AUDITED CONSOLIDATED FINANCIAL STATEMENTS

BUFFALO URBAN DEVELOPMENT CORPORATION

DECEMBER 31, 2024

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FINANCIAL SECTION



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of the Buffalo Urban Development Corporation Buffalo, New York

Report on the Audit of the Financial Statements

Opinion

We have audited the consolidated financial statements of the Buffalo Urban Development Corporation (BUDC), as of and for the years ended December 31, 2024 and 2023, and the related notes to the consolidated financial statements (collectively, the financial statements), which collectively comprise the BUDC's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the BUDC as of December 31, 2024 and 2023, and the respective changes in financial position, and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards* (GAS), issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the BUDC and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the BUDC's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee

that an audit conducted in accordance with GAAS and GAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and GAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the BUDC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the BUDC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during our audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Supplementary Information

Our audits were conducted for the purpose of forming opinions on the financial statements that collectively comprise the BUDC's basic financial statements. The consolidating statement of net position, consolidating statement of revenues, expenses and changes in net position and the schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating statement of net position and combining statement of revenues, expenses and changes in net position are fairly stated, in all material respects, in relation to the basic financial statements as a whole.



Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 25, 2025 on our consideration of the BUDC's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the BUDC's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the BUDC's internal control over financial reporting and compliance.

Freed Maxick P.C.

Buffalo, New York March 25, 2025



Management's Discussion and Analysis

December 31, 2024 (UNAUDITED)

Buffalo Urban Development Corporation (BUDC) is a not-for-profit corporation whose mission is to support the urban economic development efforts of the region through acquisition, remediation and management of distressed properties, and to engage in related real estate development activities for the purpose of attracting and/or retaining new and existing businesses to the City of Buffalo, New York (the City) as part of the region. The mission of BUDC also includes supporting the revitalization of the City by serving as the lead management entity for Buffalo Building Reuse Project (BBRP) and Race for Place initiatives, working in collaboration with the City, including the coordination of financial assistance for downtown adaptive reuse projects and public right-of-way improvements. BUDC also serves as the lead management entity for the Ralph Wilson Park transformation.

For financial reporting purposes, BUDC is classified as a governmental entity that is required to comply with accounting standards issued by the Governmental Accounting Standards Board (GASB) because a majority of its governing body are officials of local governments or appointed by officials of local governments. Under GASB Statement No. 34, *Basic Financial Statements - and Management's Discussion and Analysis - for State and Local Governments*, BUDC is required to present management's discussion and analysis (MD&A) to assist readers in understanding BUDC's financial performance.

In compliance with GASB Statement No. 34, we present the attached overview and analysis of the financial activities of BUDC for the years ended December 31, 2024, 2023 and 2022. We encourage readers to consider the information presented here in conjunction with BUDC's audited financial statements.

In 2017, BUDC's financial reporting entity expanded as a result of a tax credit transaction to bring historic tax credits (HTC) and new markets tax credit (NMTC) funding to the development project at 683 Northland Avenue (the Project), the location of the Northland Workforce Training Center (Workforce Training Center). The financial reporting entity consists of (a) BUDC (the primary entity), (b) 683 WTC, LLC (WTC), of which BUDC is the sole member, and (c) 683 Northland LLC (683 Northland), of which WTC holds a 95% equity interest. All significant intercompany balances and transactions between the three entities are eliminated in the consolidated financial statements. WTC is also the managing member of 683 Northland Master Tenant, LLC (Master Tenant) and holds a 1% equity interest.

Basic Overview of the Financial Statements

Included in this Annual Report are the following financial statements:

- Statement of Net Position This statement shows the reader what BUDC owns (assets and deferred outflows) and what BUDC owes (liabilities and deferred inflows). The difference between BUDC's assets, deferred outflows, liabilities and deferred inflows (net position) can be one way to measure BUDC's financial position. Over time, increases or decreases in BUDC's net position is one indicator of whether its financial health is improving or deteriorating.
- Statement of Revenues, Expenses, and Changes in Net Position This statement reports BUDC's operating and nonoperating revenues by major source along with operating expenses. The difference between total revenues and expenses can be one way to measure BUDC's operating results for the year.
- 3) Statement of Cash Flows This statement reports BUDC's cash flows from operating, capital and related financing, and investing activities.

Financial Highlights

- BUDC's net position increased by 3% from \$84,819,000 in 2023 to \$87,492,000 in 2024.
- BUDC experienced an increase in net position of \$2,673,000 in 2024 compared to a decrease of \$2,822,000 in 2023 due mainly to an increase in grant income in 2024. Total expenses also decreased from 2023 to 2024.
- BUDC's total assets decreased by \$19,001,000 primarily due to a \$24,419,000 decrease in grants receivable.
- BUDC's total liabilities decreased \$21,674,000 as a result of a decrease in unearned revenue related to grants.

Condensed Comparative Financial Statements:

1. Statements of Net Position:

The following table (Table 1) presents condensed comparative financial information and was derived from the audited consolidated statements of net position of BUDC.

Table 1 Consolidated Statements of Net Position at December 31, 2024, 2023 and 2022 (Amounts in thousands)

	<u>2024</u>	<u>2023</u>	<u>\$</u>	<u>Change</u>	<u>% Change</u>	<u>2022</u>
Assets:						
Cash	\$ 5,227	\$ 16,542	\$	(11,315)	-68%	\$ 20,355
Receivables	64,931	89,350		(24,419)	-27%	32,183
Restricted cash	18,345	460		17,885	3888%	4,014
Other current assets	5,192	5,749		(557)	-10%	6,230
Loans receivable	9,666	9,666		-	0%	9,666
Equity investment	148	155		(7)	-5%	178
Capital assets, net	100,773	100,962		(189)	0%	104,743
Right to use asset	7,071	7,470		(399)	100%	7,738
Land and improvements held for sale	788	788		-	0%	788
Total assets	\$ 212,141	\$ 231,142	\$	(19,001)	-8%	\$ 185,895
Liabilities:						
Current liabilities	\$ 86,432	\$ 105,951	\$	(19,519)	-18%	\$ 55,766
Long-term liabilities	38,217	40,372		(2,155)	-5%	42,531
Total liabilities	124,649	146,323		(21,674)	-15%	98,297
Net position:						
Net investment in capital assets	87,831	87,650		181	0%	90,430
Restricted	37	234		(197)	-84%	3,681
Unrestricted	(376)	(3,065)		2,689	-88%	(6,513)
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Total net position	\$ 87,492	\$ 84,819	\$	2,673	3%	\$ 87,598
Total liabilities and net position	\$ 212,141	\$ 231,142	\$	(19,001)	-8%	\$ 185,895

Cash – Cash decreased \$11,315,000 from 2023 to 2024 due to a decrease in receivables and an overall decrease in expenses during 2024. Nearly \$27,000,000 was passed through to the City of Buffalo under grant agreements related to Ralph Wilson Park. The decrease from 2022 to 2023 was due to increases in grants awarded and overall expenses.

Receivables – Receivables include grant and other receivables owed as a result of BUDC's development projects. The decrease of \$24,419,000 from 2023 to 2024 is due to grant awards of \$17,765,000 combined with \$42,184,000 of grant receipts. The increase from 2022 to 2023 was due to higher grants awarded than grant receipts in 2023.

Restricted cash – Restricted cash includes amounts held by the Erie County Industrial Development Agency (ECIDA) on behalf of BUDC related to the Buffalo Brownfields Redevelopment Fund and the Buffalo Building Reuse Project loan fund. Also included in restricted cash are amounts received from ESD held in segregated imprest accounts, which may be drawn down upon approval from ESD. The \$17,885,000 increase from 2023 to 2024 was due to the receipt of funding from ESD. The decrease from 2022 to 2023 was due to the termination of the BBRP loan fund and the use of Brownfield funds for eligible project costs.

Other current assets – Other current assets include prepaid expenses, interest receivable, and other receivables. The \$557,000 decrease from 2023 to 2024, as well as the \$481,000 decrease from 2022 to 2023, is mainly due to the amortization of prepaid rent.

Capital assets, net – Capital assets net of accumulated depreciation decreased \$189,000 primarily due capital asset additions of \$3,828,000 combined with depreciation expense of \$4,007,000.

Right to use asset – Right to use asset includes unamortized lease payments related to base rent under a Master Lease Agreement between 683 Northland and its tenant, 683 Northland Master Tenant, LLC. BUDC implemented GASB Statement No. 87 in 2022, which requires these unamortized payments to be reflected. The \$399,000 decrease from 2023 to 2024 reflects the amortization cost.

Land and improvements held for sale – Land and improvements held for sale represents property held at BLCP and has been reduced to its net realizable value; estimated by management to be the fair value of the property when sold. No land sales occurred in 2024 or 2023.

Current liabilities – The \$19,519,000 decrease in current liabilities from 2023 to 2024 is due mainly to a decrease in deferred grant revenue of \$19,372,000 and a decrease in the line of credit from payments made during 2024. The \$50,185,000 increase from 2022 to 2023 was due to an increase in deferred grant revenue.

Long-term liabilities – Long-term liabilities decreased \$2,155,000 from 2023 to 2024 due mainly to a decrease in the deferred lease liability, as was the decrease from 2022 to 2023.

2. Change in Net Position:

The following table (Table 2) presents condensed comparative financial information and was derived from BUDC's audited statements of revenues, expenses, and changes in net position.

Table 2Change in Net Position for the Years ended December 31, 2024, 2023 and 2022
(Amounts in thousands)

	<u>2024</u>	<u>2023</u>	<u>\$ C</u>	hange	<u>% Change</u>	<u>2022</u>
Revenue:						
Grants	\$ 37,137	\$ 31,597	\$	5,540	18%	\$ 8,057
PILOT agreements	36	36		-	0%	36
Loan interest	97	97		-	0%	97
Lease and other revenue	 2,254	2,951		(697)	-24%	9,024
Total revenue	 39,524	34,681		4,843	14%	17,214
Expenses:						
Development costs	\$ 30,403	\$ 30,901	\$	(498)	-2%	\$ 8,149
Adjustment to net realizable value	202	75		127	169%	126
Salaries and benefits	496	441		55	12%	384
General and administrative	1,545	1,742		(197)	-11%	1,667
Management fee	157	142		15	11%	139
Depreciation	 4,007	4,138		(131)	-3%	4,152
Total expenses	 36,810	37,439		(629)	-2%	14,617
Operating income (loss)	2,714	(2,758)		5,472	-198%	2,597
Gain (loss) on disposal	23	8		15	188%	(423)
Interest income	99	126		(27)	-21%	19
Interest expense	 (163)	(198)		35	-18%	(261)
Change in net position	\$ 2,673	\$ (2,822)	\$	5,495	-195%	\$ 1,932

3. Revenue and Expense Analysis:

Grants – Grant income includes mainly income from the Ralph C. Wilson, Jr. Foundation, Great Lakes Commission, and others for work related to Ralph Wilson Park, and Empire State Development for projects along the Northland Corridor. Grant income is recognized as the related grant expenses are incurred. In 2024, \$29,991,000 of grant revenue was recognized for Ralph Wilson Park and \$6,497,000 for Northland. The increase of \$5,540,000 from 2023 is due mainly to an increase in grants and related revenue for Northland. The increase from 2022 to 2023 was due to increases related to Ralph Wilson Park.

Lease and other revenue – Lease and other revenue includes lease income from 683 Northland Master Tenant, LLC under the Master Lease Agreement, WTC's brownfield tax credit refund, lease income from other Northland tenants and other income. The decrease of \$697,000 from 2023 was due to a \$897,000 brownfield tax credit refund received by WTC in 2023, while no such refund was received in 2024. The decrease from 2022 to 2023 was due to a lower WTC brownfield tax credit refund in 2023 than in 2022.

Development costs – Development costs include those costs related to various BUDC projects but exclude certain BLCP and Northland development costs that are reflected in "adjustment to net realizable value" as discussed below. The decrease of \$498,000 in 2024 is the result of lower costs related to Ralph Wilson Park. Development costs increased from 2022 to 2023 as a result of higher costs related to the first phase of construction of Ralph Wilson Park.

Adjustment to net realizable value – The adjustment to net realizable value represents certain Northland and BLCP capitalized development costs. These costs are added to the book value of capital assets and land and improvements held for sale; however an offsetting adjustment is recorded to reduce the net book value to equal the estimated net realizable value of each property.

Salaries and benefits – Salaries and benefits increased by \$55,000 or 12% due to BUDC hiring a new employee in 2024.

General and administrative – General and administrative costs decreased by \$197,000 or 11%. Included in this category are expenses related to Workforce Training Center rent amortization and payments, insurance, and professional fees.

Management fee – The management fee represents costs charged for certain ECIDA staff that spend a portion of their time performing financial, compliance, administrative and property management services on behalf of BUDC under a shared services agreement. Asset management fees charged to 683 Northland by NMTC and HTC investors are also reported here.

Depreciation – Depreciation expense decreased \$131,000 from \$4,138,000 in 2023 to \$4,007,000 in 2024. The majority of depreciation expense (\$3,927,000) was related to the building and improvements at 683 Northland Avenue.

Gain (loss) on disposal – A small gain was recognized from the sale of certain equipment by 683 Northland LLC in 2024, similar to 2023. The loss on disposal for 2022 represents the difference between the sale prices of property sold at BLCP and 308 Crowley and the book value of those properties.

Interest expense – Interest expense relates mainly to loans payable by 683 Northland and lines of credit of both BUDC and 683 Northland. The \$35,000 decrease in interest expense from 2023 to 2024 is reflective of repayment of Northland's debt and BUDC's line of credit during 2024.

4. Budget Analysis:

Each year, BUDC prepares an operating budget and three-year forecast. BUDC's 2024 budget was approved by the Board of Directors on October 31, 2023. The following table (Table 3) presents an analysis of BUDC's performance compared to the approved 2024 budget.

Table 3 Budget to Actual Analysis for the year ended December 31, 2024 (Amounts in thousands)

			Original			Budget	
	4	<u>Actual</u>	E	<u>Budget</u>		<u>Change</u>	<u>% Change</u>
Revenue:							
Grants	\$	37,137	\$	19,952	\$	17,185	86%
PILOT agreements	Ŧ	36	Ŧ	46	Ŧ	(10)	-22%
Loan interest and commitment fees		97		97		-	0%
Lease and other revenue		2,254		2,016		238	12%
Total revenue		39,524		22,111		23,263	105%
Expenses:							
Development costs	\$	30,403	\$	12,477	\$	17,926	144%
Adjustment to net realizable value		202		-		202	100%
Salaries and benefits		496		509		(13)	-3%
General and administrative		1,545		1,461		84	6%
Management fee		157		114		43	38%
Depreciation		4,007		4,081		(74)	-2%
Total expenses		36,810		18,642		18,168	97%
Operating income (loss)		2,714		3,469		(755)	-22%
Loss on disposal		23		-		23	-100%
Interest income		99		37		62	168%
Interest expense		(163)		(212)		49	-23%
Change in net position	\$	2,673	\$	3,294	\$	(621)	-19%

Note: The original 2024 budget was not amended; therefore, only one budget column is presented.

Budget to Actual Analysis:

Overall, BUDC's change in net position fell short of the budget by \$621,000. Grant revenue was \$17,185,000 ahead of budget due to higher than anticipated recognition of grant revenue related to Ralph Wilson Park. Lease and other revenue surpassed the budgeted amount by \$238,000 due to the receipt of a legal settlement in 2024. Development costs of \$30,403,000 were over budget by \$17,926,000. This is directly related to the higher recognition of grant revenue. General and administrative expenses of \$1,545,000 were above the budget by \$84,000. Interest income of \$99,000 exceeded the budget by \$62,000 due to higher than anticipated interest rates. Interest expense of \$163,000 was \$49,000 below budget, due to repayments of debt.

5. Economic Factors Impacting BUDC:

BUDC has limited sources of operating funds that can support its ongoing operating costs. As a result, BUDC relies heavily upon future land sales occurring at its BLCP business park and future revenues at the Northland Corridor redevelopment site to support operations.

6. Requests for Information:

This financial report is designed to provide a general overview of BUDC's finances. Questions concerning any of the financial information provided in this report should be addressed to the Treasurer of BUDC at (716) 856-6525. General information relating to BUDC can be found at its website www.buffalourbandevelopment.com.

CONSOLIDATED STATEMENTS OF NET POSITION December 31,

		2024	_	2023
ASSETS				
Current assets:	•		•	
Cash	\$	5,226,778	\$	16,542,113
Grants receivable		64,930,711		89,350,024
Restricted cash		18,344,520		460,544
Other current assets		5,192,326		5,749,149
Total current assets		93,694,335		112,101,830
Noncurrent assets:				
Loans receivable		9,666,400		9,666,400
Equity investment		148,427		154,859
Capital assets, net		100,773,021		100,961,985
Right to use asset		7,070,837		7,470,200
Land and improvements held for sale, net		788,212		788,212
Total noncurrent assets		118,446,897	_	119,041,656
Total assets	\$	212,141,232	\$_	231,143,486
LIABILITIES				
Current liabilities:				
Accounts payable and accrued expenses	\$	916,322	\$	528,067
Unearned revenue		85,011,299		104,383,474
Line of credit		-		570,000
Current portion of loans payable		504,304		469,938
Total current liabilities		86,431,925		105,951,479
Noncurrent liabilities:				
Deferred lease liability		24,991,554		26,742,613
Loans payable		13,225,696		13,629,812
Total noncurrent liabilities		38,217,250		40,372,425
NET POSITION				
Net investment in capital assets		87,831,233		87,650,447
Restricted position		37,212		233,870
Unrestricted (deficit) position		(376,388)		(3,064,735)
Total net position		87,492,057		84,819,582
Total liabilities and net position	\$	212,141,232	\$	231,143,486

CONSOLIDATED STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION For the year ended December 31,

	2024	2023
Grant revenue	\$ 37,137,425	\$ 31,596,676
Lease and other revenue	2,253,737	2,951,472
Loan interest	96,664	96,664
Brownfield funds	35,964	35,823
Total operating revenues	39,523,790	34,680,635
Operating expenses:		
Development costs	30,402,586	30,900,700
Depreciation	4,007,389	4,138,093
General and administrative	1,544,915	1,742,514
Salaries and benefits	495,817	440,561
Management fee	156,672	142,262
Adjustment to net realizable value	202,199	74,961
Total operating expenses	36,809,578	37,439,091
Operating (loss) income	2,714,212	(2,758,456)
Nonoperating revenues (expenses):		
Gain on disposal	22,840	8,329
Interest income	98,812	126,418
Interest expense	(163,389)	(197,771)
Total nonoperating expenses, net	(41,737)	(63,024)
Change in net position	2,672,475	(2,821,480)
Net position - beginning of year	84,819,582	87,598,751
Add: capital contributions	-	44,711
Less: capital distributions	<u> </u>	(2,400)
Net position - end of year	\$ <u>87,492,057</u>	\$84,819,582

CONSOLIDATED STATEMENTS OF CASH FLOWS For the year ended December 31,

	_	2024		2023
Cash flows from operating activities: Amounts provided by (paid from) Brownfields funds	\$	53,683	\$	(25,641)
Grants received	Ψ	42,184,563	Ψ	24,969,512
Receipts from loans and commitment fees		96,664		96,664
Rental and other revenue		1,413,972		2,042,677
Payments to employees, suppliers, and other				
Net cash provided (used) by operating activities		<u>(32,382,788)</u> 11,366,094		<u>(32,981,356)</u> (5,898,144)
Net cash provided (used) by operating activities		11,300,094		(3,898,144)
Cash flows from capital and related financing activities:		<i>/-</i> ·		
Acquisition and construction of capital assets		(3,827,583)		(363,935)
Proceeds from sale/disposal of capital assets		32,000		15,400
Repayment of loans		(939,752)		(1,108,325)
Capital distributions		-		(2,400)
Capital contributions	_	-		44,711
Net cash used by capital and related financing activities		(4,735,335)		(1,414,549)
Cash flows from investing activities:				
Change in restricted cash		(17,883,976)		3,553,492
Interest earned		105,244		149,610
Interest paid		(167,362)		(202,966)
Net cash (used) provided by investing activities	_	(17,946,094)	_	3,500,136
Net decrease in cash		(11,315,335)		(3,812,557)
Cash - beginning of year	_	16,542,113		20,354,670
Cash - end of year	\$_	5,226,778	\$_	16,542,113
Reconciliation of operating income to				
net cash provided (used) by operating activities:				
Operating income (loss)	\$	2,714,212	\$	(2,758,456)
Adjustment to reconcile operating income (loss) from operations to			•	
net cash (used) provided by operating activities:				4 400 000
Depreciation expense		4,007,389		4,138,093
Decrease (increase) in grants receivable		24,419,313		(57,166,818)
Decrease in other current assets		556,823		480,969
Increase in accounts payable and accrued expenses		392,228		289,140
(Decrease) increase in unearned revenue		(19,372,175)		50,539,654
Decrease in deferred lease liability	_	(1,351,696)	_	(1,420,726)
Net cash provided (used) by operating activities	\$_	11,366,094	\$_	(5,898,144)
Non-cash transactions:				
Grants received but not yet earned	\$_	16,651,541	\$	50,742,522

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the Buffalo Urban Development Corporation (BUDC) have been prepared in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is the accepted standard setting body for establishing governmental accounting and financial reporting principles. The more significant of the BUDC's accounting policies are described below.

A. REPORTING ENTITY

The Buffalo Urban Development Corporation (BUDC) was incorporated to facilitate partnership with the private sector in the development of the City of Buffalo (the City). Funding was initially received from the City; however the City has not allocated direct funding to BUDC for several years and future allocations are not expected. Funding is received primarily from land sales, grant funding, and loan repayments. In 2005, an agreement between BUDC, Erie County Industrial Development Agency (ECIDA), the City, and Erie County (the County) established the Buffalo Brownfields Redevelopment Fund (the Fund). The Fund dedicates certain payments received in lieu of real estate taxes (PILOT) for future eligible project costs. The fund is administered by ECIDA and reimburses BUDC for eligible project costs incurred. The activity of the Fund is included in these financial statements.

The financial reporting entity consists of (a) the primary entity, which is BUDC, (b) 683 WTC, LLC, (WTC) of which BUDC is the sole member, and (c) 683 Northland LLC, (Northland) in which 683 WTC, LLC has a 95% equity interest.

In accordance with U.S. GAAP, BUDC is not considered a component unit of another entity.

B. BASIS OF PRESENTATION

Revenues from grants, Brownfield funds, rental payments and interest on loans are reported as operating revenues. All expenses related to operating BUDC are reported as operating expenses. Certain other transactions are reported as nonoperating activities including BUDC's interest income from deposits and interest expense related to long-term debt.

When both restricted and unrestricted resources are available for use, it is BUDC's policy to use restricted resources first, then unrestricted resources as they are needed.

C. CONSOLIDATED FINANCIAL STATEMENT PRESENTATION

The consolidated financial statements include the accounts of BUDC, WTC, and Northland. All significant intercompany balances and transactions have been eliminated in the accompanying consolidated financial statements. These consolidated financial statements have been prepared in conformity with U.S. GAAP.

D. MEASUREMENT FOCUS AND BASIS OF ACCOUNTING

BUDC is considered a special-purpose government engaged in business-type activities. Business-type activities are those that are financed in whole or in part by fees charged to external parties for goods or services. The financial statements of BUDC are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred; regardless of when the cash transaction takes place.

Nonexchange transactions, in which BUDC gives or receives value without directly receiving or giving equal value in exchange, include grants. Revenue from grants is recognized in the year in which all eligibility requirements have been satisfied.

E. CASH AND RESTRICTED CASH

BUDC's cash consists of cash on hand and demand deposits. Certain assets are classified on the consolidated statements of net position as restricted because their use is limited.

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

F. LOANS RECEIVABLE

Loans receivable are presented net of an allowance for uncollectible accounts. BUDC maintains an allowance for estimated uncollectible accounts which is based on an analysis of the loan portfolio and reflects an amount that, in management's judgment, is adequate to provide for potential loan losses. Loans are written off when, in management's judgment, no legal recourse is available to collect the amount owed.

Interest on loans receivable is accrued as required by the terms of the agreement; management considers that collection is probable based on the current economic condition of the borrower. Accrual of interest ceases when management adjusts a loan reserve to 50% or more of the loan's outstanding balance.

G. OTHER CURRENT ASSETS

Certain payments to vendors reflect costs applicable to future accounting periods and are recorded as prepaid expenses. These amounts are included in other current assets and amounted to \$4,666,905 and \$5,206,009 for December 31, 2024 and 2023, respectively. Other current assets include interest and accounts receivables and amounted to \$393,062 and \$410,078 for December 31, 2024 and 2023, respectively.

H. CAPITAL ASSETS

Capital assets are recorded at acquisition cost and depreciated over the estimated useful lives of the respective assets using the straight-line method. The cost of repairs, maintenance and minor replacements are expensed as incurred, whereas expenditures that materially extend property lives are capitalized. When depreciable property is retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any gain or loss is reflected in income. Contributed capital assets are recorded at fair value at the date received.

Capitalization thresholds (the dollar value above which asset acquisitions are added to the capital asset accounts), depreciation methods, and estimated useful lives of capital assets reported in the BUDC are as follows:

	Capitalization	Depreciation	Estimated
	Threshold	Method	<u>Useful Life</u>
Furniture and equipment	\$1,000	Straight-line	3-10 years
Buildings and improvements	\$1,000	Straight-line	5-40 years

I. INSURANCE

BUDC is exposed to various risks of loss related to torts, theft of, damage to, and destruction of assets, personal injury liability, and natural disasters. These risks are covered by commercial insurance purchased from independent third parties. Judgments and claims are recorded when it is probable that an asset has been impaired or a liability has been incurred and the amount of loss can be reasonably estimated. Settled claims from these risks has not yet exceeded commercial insurance coverage for the past three years.

J. NET POSITION

Equity is classified as net position and displayed in three components:

- a. Net investment in capital assets Consists of capital assets including restricted capital assets, net of accumulated depreciation and related debt.
- b. *Restricted* Consists of net positions with constraints on the use either by (1) external groups such as creditors, grantors, contributors, or laws or regulations of other governments; or (2) law through constitutional provisions or enabling legislation. Included in this classification are the Buffalo Brownfields Redevelopment Fund and a loan fund.
- c. *Unrestricted* The net amount of assets, deferred outflows of resources, liabilities, and deferred inflows of resources that are not included in the determination of net investment in capital assets or the restricted component of net position and therefore are available for general use by BUDC.

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

K. INCOME TAXES

BUDC is exempt from federal income tax under Internal Revenue Code Section 501(c)(3) and the income realized will not be subject to New York State corporate franchise tax. BUDC is subject to unrelated business income tax related to certain lending transactions associated with WTC.

L. STATEMENTS OF CASH FLOWS

For the purposes of the statements of cash flows, BUDC considers all cash, other than restricted cash, which includes cash and demand accounts.

M. USE OF ESTIMATES IN THE PREPARATION OF FINANCIAL STATEMENTS

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets, deferred outflows of resources, liabilities, deferred inflows of resources and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses/expenditures during the reporting period. Actual results could differ from those estimates.

N. LEASES

BUDC determines if an arrangement is or contains a lease at inception, which is the date on which the terms of the contract are agreed to. A contract is or contains a lease when the contract conveys control of the right to use another entity's nonfinancial asset for a period of time in an exchange or an exchange-like transaction.

As a lessor, Northland has a lease under the Master Lease Agreement (See Note 8). Northland recorded a right to use asset and liability amounting to \$8,060,094 at January 1, 2022 upon adoption of Statement No. 87 Leases. The liability includes unamortized prepaid rent payments. Lease revenue is recognized straight line over the life of the Master Lease Agreement.

As a lessee, BUDC has a lease for office space. The agreement was month to month through November 2023. Effective December 1, 2023 an agreement was signed that extended the lease through July 31, 2027. BUDC recorded a right to use asset and liability amounting to \$52,498 as of December 31, 2024 (\$71,029 – 2023).

O. ACCOUNTING PRONOUNCEMENTS

BUDC has evaluated the provisions of Statement No. 94, *Public-Private and Public-Public Partnerships and Availability Payment Arrangements*, Statement No. 96, *Subscription-Based Information Technology Arrangements and* Statement No. 99, *Omnibus 2022*, which will be effective based on individual applications and determined that they have no significant impact on BUDC's financial statements.

The following are GASB Statements that have been issued recently and are currently being evaluated, by the BUDC, for their potential impact in future years.

- Statement No. 102, Certain Risk Disclosures, which will be effective for the year ending December 31, 2025.
- Statement No. 103, *Financial Reporting Model Improvements*, which will be effective for the year ending December 31, 2026.
- Statement No. 104, *Disclosure of Certain Capital Assets*, which will be effective for the year ending December 31, 2026.

NOTE 2. CASH AND INVESTMENTS

BUDC's investment policies are governed by State statutes. In addition, BUDC has its own written investment policy. BUDC monies must be deposited in Federal Deposit Insurance Corporation (FDIC)-insured commercial banks or trust companies located within the State. BUDC is authorized to use interest bearing demand accounts and certificates of deposit. Permissible investments include obligations of the United States Treasury and its agencies, repurchase agreements and obligations of the State and its localities.

Collateral is required for demand deposits and certificates of deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations of the United States and its agencies, obligations of the State and its municipalities and school districts and obligations issued by other than New York State rated in one of the three highest rating categories by at least one nationally recognized statistical rating organization.

As of December 31, 2024 and 2023, BUDC's aggregate bank deposits were considered fully collateralized.

Investment and Deposit Policy

BUDC follows an investment and deposit policy, the overall objective of which is to adequately safeguard the principal amount of funds invested or deposited; conformance with federal, state and other legal requirements; and provide sufficient liquidity of invested funds in order to meet obligations as they become due. Oversight of investment activity is the responsibility of BUDC's Treasurer.

Interest Rate Risk

Interest rate risk is the risk that the fair value of investments will be affected by changing interest rates. BUDC's investment policy does not limit investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.

Credit Risk

BUDC's policy is to minimize the risk of loss due to failure of an issuer or other counterparty to an investment to fulfill its obligations. BUDC's investment and deposit policy authorizes the reporting entity to purchase the following types of investments:

- Interest bearing demand accounts.
- Certificates of deposit.
- Obligations of the United States Treasury and United States agencies.
- Obligations of New York State and its localities.

Custodial Credit Risk

Custodial credit risk is the risk that in the event of a failure of a depository financial institution, the reporting entity may not recover its deposits. In accordance with BUDC's investment and deposit policy, all deposits of BUDC including interest bearing demand accounts and certificates of deposit, in excess of the amount insured under the provisions of the Federal Deposit Insurance Corporation (FDIC) shall be secured by a pledge of securities with an aggregate value equal to 100% of the aggregate amount of deposits. BUDC restricts the securities to the following eligible items:

- Obligations issued, fully insured or guaranteed as to the payment of principal and interest, by the United States Treasury and United States agencies.
- Obligations issued or fully insured or guaranteed by the State of New York and its localities.
- Obligations issued by other than New York State rated in one of the three highest rating categories by at least one nationally recognized statistical rating organizations.

NOTE 3. LOANS RECEIVABLE

In 2017, BUDC made a loan in the amount of \$9,666,400 to Northland NMTC Investment Fund, LLC (NMTC). Interest accrues at the rate of one percent per annum (1%) and is due quarterly. Interest only payments from the date of first advance, which was December 28, 2017 through December 31, 2024 are payable quarterly. Principal and interest shall be paid commencing December 31, 2024 through December 31, 2042. NMTC pledges its entire interest in BACDE NMTC Fund 16, LLC and NTCIC-Northland, LLC. BUDC's policy is to present loans receivable net of an allowance for uncollectible loans. Management has determined that no allowance for this loan was necessary in 2024 and 2023. Subsequent to year end, this loan receivable was forgiven in full by BUDC (see Note 15).

NOTE 4. CAPITAL ASSETS

	<u>January 1, 2024</u>	Increase Decreases		<u>December 31, 2024</u>
Non-depreciable capital assets: Land Idle buildings and improvements	\$ 874,014 <u>5,530,188</u>	\$	\$	\$ 874,014 <u> </u>
Total non-depreciable capital assets	6,404,202	767,445		7,171,647
Depreciable capital assets: Buildings and improvements Furniture and equipment Less: accumulated depreciation Total depreciable assets, net	107,887,554 7,400,650 <u>20,730,421</u> 94,557,783	16,921 3,043,221 <u>4,007,389</u> (947,247)	45,262 <u>36,100</u> 9,162	107,904,475 10,398,609 <u>24,701,710</u> 93,601,374
Total capital assets, net	\$ <u>100,961,985</u>	\$ <u>(179,802)</u>	\$ <u>9,162</u>	\$ <u>100,773,021</u>

Capital asset activity for the BUDC for the year ended December 31, 2024 was as follows:

Capital asset activity for the BUDC for the year ended December 31, 2023 was as follows:

	<u>January 1, 2023</u>	Increase	<u>Decreases</u>	<u>December 31, 2023</u>
Non-depreciable capital assets: Land Idle buildings and improvements	\$ 874,014 <u>5,169,695</u>	\$ - <u>360,493</u>	\$	\$ 874,014 5,530,188
Total non-depreciable capital assets	6,043,709	360,493		6,404,202
Depreciable capital assets: Buildings and improvements Furniture and equipment Less: accumulated depreciation Total depreciable assets, net	107,884,114 7,424,410 <u>16,609,018</u> 98,699,506	3,440 - - - - (4,138,093 - (4,134,653)		107,887,554 7,400,650 <u>20,730,421</u> 94,557,783
Total capital assets, net	\$ <u>104,743,215</u>	\$ <u>(3,774,160</u>)	\$ <u>7,070</u>	\$ <u>100,961,985</u>

Land, buildings, and improvements related to the Northland Corridor amounted to \$7,171,647 and \$6,404,202 at December 31, 2024 and 2023. BUDC intends to return these properties to productive use, assist with revitalizing the surrounding neighborhood, and provide employment opportunities for nearby residents by creating a new manufacturing hub on the City's east side. Once completed, BUDC expects to lease the property to local businesses, government agencies, and nonprofit organizations.

Due to the extensive amount of revitalization, pollution remediation (See Note 14), and other related activities, the anticipated costs of certain Northland properties exceed the expected fair value of the properties based on current estimates. Adjustments to net realizable value totaled \$158,386 and \$51,838 for the years ended December 31, 2024 and 2023 respectively.

NOTE 5. LAND AND IMPROVEMENTS HELD FOR DEVELOPMENT AND SALE

In 2002, on behalf of the City, BUDC agreed to undertake a multi-phase Brownfield reclamation and redevelopment project at the former Hanna Furnace site and land surrounding the Union Ship Canal, now known as Buffalo Lakeside Commerce Park (BLCP). BUDC accepted 104 acres of tax foreclosed property from the City, demolished derelict structures, and constructed approximately 5,000 linear feet of roads and infrastructure. Funding for this work was provided by the State, the City, and the County. With additional funding from the State, BUDC purchased 130 acres of land to add to the BLCP and constructed additional roads and infrastructure. Between 2004 and 2008 there were multiple BLCP parcels sold to local businesses. In 2022, approximately 72 acres of land, was sold to local developers.

Land and improvements held for sale are recorded at net realizable value based on assessment of the fair value of each project as follows at December 31:

	2024	2023
BLCP Less adjustment to net realizable value (BLCP)	\$ 6,048,892 <u>5,260,680</u>	\$ 6,045,055 <u>5,256,843</u>
Total capital assets, net	\$ <u>788,212</u>	\$ <u>788,212</u>

NOTE 6. GRANTS RECEIVABLE AND UNEARNED REVENUE

In 2019, BUDC was awarded a \$3,998,549 grant from ESD under the Restore NY Program in support of the demolition and rehabilitation at certain properties in the Northland Corridor. In 2023, an additional \$55,000,000 was awarded from ESD's RECAP program relating to this project, as well as \$1,800,000 from ESD to support work on solar micro-grid projects at the properties. As of December 31, 2024, \$34,220,852 is outstanding in grants receivable from ESD (\$58,535,726 – 2023).

In 2022, BUDC was awarded two grants totaling \$14,446,429 for Phase 1 of the Build Back Better Regional Challenge to be utilized for the demolition, remediation, renovation, construction and site/street improvements for various Northland properties. \$14,400,000 remains outstanding in grants receivable from the U.S. Department of Commerce Economic Development Administration (EDA) as of December 31, 2024 (\$14,431,065 – 2023).

Between 2019-2024, BUDC was awarded thirteen grants from the Ralph C. Wilson, Jr. Foundation totaling \$80,315,200 for project coordination and advancing the transformation of Ralph C. Wilson, Jr. Centennial Park into a world-class park and recreational amenity for the City and the Western New York Region. As of December 31, 2024, \$7,126,000 is outstanding in grants receivable from the Ralph C. Wilson, Jr. Foundation (\$4,689,000 – 2023).

To further add the shoreline components of the Centennial Park project, BUDC was awarded five grants totaling \$13,619,102 from the Great Lakes Commission between 2020-2024. \$6,960,559 is outstanding in grants receivable at December 31, 2024 (\$10,584,233 – 2023).

In 2024, BUDC was award a \$1,200,000 grant from to be utilized for COVID-19 economic recovery operations and initiatives. As of December 31, 2024, \$908,050 is outstanding in grants receivable.

In 2022, BUDC was awarded a \$960,000 grant from the MLB-MLBPA Youth Development Foundation in support of field lighting and youth baseball fields construction. As of December 31, 2024 and 2023, \$860,000 is outstanding in grants receivable.

NOTE 6. GRANTS RECEIVABLE AND UNEARNED REVENUE (CONTINUED)

The following is a summary of grants receivable and unearned grant revenue at December 31,:

	2024	2023
Grant receivable: ESD EDA Ralph C Wilson Jr. Foundation	\$ 34,220,852 14,400,000 7,126,000	\$ 58,535,726 14,431,065 4,689,000
Great Lakes Commission American Rescue Plan MLB-MLBPA Youth Development NYS DHSES	6,960,559 908,050 860,000 360,000	10,584,233 - 860,000
Other National Grid	95,250 	
Unearned revenue:		
ESD EDA Ralph C Wilson Jr. Foundation Great Lakes Commission American Rescue Plan MLB-MLBPA Youth Development Other NYS DHSES National Grid Community Foundation	\$ 51,698,865 14,371,154 9,256,632 7,573,023 908,050 860,000 178,129 165,446 - - - - -	\$ 58,155,314 14,371,153 19,842,714 10,648,043 - 960,000 - - 381,250 25,000 \$104,383,474

NOTE 7. ACCOUNTS PAYABLE AND ACCRUED EXPENSES

The following is a summary of accounts payable and accrued expenses at December 31,:

	2024	2023
Accounts payable Accrued payroll Other accrued expenses Accrued interest	\$ 884,857 30,365 1,100 - \$ <u>916,322</u>	\$ 493,866 27,128 3,100 <u>3,973</u> \$ <u>528,067</u>

NOTE 8. MASTER LEASE AGREEMENT

Northland has a Master Lease Agreement (the Agreement) with the master tenant member to receive lease income commencing August 26, 2018, the day prior to the first date on which Phase I of the Building was placed in service for purposes of the historical tax credits, through August 31, 2038. As a lessor, the underlying building and other assets are recorded as a right to use asset and corresponding deferred lease liability. Northland utilized an interest rate of 2.05% to calculate the deferred lease liability. Additionally, the underlying assets were not derecognized and remain on the statements of net position within capital assets.

Northland recognized \$1,879,742 in lease revenue related to the Agreement for the year ended December 31, 2024 (\$1,913,150 – 2023). The lease agreement includes scheduled lease increases over the term of the lease, which in accordance with U.S. GAAP, will be recognized on a straight-line basis over the term of the lease. Northland will reduce the deferred lease liability by \$1,896,446 over each of the next 5 years and through the remainder of the life of the lease agreement.

NOTE 8. MASTER LEASE AGREEMENT (CONTINUED)

Under the Agreement, Northland receives base and prepaid lease payments. All prepaid rent payments required under the Agreement have been made as of December 31, 2022. Unamortized prepaid lease payments amounted to 17,920,717 as of December 31, 2024 (19,272,413 - 2023). The unamortized lease payments related to base rent amounted to 7,018,339 as of December 31, 2024 (7,399,171 - 2023).

Future minimum rental receipts to be received under the Master Lease Agreement are contractually due as follows as of December 31, 2024:

2025	\$ 558,098	
2026	565,617	
2027	580,645	
2028	596,024	
2029	612,561	
Thereafter	5,101,143	
	\$ <u>8,014,088</u>	

NOTE 9. LINE OF CREDIT

BUDC entered into a revolving line of credit agreement with KeyBank on April 29, 2020 which allows for borrowings up to \$1,800,000. Borrowings are to be used to pay for specific projects that are reimbursed through grants but require the work to be completed prior to reimbursement and for general working capital purposes. Borrowed amounts on the line bear interest at an adjusted SOFR (previously LIBOR) rate per annum and are collateralized by security interest in all assets of BUDC. Interest payments are due on the first of each month. Principal is due upon demand. The line of credit had no outstanding balance at December 31, 2024 and 2023.

Northland entered into a non-revolving line of credit agreement with KeyBank on April 29, 2020 which allows for borrowings up to \$1,000,000. The agreement was amended on March 22, 2024, extending the maturity date through December 31, 2024. Buffalo Urban Development Corporation, 683 WTC, LLC, and BBRC Land Company I, LLC, related parties, are guarantors under this agreement. Borrowings were used to pay interest on the Bridge loans (see Note 10) while awaiting member contributions. Borrowed amounts on the line bear interest at an adjusted daily SOFR rate plus 2.4% per annum (7.8% at December 31, 2023) and are collateralized by security interest in all assets of 683 WTC, LLC, BUDC and BBRC Land Company I, LLC. The line of credit was paid in full during the year ended December 31, 2024. The line of credit amounted to \$570,000 at December 31, 2023. There was no accrued interest at December 31, 2024. Accrued interest amounted to \$3,973 at December 31, 2023.

NOTE 10. LOANS PAYABLE

Mortgage Payable

During 2017, Northland borrowed amounts totaling \$13,730,000 related to the Northland Corridor project from BACDE NMTC Fund 16, LLC and NTCIC-NORTHLAND, LLC. Buffalo Urban Development Corporation, a related party, is a guarantor on the loan agreement. Interest accrues at the rate of 1.33776% and is due quarterly. The loans are collaterized by the building. Interest only payments from the date of the agreement, December 28, 2017 through December 31, 2024 are payable quarterly. Principal and interest are due quarterly, commencing December 31, 2024, until the maturity date of December 28, 2052. Under the loan agreements, Northland shall pay BACDE NMTC Fund 16, LLC an annual asset management fee of \$45,000 through 2025 and NTCIC-NORTHLAND, LLC an annual asset management fee of \$45,000 through 2025 and NTCIC-NORTHLAND, LLC an annual asset management fee of \$45,000 through 2025 and NTCIC-NORTHLAND, LLC an annual asset management fee of \$45,000 through 2025 and NTCIC-NORTHLAND, LLC an annual asset management fee of \$45,000 through 2025 and NTCIC-NORTHLAND, LLC an annual asset management fee of \$45,000 through 2025 and NTCIC-NORTHLAND, LLC an annual asset management fee of \$45,000 through 2026. Asset management fees amounted to \$55,000 for years ending December 31, 2024 and 2023. Subsequent to year end, each of the loans totaling \$13,730,000 were assigned to Northland NMTC Investment Fund, LLC of which \$9,666,400 was subsequently assigned to Buffalo Urban Development Corporation. After the assignments, the \$13,730,000 outstanding was forgiven (See Note 15).

NOTE 10. LOANS PAYABLE (CONTINUED)

Bridge Loans

Northland entered into a bridge loan agreement with KeyBank on December 28, 2017, in the amount of \$20,000,000 (Loan A). Buffalo Urban Development Corporation, 683 WTC, LLC, and BBRC Land Company I, LLC, related parties, are guarantors on these loan agreements. The loan is collaterized by security interest in all assets of 683 WTC, LLC, BBRC ,Land Company I, LLC and 683 Northland LLC, assignment of rents by the Company, and assignment of construction contracts and architect's agreements. The bridge loan agreement for Loan A was extended through June 30, 2023 and has been fully paid off as of December 31, 2023. Interest on Loan A is calculated at the adjusted daily SOFR rate plus 2.4%.

Term Note

BUDC entered into a term note agreement with M&T Bank on February 28, 2019 totaling \$369,750 for the purchase of the land and building at 714 Northland. This note was interest-bearing only until it matured and was paid in full in 2024. Interest on the note is calculated at one-month LIBOR plus 2.65 percentage points. \$369,750 was outstanding on the term note at December 31, 2023.

The above debt is summarized by funding source below as follows at December 31:

	2024	2023
BACDE NMTC Fund 16, LLC	\$ 8,730,000	\$ 8,730,000
NTCIC-NORTHLAND, LLC	5,000,000	5,000,000
M&T Bank	<u> </u>	369,750
	\$ <u>13,730,000</u>	\$ <u>14,099,750</u>

Current maturities of long term debt are as follows for the years ended December 31:

2025	\$ 504,30)4
2026	409,54	9
2027	415,05	6
2028	420,63	6
2029	426,29)1
Thereafter	11,554,16	64
	\$ <u>13,730,00</u>	0

Interest expense for the year ending December 31, 2024 was \$163,389 (\$197,771 – 2023).

NOTE 11. EQUITY INVESTMENT

Equity investment represents WTC's 1% investment in 683 Northland Master Tenant, LLC (Master Tenant). WTC utilizes the historical cost method of accounting for its investment in the Master Tenant which results in the equity investment balance being comprised of WTC's original capital contribution in the Master Tenant. The investment amounted to \$148,427 at December 31, 2024 and (\$154,859 – 2023).

NOTE 12. RESTRICTED NET POSITION

BUDC's restricted net position consists of amounts related to the Buffalo Brownfields Redevelopment Fund in the amount of \$37,212 at December 31, 2024. BUDC's restricted net position related to the Buffalo Brownfields Redevelopment Fund was \$233,870 at December 31, 2023. BUDC's restricted net position also consisted of a loan fund that was terminated during 2023.

NOTE 13. NOTES RECEIVABLE WTC

BUDC and WTC have note agreements in the amount of \$25,045,279 and \$27,712,000 whereby BUDC will advance proceeds to WTC as requested. The notes carry an interest rate of one percent (1%), compounded annually and the notes are for a period of thirty years. The balance of the notes plus accrued interest is due upon maturity date at December 28, 2047 and November 24, 2050. The total outstanding balance on these notes was \$52,397,279 at December 31, 2024 (\$52,187,279 – 2023). Accrued interest on the loan amounted to \$3,067,329 at December 31, 2024 (\$2,545,392 – 2023). These notes and the related interest are eliminated upon consolidation.

NOTE 14. POLLUTION REMEDIATION

Various pollution remediation activities will be necessary as BUDC moves into Phase 3 and Phase 4 redevelopment at the Northland Corridor. Based on preliminary environmental studies, demolition plans, and design plans, management believes that remediation activities should total approximately \$3,000,000. Management expects that the entire cost of the remediation will be reimbursed by grants; therefore, no pollution remediation liability has been accrued in these consolidated financial statements.

NOTE 15. SUBSEQUENT EVENTS

The New Market Tax Credit (NMTC) seven year compliance period expired on December 31, 2024. As a result on January 27, 2025, the investor in the NMTC exercised its put option, selling their interest in the Northland NMTC Investment Fund, LLC (the Fund) to the Buffalo Urban Development Corporation for \$1,000 and as a result acquired sole ownership interest in the Fund. Additionally, NTCIC-Northland, LLC and BACDE NMTC Fund 16, LLC assigned their promissory notes to the Fund. These promissory notes totaled \$13,730,000. Northland NMTC Investment Fund, LLC then assigned \$9,666,400 of these promissory notes to BUDC. Northland NMTC Investment Fund, LLC and Buffalo Urban Development Corporation forgave the \$13,730,000 in promissory notes outstanding and the Ioan receivable to Northland NMTC Investment Fund, LLC from BUDC. Additionally, the remaining reserves for BACDE NMTC Fund 16, LLC and NTCIC-Northland, LLC were utilized in full to pay for interest incurred prior to assignment and associated costs.

Management has evaluated subsequent events through March 25, 2025, which is the date the consolidated financial statements are available for issuance and have determined there are no subsequent events that require disclosure under generally accepted accounting principles.

CONSOLIDATING STATEMENTS OF NET POSITION

December 31, 2024

ASSETS		Buffalo Urban Development Corporation		683 WTC LLC	_	683 Northland LLC			Eliminations	 Total
Current assets: Cash and cash equivalents Grants receivable Restricted cash Other current assets Total current assets	\$	5,206,543 64,930,711 18,305,771 <u>8,134,099</u> 96,577,124	\$	2,688 - - 1,097 3,785	\$ _	17,547 - 38,749 <u>132,359</u> 188,655	(1)	\$	- - - - (3,075,229) (3,075,229)	\$ 5,226,778 64,930,711 18,344,520 <u>5,192,326</u> 93,694,335
Noncurrent assets: Loans receivable Equity investment Capital assets, net Right to use asset Land and improvements held for sale, net Total noncurrent assets	-	62,063,679 12,434,072 52,498 788,212 75,338,461	_	67,278,340 - - 67,278,340	-	- 88,338,949 7,018,339 - 95,357,288	(1) (1)	-	(52,397,279) (67,129,913) - - - - (119,527,192)	 9,666,400 148,427 100,773,021 7,070,837 788,212 118,446,897
Total assets	\$	171,915,585	\$	67,282,125	\$_	95,545,943		\$_	(122,602,421)	\$ 212,141,232
LIABILITIES Current liabilities: Accounts payable and accrued expenses Unearned grant revenue Current portion of loans payable Total current liabilities	\$	916,322 85,011,299 - 85,927,621	\$	3,075,229 3,075,229	\$	<u>-</u> 504,304 504,304	(1)	\$	(3,075,229) (3,075,229)	\$ 916,322 85,011,299 504,304 86,431,925
Noncurrent liabilities: Deferred lease liability Loans payable Total noncurrent liabilities	_	52,498 - 52,498		- 52,397,279 52,397,279	-	24,939,056 13,225,696 38,164,752	(1)	_	(52,397,279) (52,397,279)	 24,991,554 <u>13,225,696</u> 38,217,250
NET POSITION (DEFICIT) Net investment in capital assets Restricted position Unrestricted (deficit) position Total net position (deficit)	_	13,222,284 37,212 72,675,970 85,935,466	_	- - 11,809,617 11,809,617	-	74,608,949 - (17,732,062) 56,876,887	(1)	_	- - (67,129,913) (67,129,913)	 87,831,233 37,212 <u>(376,388)</u> 87,492,057
Total liabilities and net position	\$	171,915,585	\$	67,282,125	\$_	95,545,943		\$ _	(122,602,421)	\$ 212,141,232

(1) This represents activities between the entities to be eliminated for the consolidated financial statements.

CONSOLIDATING STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION For the year ended December 31, 2024

	_	Buffalo Urban Development Corporation		683 WTC LLC	-	68	3 Northland LLC		_	Eliminations		Total
Operating revenues: Grant revenue Lease and other revenue Loan interest Brownfield funds	\$	37,137,425 373,995 618,601 35,964	\$	-	\$		- 1,879,742 - -	(1)	\$	(521,937)	\$	37,137,425 2,253,737 96,664 35,964
Total operating revenue		38,165,985		-			1,879,742			(521,937)		39,523,790
Operating expenses: Development costs Adjustment to net realizable value Salaries and benefits General and administrative Management fee Depreciation Total operating expenses	-	30,402,586 202,199 495,817 1,425,267 101,672 80,528 32,708,069	: =	- - 9,491 - - 9,491	•		- - - 55,000 3,926,861 4,092,018		_	- - - - - - - - -	_	30,402,586 202,199 495,817 1,544,915 156,672 4,007,389 36,809,578
Operating (loss) income		5,457,916		(9,491)			(2,212,276)	(1)		(521,937)		2,714,212
Nonoperating revenues (expenses): Gain on disposal Interest income Interest expense Total nonoperating revenues (expenses), net	t _	- 105,029 <u>(21,688)</u> 83,341		(6,444) (521,937) (528,381)			22,840 227 (141,701) (118,634)	(1)	_	- 521,937 521,937	_	22,840 98,812 (163,389) (41,737)
Change in net position		5,541,257		(537,872)			(2,330,910)			-		2,672,475
Net position - beginning of year		80,394,209		12,347,489			58,997,797	(1)		(66,919,913)		84,819,582
Add: capital contributions	-	-	• -	-			210,000	(1)	_	(210,000)		-
Net position - end of year	\$_	85,935,466	\$_	11,809,617	\$		56,876,887		\$_	(67,129,913)	\$	87,492,057

(1) This represents activities between the entities to be eliminated for the consolidated financial statements.

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS FOR THE YEAR ENDED DECEMBER 31, 2024

Federal Grantor/Pass-Through Grantor Program or Cluster Title	Assistance Listing Number	Pass-Through Entity Identifying Number	Passed-throug to Subrecipient	
U.S. Department of Commerce Passed through Great Lakes Commission Habitat Conservation Habitat Conservation	11.463 11.463	3876 3992	\$	\$ 1,595,716 3,921,387
Total U.S. Department of Commerce	11.400	0002	5,452,081	5,517,103
<u>Federal Emergency Management Agency</u> <i>Passed through New York State Division of Homeland Security and Emergency</i> <i>Services and City of Buffalo</i> Hazard Mitigation Grant Total Federal Emergency Management Agency	97.039	C001009	\$	\$ <u>194,554</u> <u>194,554</u>
<u>U.S Department of Treasury</u> <i>Passed through City of Buffalo</i> Coronavirus State and Local Fiscal Recovery Fund Total U.S. Department of Treasury	21.027	ARP6.1-26	\$	\$ <u>291,950</u> 291,950
Total Expenditures of Federal Awards			\$5,452,081	\$6,003,607

NOTE 1. BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal grant activity for all programs of BUDC under programs of the federal government for the year ended December 31, 2024. The information in the Schedule is presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of the Organization, it is not intended to and does not present the financial position, changes in net assets, or cash flows of the Organization.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the schedule are reported on the accrual basis of accounting, which is described in Note 1 to the Organization's consolidated financial statements. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

NOTE 3. INDIRECT COST RATE

The Organization has not elected to use the 10 percent de minimis indirect cost rate as allowed under the Uniform Guidance.

INTERNAL CONTROL AND COMPLIANCE



REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of the Buffalo Urban Development Corporation

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Buffalo Urban Development Corporation (BUDC) as of and for the year ended December 31, 2024, and the related notes to the consolidated financial statements, which collectively comprise BUDC's consolidated financial statements, and have issued our report thereon dated March 25, 2025. The financial statements of 683 Northland, LLC and 683 WTC, LLC were not audited in accordance with *Government Auditing Standards* and accordingly this report does not include reporting on internal control over financial reporting or instances of reportable noncompliance associated with 683 Northland, LLC and 683 WTC, LLC.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered BUDC's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion of the effectiveness of BUDC's internal control. Accordingly, we do not express an opinion of the effectiveness of BUDC's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the BUDC's consolidated financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of the internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether BUDC's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the consolidated financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of BUDC's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering BUDC's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Freed Maxick P.C.

Buffalo, New York March 25, 2025





REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND REPORT ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of the Buffalo Urban Development Corporation

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited Buffalo Urban Development Corporation's (BUDC) compliance with the types of compliance requirements identified as subject to audit in the OMB *Compliance Supplement* that could have a direct and material effect on each of BUDC's major federal programs for the year ended December 31, 2024 BUDC's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, BUDC complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2024.

Basis for Opinion on Each Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*); and the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). Our responsibilities under those standards and the Uniform Guidance are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of BUDC and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program. Our audit does not provide a legal determination of BUDC's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules and provisions of contracts or grant agreements applicable to BUDC's federal programs.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on Buffalo Urban Development Corporation's (BUDC) compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material, if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about BUDC's compliance with the requirements of each major federal program as a whole.

In performing an audit in accordance with GAAS, Government Auditing Standards, and the Uniform Guidance, we

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding BUDC's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of BUDC's internal control over compliance relevant to the audit in order to design audit
 procedures that are appropriate in the circumstances and to test and report on internal control over compliance in
 accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of
 BUDC's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control Over Compliance

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis.

A *material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis.

A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

red Maxick P.C.

Buffalo, New York March 25, 2025



SCHEDULE OF FINDINGS AND QUESTIONED COSTS For the Year Ended December 31, 2024

I. SUMMARY OF AUDITOR'S RESULTS

Consolidated Financial Statements

Type of Auditor's Report Issued on whether the consolidated financial statements audited were prepared in accordance with GAAP: Unmodified

Internal control over financial reporting:

Material weakness(es) identified?Significant deficiency(ies) identified?	Yes <u>X</u> No Yes <u>X</u> None Reported
Noncompliance material to consolidated financial statements noted?	Yes <u>X</u> No
Federal Awards	
Internal control over major federal programs:	
Material weakness(es) identified?Significant deficiency(ies) identified?	Yes <u>X</u> No Yes <u>X</u> None Reported
Type of auditor's report issued on compliance for	major federal programs: Unmodified
Any audit findings disclosed that are required to be reported in accordance with section 2CFR 200.516(a)?	YesX No
Identification of major Federal programs:	
Assistance Listing Number(s)	Name of Federal Program or Cluster
11.463	Habitat Conservation
Dollar threshold used to distinguish between type A and type B programs	\$ 750,000
Auditee qualified as low-risk auditee?	Yes <u>X</u> No

SCHEDULE OF FINDINGS AND QUESTIONED COSTS For the Year Ended December 31, 2024

II. CONSOLIDATED FINANCIAL STATEMENT FINDINGS

There were no findings relating to the consolidated financial statement audit as required to be reported in accordance with Government Auditing Standards (GAS) during the year ended December 31, 2024. No Uniform Guidance audit was performed for the year ended December 31, 2023.

III. FINDINGS AND QUESTIONED COSTS FOR FEDERAL AWARDS

There were no findings or questioned costs relating to the audit of the major federal programs during the year ended December 31, 2024.