204,818           Coperating Expenses         15,000         38,860         35,333         226,485           Grant Expense <td< td=""><td></td><td></td><td>39.970.226</td><td></td><td></td><td></td><td></td><td>_</td></td<>			39.970.226					_
Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,272         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing         50,000         25,730         15,730         21,057           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,661         3,622,22           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Interest         27,000         33,816         250,739         482,780           Interest         27,000         31,661         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Geriating Expense         15,000         38,860         35,333								-
Property Operations & Maintenance         76,878         151,456         97,597         181,454           Legal         135,000         199,940         122,272         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing         50,000         25,730         15,730         21,057           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,661         3,622,22           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Interest         27,000         33,816         250,739         482,780           Interest         27,000         31,661         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Geriating Expense         15,000         38,860         35,333	OPERATING EXPENSES							
Legal         135,000         199,940         122,27         162,887           Insurance         202,000         201,203         139,300         159,401           Marketing         50,000         25,730         139,300         21,593           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,61         8,622,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Rent         27,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         38,860         54,309         79,629           Audit & Tax         275,300         348,623         348,623         204,831           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         15,000         4,168,415         2,725,939 <td< td=""><td></td><td></td><td>76.878</td><td></td><td>151.456</td><td>97.597</td><td>181.454</td><td></td></td<>			76.878		151.456	97.597	181.454	
Insurance   202,000   201,031   319,300   159,401   Marketing   50,000   25,730   15,730   21,057   Utilities   5,250   2,763   1,842   3,347   Misc.   16,500   9,722   6,481   8,527   Consultants   1,553,500   5,054,102   3,370,061   3,622,222   General Development Expenses   29,770,000   1,255,040   127,675   417,450   Fersonnel Costs   519,094   394,163   350,739   482,780   Interest   245,674   326,290   211,343   450,479   Rent   27,000   23,741   15,728   23,338   ECIDA Management Fee   87,000   38,860   54,400   79,629   Audit & Tax   275,300   348,623   348,623   204,381   Operating Expenses   15,000   38,860   35,333   226,485   Grant Expense   937,176   921,741   614,494   1,209,773   General & Administrative   168,731   144,973   38,311   194,101   Depreciation   4,081,000   4,168,415   2,725,939   4,225,517   Amortization   7   1,825,125   1,716,502   Total   38,165,104   13,348,525   8,175,825   11,716,502   Total   20,000   4,000,000	• • •		•				·	
Marketing         50,000         25,730         15,730         21,057           Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,61         3,622,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         21,1343         450,479           Rent         270,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         31,600         54,400         79,629           Audit & Tax         275,300         38,860         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415	<del>-</del>						•	
Utilities         5,250         2,763         1,842         3,347           Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,061         3,622,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Rent         270,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         381,600         54,400         79,629           Audit & Tax         275,300         38,860         35,333         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         5         1,805,122			•				· · · · · · · · · · · · · · · · · · ·	
Misc.         16,500         9,722         6,481         8,527           Consultants         1,553,500         5,054,102         3,370,061         3,622,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Rent         27,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         81,600         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,885           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         5         1,805,122         1,951,677         \$7,694,73         7,613,782           Net Income / (Loss)	~							
Consultants         1,553,500         5,054,102         3,370,061         3,622,222           General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Rent         27,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         81,600         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         5         1,805,122         1,951,677         5,769,473         7,613,782           CAPITAL/LOAN FUND BUDGET         2         1,826,822         8,175,825         11,716,502           Cap								
General Development Expenses         29,770,000         1,255,204         127,675         417,450           Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Rent         27,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         81,600         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         7         7         2,725,939         4,225,517           Total         38,165,104         13,348,525         8,175,825         11,716,502           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (							-	
Personnel Costs         519,094         394,163         250,739         482,780           Interest         245,674         326,290         211,343         450,479           Rent         27,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         81,600         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         2         -         -         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Propaid rent - Master Lease Agreement         -         1,826								
Interest   245,674   326,290   211,343   450,479   Rent   27,000   23,741   15,728   23,338   ECIDA Management Fee   87,000   81,600   54,400   79,629   Audit & Tax   275,300   348,623   348,623   204,381   Operating Expenses   15,000   38,600   35,333   226,485   Grant Expense   937,176   921,741   614,494   1,209,773   General & Administrative   168,731   144,973   38,311   194,101   Depreciation   4,081,000   4,168,415   2,725,939   4,225,517   Amortization     43,675   Total   38,165,104   13,348,525   8,175,825   11,716,502   S1,805,122   S1,951,677   \$5,769,473   \$7,613,782   S1,914   S1,								
Rent         27,000         23,741         15,728         23,338           ECIDA Management Fee         87,000         81,600         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         -         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           Net Income / (Loss)         \$1,805,122         \$1,951,677         \$5,769,473         \$7,613,782           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         {28,391}         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         - <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
ECIDA Management Fee         87,000         81,600         54,400         79,629           Audit & Tax         275,300         348,623         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         -         -         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           Net Income / (Loss)         \$1,805,122         \$1,951,677         \$5,769,473         \$7,613,782           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         38,267         348,325         961,846           Repayment of debt							-	
Audit & Tax         275,300         348,623         348,623         204,381           Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         -         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           Net Income / (Loss)         \$ 1,805,122         \$ 1,951,677         \$ 5,769,473         \$ 7,613,782           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Re								
Operating Expenses         15,000         38,860         35,333         226,485           Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           Net Income / (Loss)         \$1,805,122         \$1,951,677         \$5,769,473         \$7,613,782           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (1,282,772)         (9,057,643)         (19,884,504)           CASH FLOW ADJUSTMENTS	_				-			
Grant Expense         937,176         921,741         614,494         1,209,773           General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         -         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           Net Income / (Loss)         \$ 1,805,122         \$ 1,951,677         \$ 5,769,473         \$ 7,613,782           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           CASH FLOW ADJUSTMENTS         (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456) <td></td> <td></td> <td>•</td> <td></td> <td>-</td> <td></td> <td></td> <td></td>			•		-			
General & Administrative         168,731         144,973         38,311         194,101           Depreciation         4,081,000         4,168,415         2,725,939         4,225,517           Amortization         -         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           Net Income / (Loss)         \$1,805,122         \$1,951,677         \$5,769,473         \$7,613,782           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           CASH FLOW ADJUSTMENTS           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256) </td <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td></td>						-		
Depreciation	<u>·</u>							
Amortization         -         -         -         43,675           Total         38,165,104         13,348,525         8,175,825         11,716,502           Net Income / (Loss)         \$ 1,805,122         \$ 1,951,677         \$ 5,769,473         \$ 7,613,782           CAPITAL/LOAN FUND BUDGET           Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           CASH FLOW ADJUSTMENTS         (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932  <						•		
Net Income / (Loss)         \$ 1,805,122         \$ 1,951,677         \$ 5,769,473         \$ 7,613,782           CAPITAL/LOAN FUND BUDGET         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           CASH FLOW ADJUSTMENTS         (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932	·		-,001,000		-,100,413	2,723,333		
Net Income / (Loss)   \$ 1,805,122   \$ 1,951,677   \$ 5,769,473   \$ 7,613,782		-	38 165 104		13 348 525	8 175 825		_
CAPITAL/LOAN FUND BUDGET  Capital expenditures/equipment (3,400,000) (28,391) (28,391) (175,794)  Proceeds from loans/line of credit 1,000,000 183,575  Prepaid rent - Master Lease Agreement - 1,826,862 1,826,862 5,532,421  Capital contributions - 398,267 348,325 961,846  Repayment of debt (875,228) (11,282,772) (9,057,643) (19,884,504)  (3,275,228) (9,086,034) (6,910,847) (13,382,456)  CASH FLOW ADJUSTMENTS  Cost of Land Sales 312,300 2,741,745 91,799 746,345  Prepaid rental income (1,387,319) (1,395,256) (928,837) (1,393,059)  Deferred lease liability 511,932 511,932 341,288 511,932	Total	-	30,103,104		13,340,323	0,173,023	11,710,302	-
CAPITAL/LOAN FUND BUDGET  Capital expenditures/equipment (3,400,000) (28,391) (28,391) (175,794)  Proceeds from loans/line of credit 1,000,000 183,575  Prepaid rent - Master Lease Agreement - 1,826,862 1,826,862 5,532,421  Capital contributions - 398,267 348,325 961,846  Repayment of debt (875,228) (11,282,772) (9,057,643) (19,884,504)  (3,275,228) (9,086,034) (6,910,847) (13,382,456)  CASH FLOW ADJUSTMENTS  Cost of Land Sales 312,300 2,741,745 91,799 746,345  Prepaid rental income (1,387,319) (1,395,256) (928,837) (1,393,059)  Deferred lease liability 511,932 511,932 341,288 511,932	Net Income / (Loss)	\$	1 805 122	Ś	1 951 677	\$ 5.769.473	\$ 7,613,782	-
Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           CASH FLOW ADJUSTMENTS           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932	rice moonie / (2000)	_	1,000,122	<u> </u>	1,551,077	7 3,703,473	7,013,702	=
Capital expenditures/equipment         (3,400,000)         (28,391)         (28,391)         (175,794)           Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           CASH FLOW ADJUSTMENTS           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932	CAPITAL /I OAN FLIND BLIDGET							
Proceeds from loans/line of credit         1,000,000         -         -         183,575           Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           CASH FLOW ADJUSTMENTS         (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932	•		(3.400.000)		(28 391)	/28 391\	(175 794)	
Prepaid rent - Master Lease Agreement         -         1,826,862         1,826,862         5,532,421           Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           CASH FLOW ADJUSTMENTS         (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932					(20,551)	(20,331)		
Capital contributions         -         398,267         348,325         961,846           Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           CASH FLOW ADJUSTMENTS           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932	•		-		1 826 862	1 826 862		
Repayment of debt         (875,228)         (11,282,772)         (9,057,643)         (19,884,504)           (3,275,228)         (9,086,034)         (6,910,847)         (13,382,456)           CASH FLOW ADJUSTMENTS           Cost of Land Sales         312,300         2,741,745         91,799         746,345           Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932			_					
(3,275,228)     (9,086,034)     (6,910,847)     (13,382,456)       CASH FLOW ADJUSTMENTS     312,300     2,741,745     91,799     746,345       Prepaid rental income     (1,387,319)     (1,395,256)     (928,837)     (1,393,059)       Deferred lease liability     511,932     511,932     341,288     511,932			/875 228\			•		,
CASH FLOW ADJUSTMENTS         Cost of Land Sales       312,300       2,741,745       91,799       746,345         Prepaid rental income       (1,387,319)       (1,395,256)       (928,837)       (1,393,059)         Deferred lease liability       511,932       511,932       341,288       511,932	nepayment of debt	-						_
Cost of Land Sales       312,300       2,741,745       91,799       746,345         Prepaid rental income       (1,387,319)       (1,395,256)       (928,837)       (1,393,059)         Deferred lease liability       511,932       511,932       341,288       511,932	CASH FLOW ADJUSTMENTS		(3,273,220)		(5,000,054)	(0,510,047)	(13,302,430)	,
Prepaid rental income         (1,387,319)         (1,395,256)         (928,837)         (1,393,059)           Deferred lease liability         511,932         511,932         341,288         511,932			312.300		2.741.745	91.799	746.345	
Deferred lease liability 511,932 511,932 341,288 511,932							•	
	•							
	Use of reserves		76,941		96,932	44,682	97,848	
Depreciation/amortization 4,081,000 4,168,415 2,725,939 4,269,192								
Principal repayment - BUDC loans 750,000			-,-32,000		-,200,740	_,0,555		
730,000							. 20,000	
Net Cash Increase/(Decrease) \$ 2,124,748 \$ (1,010,589) \$ 1,133,497 \$ (786,416)	Net Cash Increase/(Decrease)	\$	2,124,748	\$	(1,010,589)	\$ 1,133,497	\$ (786,416)	

### Buffalo Urban Development Corporation 2023 Budget - Project Detail

	BLCP	BBRP / Race for Place	Centennial Park	Northland Corridor	Corporate Operations	Total
REVENUE						
Grant Revenue						
Restore NY 5	\$ -	\$ -	\$ -	\$ 1,600,000	\$ -	\$ 1,600,000
Ralph C. Wilson, Jr. Foundation/GLC	-	-	27,205,000	-	-	27,205,000
National Grid	_	250,000	-	_	-	250,000
EDA - Build Back Better	_	-	_	1,000,000	-	1,000,000
ESD - Northland	_	_	-	3,900,000	-	3,900,000
ECIDA	_	100,000	-	-	-	100,000
Other	_	200,000	3,000,000	_	600,000	3,600,000
Gross Proceeds from Land Sales	540,000	_	3,000,000	_	-	540,000
Less: Cost of Land Sales + closing costs	(342,300)	_	_	_	_	(342,300)
Buffalo Brownfield Fund Revenue (net)	(342,300)	_	_	_	40,000	40,000
Rental Income	-	-	-	1,959,162	40,000	1,959,162
	5 200	-	-	1,333,162	-	
BLCP Property Maintenance	5,200	-	-	00.004	-	5,200
Interest Income & Fees - Loans	-	-	-	96,664		96,664
Investment Interest Income/Miscellaneous	6,000	-	-	-	10,500	16,500
Total	208,900	350,000	30,205,000	8,555,826	650,500	39,970,226
OPERATING EXPENSES						
Property Operations & Maintenance	19,026	~	-	57,852	-	76,878
Legal	20,000	10,000	10,000	52,500	42,500	135,000
Insurance	4,000	-	-	135,000	63,000	202,000
Marketing		25,000	-	=	25,000	50,000
Utilities	250	-	-	5,000		5,250
Misc.	1,500	-	_	-	15,000	16,500
Consultants	-	-	500,000	1,028,500	25,000	1,553,500
General Development Expenses	-	265,000	29,500,000	5,000	-	29,770,000
Personnel Costs	_	50,000	180,000	-	289,094	519,094
Interest	_	_	_	245,674		245,674
Operating Expenses	_	_	_	5,000	10,000	15,000
Rent	_	_	_	-	27,000	27,000
ECIDA Management Fee	_	_	7,500	9,500	70,000	87,000
Audit & Tax		-	3,000	106,800	165,500	275,300
General & Administrative	_	_	4,500	1,086,407	15,000	1,105,907
Depreciation	_		4,300	4,075,000	6,000	4,081,000
Amortization	-	-	-	4,073,000	6,000	4,001,000
Total	44,777	350,000	30,205,000	6,812,233	753,094	38,165,104
Net Income / (Loss)	164,123			1,743,593	(102,594)	1,805,122
Net meome / (2033)	104,123			1,743,333	(102,554)	1,003,122
CAPITAL BUDGET						
Capital expenditures/equipment	-	-	-	(3,400,000)	-	(3,400,000)
Prepaid rent - Master Lease Agreement	_	-	-	-	_	-
Capital contributions (5% BTCs)	_	-	-	-	_	-
Repayment of debt	_	_	_	(390,000)	_	(390,000)
Total	-	-	-	(3,790,000)	-	(3,790,000)
CASH FLOW ADJUSTMENTS						
Cost of Land Sales	312,300		-	-	-	312,300
Prepaid Rental Income	-	-	-	(1,387,319)	-	(1,387,319)
Deferred lease liability	-	-	-	511,932	-	511,932
Line of credit usage	-	-	-	1,000,000	-	1,000,000
Use of reserves	-	-	-	76,941	-	76,941
Depreciation	-	-	-	4,075,000	6,000	4,081,000
Amortization	5					•
Net Cash Increase/(Decrease)	\$ 476,423	\$ -	\$ -	\$ 2,230,147	\$ (96,594)	\$ 2,609,976

### **Buffalo Urban Development Corporation** 2023 Budget - Northland Corridor Project Breakout

								_	
		BUDC	683	WTC, LLC	683 Northland LLC	Eli	minations <sup>1</sup>		Iorthland Corridor Total
REVENUE	11								
Grant Revenue									
Restore NY 5	\$	1,600,000	\$	-	\$ -	\$	-	\$	1,600,000
EDA - Build Back Better		1,000,000		-	-		-		1,000,000
ESD		3,900,000		-	-		-		3,900,000
Loan interest		646,664		_	-		(550,000)		96,664
Rental Income		79,420			1,879,742	2	-		1,959,162
Other Income					<u>-</u> _		-		_
Total		7,226,084		-	1,879,742	2	(550,000)		8,555,826
OPERATING EXPENSES									
Property Operations & Maintenance		57,852		-	-				57,852
Legal		50,000		-	2,500	)	-		52,500
Insurance		135,000		-	•		-		135,000
Marketing		-		-	-		-		-
Utilities		5,000		-	-		-		5,000
Operating expenses		· -		-	5,000	)	*		5,000
Administrative		937,176		(***	72,290		9		1,009,466
Consultants		1,028,500			_		-		1,028,500
General Development Expenses		5,000		-	-		-		5,000
Interest		72,000		550,000	173,674	ļ	(550,000)		245,674
ECIDA Management Fee		9,500		-	-				9,500
Asset Management Fee		-		-	55,000	)	-		55,000
Audit & Tax		-		60,800	46,000	)	-		106,800
Loan servicing fees		_		-	21,941		-		21,941
Depreciation		75,000			4,000,000		-		4,075,000
Amortization		-		_	-		-		-
Total	8	2,375,028		610,800	4,376,405	j	(550,000)		6,812,233
Net Income/(Loss)		4,851,056		(610,800)	(2,496,663	3)			1,743,593
CAPITAL BUDGET									
Capital expenditures/equipment		(3,400,000)		_	_		-		(3,400,000)
Prepaid rent - Master Lease Agreement		(o, .oo,ooo,		-	-		-		-
Capital contributions (5% BTCs)				_	_		_		_
Repayment of debt				_	(390,000	1)			(390,000)
napayment of dest	-	(3,400,000)		-	(390,000		-		(3,790,000)
CASH FLOW ADJUSTMENTS									
Prepaid rent (rental income)		-		_	(1,387,319	))	_		(1,387,319)
Deferred lease liability		511,932		- 	(1,307,313	',	-		511,932
Line of credit usage		1,000,000		-	-		_		1,000,000
Deferred interest payments		(550,000)		550,000	-		-		-,000,000
Use of/(additions to) reserves		(330,000)		-	76,941		_		76,941
Depreciation/amortization		75,000		ē	4,000,000		-		4,075,000
Net Cash Increase/(Decrease)	- <u>\$</u>	2,487,988	\$	(60,800)	\$ (197,041	) \$		Ś	2,230,147
www waany jaran waasy	<u> </u>	_,,500	_	(0000)	+ 1257,042	, ,		_	.,,.

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

## Buffalo Urban Development Corporation 2023 Budget and 3 Year Forecast

REVENUE	В	udget 2023	Pro	ojected 2024	Pro	ojected 2025	Pro	jected 2026
Grant Revenue	\$	37,655,000	\$	25,600,000	\$	15,000,000	\$	5,000,000
Gross Proceeds from Land Sales		540,000		-		-		-
Less: Cost of Land Sales	ı	(342,300)		-		-		-
Buffalo Brownfield Fund Revenue (net)	l	40,000		42,000		12,000		12,000
Rental Income	l	1,959,162		2,059,162		2,059,162		2,059,162
BLCP Maintenance Contribution		5,200		5,200		5,200		5,200
Interest Income & Fees - Loans	ı	96,664		96,664		-		-
Investment Interest Income	ı	16,500		6,000		5,000		4,000
Other Income		-		1,000		1,000		1,000
Total	_	39,970,226		27,810,026		17,082,362		7,081,362
OPERATING EXPENSES								
Property Operations & Maintenance		76,878		79,310		81,689		81,689
Legal		135,000		110,000		110,000		110,000
Insurance		202,000		150,000		150,000		150,000
Marketing		50,000		50,000		50,000		50,000
Utilities	l	5,250		5,408		5,570		5,737
Misc.	1	16,500		10,000		10,000		10,000
Consultants		1,553,500		1,000,000		1,000,000		1,000,000
General Development Expenses		29,770,000		24,600,000		14,000,000		4,000,000
Personnel Costs	1	519,094		534,667		550,707		567,228
Interest	1	245,674		203,674		50,000		50,000
Rent		27,000		27,810		28,644		28,644
ECIDA Management Fee	1	87,000		85,000		85,000		85,000
Audit & Tax	1	275,300		286,312		297,764		309,675
Operating Expenses	1	15,000		15,450		15,914		16,391
Grant Expense		937,176		949,938		963,078		976,608
General & Administrative		168,731		173,793		179,007		184,377
Depreciation	1	4,081,000		4,081,000		4,081,000		4,081,000
Amortization								<del></del> :
Total	-	38,165,104		32,362,362		21,658,373		11,706,350
Net Income / (Loss)	\$	1,805,122	\$	(4,552,336)	\$	(4,576,011)	\$	(4,624,988)
CAPITAL BUDGET								
Capital expenditures/equipment	1	(3,400,000)	li .	_		_		_
Repayment of debt		(390,000)		-		_		-
Total	_	(3,790,000)						
		(1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1						
CASH FLOW ADJUSTMENTS		242.555						
Cost of Land Sales		312,300		- (4.054.606)		-		-
Prepaid rental income		(1,387,319)		(1,351,696)		(1,321,644)		(1,314,125)
Deferred lease liability		511,932		511,932		511,932		511,932
Use of reserves		76,941		97,847		98,533		99,238
Depreciation/amortization		4,081,000		4,081,000		4,081,000		4,081,000
Net Cash Increase/(Decrease)	\$	2,609,976	\$	(1,213,252)	\$	(1,206,190)	\$	(1,246,943)

Public Authorities Reporting Information System

Budget Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2023

Budget & Financial Plan

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

Last Year Current Year Next Year (Actual) (Estimated) (Adopted) 2021 2023

Proposed

Proposed

Proposed

Run Date: 10/28/2022 Status: CERTIFIED Certified Date:10/28/2022

		2021	2022	2023	2024	2025	2026
REVENUE & FINANCIAL SOURCES							
Operating Revenues							
	Charges For Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Rental And Financing Income	\$2,262,008.00	\$2,245,036.00	\$2,055,826.00	\$2,155,826.00	\$2,059,162.00	\$2.059.162.00
	Other Operating Revenues	\$12,719,974.00	\$7,391,011.00	\$202,900.00	\$6,200.00	\$6,200.00	\$6,200.00
Non-Operating Revenues							
	Investment Earnings	\$722.00	\$646.00	\$500.00	\$6,000.00	\$5,000.00	\$4.000.00
	State Subsidies/Grants	\$248,752.00	\$199,262.00	\$5,500,000.00	\$25,600,000.00	\$15,000,000.00	\$5,000,000,00
	Federal Subsidies/Grants	\$570,160.00	\$307,000.00	\$1,600,000.00	\$0.00	\$0.00	\$0.00
	Municipal Subsidies/Grants	\$40,821.00	\$36,183.00	\$40,000.00	\$42,000.00	\$12,000.00	\$12,000.00
	Public Authority Subsidies	\$0.00	\$100,000.00	\$100,000.00	\$0.00	\$0.00	80.00
	Other Nonoperating Revenues	\$3,606,228.00	\$5,021,064.00	\$30,471,000.00	\$0.00	\$0.00	\$0.00
	Proceeds From The Issuance Of Debt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total revenues and financing sources		\$19,448,665.00	\$15,300,202.00	\$39,970,226.00	\$27,810,026.00	\$17,082,362.00	\$7,081,362.00
EXPENDITURES							
Operating Expenditures							
	Salaries And Wages	\$349,681.00	\$293,760.00	\$373,480.00	\$388,419.00	\$403,956.00	\$420.114.00
	Other Employee Benefits	\$133,096.00	\$100,403.00	\$145,614.00	\$146,248.00	\$146,751.00	\$147,114.00
	Professional Services Contracts	\$4,252,024.00	\$5,602,665.00	\$1,963,800.00	\$1,396,312.00	\$1,407,764.00	\$1,419,675,00
	Supplies And Materials	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Other Operating Expenses	\$6,605,929.00	\$7,025,407.00	\$35,436,536.00	\$30,227,709.00	\$19,649,902.00	\$9,669,447.00
Non-Operating Expenditures							
	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	\$450,479.00	\$326,290.00	\$245,674.00	\$203,674.00	\$50,000.00	\$50,000,00
	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 Nonoperating Expenses	\$43,675.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total expenses		\$11,834,884.00	\$13,348,525.00	\$38,165,104.00	\$32,362,362.00	\$21,658,373.00	\$11,706,350.00
			\$398,267.00				
Excess (Deficiency) Of Revenues And Capital Contributions Over Expenses	ital	\$8,575,627.00	\$2,349,944.00	\$1,805,122.00	(\$4,552,336.00)	(\$4,576,011.00)	(\$4,624,988.00)

Public Authorities Reporting Information System

Budget Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2023

Run Date: 10/28/2022 Status: CERTIFIED Certified Date:10/28/2022

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