

BUFFALO URBAN DEVELOPMENT CORPORATION

BUFFALO BROWNFIELD RESTORATION CORP.

BBRC LAND COMPANY I LLC

RIVERBEND LLC

BUFFALO LAKESIDE COMMERCE PARK I LLC

NORDEL I LLC

NORDEL II LLC

683 WTC, LLC

683 NORTHLAND LLC

683 NORTHLAND MASTER TENANT, LLC

2017 ANNUAL REPORT

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

Purpose of the Annual Report:

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

1. Operations and accomplishments
2. Financial Reports
3. Mission Statement & Performance Measurements
4. Bonds and notes outstanding
5. Compensation (for those earning \$100,000 +)
6. Projects undertaken during the year
7. Property Report
8. Code of Ethics
9. An assessment of internal control structure and effectiveness
10. Legislation that forms the statutory basis of the authority
11. Board structure
12. By-Laws
13. Listing of material changes in operations and programs
14. Four-year Financial Plan
15. Board Performance Evaluations
16. Assets/Services brought or sold without competitive bidding
17. Description of material pending litigation

In compliance with the Public Authorities Law, the following required information is presented for the fiscal year ended December 31, 2017.

1. Operations & Accomplishments:

A report on the 2017 operations and accomplishments of the BUDC and its affiliates is posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-corporate-reports>.

2. Financial Reports:

i) Audited Financial Statements:

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

The financial statements are audited on an annual basis, by BUDC's external auditors Freed Maxick CPAs, P.C. In their opinion, the financial statements present fairly, in all material respects, the financial position of BUDC as of December 31, 2017 and the changes in net assets and its cash flows for the years then ended in conformity with accounting principals generally accepted in the United States of America.

ii) Grants & Subsidy Programs:

BUDC and its affiliates are recipients of certain Federal, State, and Local grant programs that are utilized for land development projects. Details of the various grants are outlined in BUDC's Audited Financial Statements.

iii) Operating & Financial Risks:

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

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

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

iv) Current bond ratings:

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

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

BUDC has long-term liabilities related to a promissory note outstanding as described in Section 4.

3. Mission Statement & Performance Measurements:

BUDC's Mission Statement & Performance Measurements Report for 2017 is included in Attachment 1. This document was reviewed and approved by the Board at the March 27, 2018 Board meeting.

4. Schedule of Bonds and Notes Outstanding:

In 2006, the Corporation issued \$675,000 in promissory notes in connection with the expansion of its Buffalo Lakeside Commerce Park remediation and redevelopment. During 2007, \$150,000 of these notes were repaid while in 2008 an additional \$267,619 of these notes were repaid, leaving a balance of \$257,381 outstanding at December 31, 2017.

5. Compensation Schedule:

The following BUDC employees had a salary exceeding \$100,000 during 2017:

Name	Peter Cammarata	David Stebbins
Title	President	Executive Vice President
Salary	\$126,361	\$122,034
Performance Compensation	N/A	N/A
Payroll Taxes*	9,534	9,414
Benefits	22,243	34,087
Total	\$158,138	\$165,535

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

Attachment 2 is a summary of benefits provided to the above individuals per the New York State Public Authorities Reporting Information System (PARIS). A biography for these individuals is posted on the BUDC website at: <http://www.buffalourbandevelopment.com/budc-contact-us>.

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

6. Projects Undertaken by the Corporation during fiscal year 2017:

See above Operations and Accomplishments report posted at <http://www.buffalourbandevelopment.com/budc-corporate-reports> for a listing of various initiatives accomplished in 2017. Buffalo Urban Development Corporation does not provide project financing, therefore, no such project details are included in this section.

7. Listing of certain Property of the Corporation:

Attachment 3 provides information regarding the real property holdings of BUDC and its affiliates.

8. Code of Ethics:

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

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

BUDC's external auditors have conducted tests of the effectiveness of its internal controls over financial reporting and believes that they were effective during 2017.

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

BUDC

BUDC is a local development corporation which was formed and empowered to conduct certain projects pursuant to Not-For-Profit Corporation Law § 1411. Distinguished from IDAs (which exist as public benefit corporations), LDCs are established as charitable corporations that are empowered to construct, acquire, rehabilitate and improve for use by others, industrial or manufacturing plants in the territory in which its operations are principally to be conducted ("Benefited Territory") and to make loans. LDCs can provide financial assistance for the construction, acquisition, rehabilitation, improvement, and maintenance of facilities for others in its Benefited Territory. Specific LDC powers include the ability to: (i) disseminate information and furnish advice, technical assistance and liaison services to Federal, State and local authorities; (ii) to acquire by purchase, lease, gift, bequest, devise or otherwise, real or personal property; and (iii) to borrow money and to issue negotiable bonds, notes and other obligations. LDCs are empowered to sell, lease, mortgage or otherwise dispose of or encumber facilities or any real or personal property or any interest therein.

A copy of this specific legislation can be found at the following address:

[http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=\\$\\$NPC1411\\$\\$@TXNPC01411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW](http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=$$NPC1411$$@TXNPC01411+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW)

Buffalo Brownfields Restoration Corporation (BBRC)

BBRC is a corporation as defined in subparagraph (a)(5) of Section 102 of the Not-for-Profit Corporation Law of the State of New York and is a Type B corporation as defined in Section 201 of the Not-for-Profit Corporation Law. A copy of this legislation can be found at the following address:

<http://public.leginfo.state.ny.us/LAWSSEAF.cgi?QUERYTYPE=LAWS+&QUERYDATA=@LLNPC+&LIST=LAW+&BROWSER=EXPLORER+&TOKEN=35134270+&TARGET=VIEW>

11. Description of the Authority and its Board Structure:

i) Names of Committees and Committee Members:

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

ii) Lists of Board Meetings & Attendance:

A list of the 2017 Board meetings and Board attendance is outlined on Attachment 4.

iii) Description of major authority units, subsidiaries:

BUDC's Corporate Chart is included in Attachment 5.

iv) Number of Employees:

BUDC had three full-time employees in 2017. It also utilized employees of the Erie County Industrial Development Agency (ECIDA) to provide financial, administrative, and property management services on a fee basis. BUDC also retained interns to work on special projects.

v) Organizational Chart:

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

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

12. Bylaws:

The Bylaws for BUDC are posted on its website at

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

13. Listing of Material Changes in Operations and Programs:

There were no major material changes in BUDC operations and programs in 2017, but as indicated in Section 1 (Operations & Accomplishments), BUDC made significant strides in the Northland Beltline redevelopment area. More specifically, the renovation of 683 Northland (Northland Central) is approximately 50% complete as of March 21, 2018. The following is a brief synopsis of that project:

Northland Central is the complete rehabilitation of a vacant, 240,000 square foot industrial complex at 683 Northland Avenue in the City of Buffalo that will house the Northland Workforce Training Center and Buffalo Manufacturing Works.

The \$100 million Project is a signature initiative of Governor Andrew Cuomo's "Buffalo Billion" Investment Plan and Mayor Byron W Brown and is part of a larger regional plan to promote smart growth, workforce development, and economic development goals.

The Northland Workforce Training Center Project is a planned, approximately 80,000-square-foot facility that will house administrative space, classrooms, and industrial shops/labs designed to train and turn out highly-skilled members of the local workforce to meet the requirements of the twenty-first century advanced manufacturing and electric utility industries.

The Center will be created through an adaptive reuse of a portion of the historic industrial structure at 683 Northland Avenue (the former Niagara Machine & Tool Works) and is being financed through a partnership between Empire State Development, the New York Power Authority, and City of Buffalo. The Workforce Training Center will open in August 2018.

With technical support by the University at Buffalo's Regional Institute, ESD developed a business plan for the Center targeted to best provide workforce training opportunities to the traditionally most underrepresented groups in the City's workforce. The instructional staff/curricula components of the Center will be provided by three SUNY institutions (Erie Community College, Buffalo State College, and Alfred State College). ESD also selected Economic Development Group ("EDG") LLC—a not-for-profit consortium of Catholic Charities, Goodwill Industries, and Buffalo Niagara Manufacturing Alliance, and the Buffalo Urban League—to operate the Center and to provide access for wrap-around services for the Center's patrons.

The Northland Workforce Training Center is the initial anchor for Northland Central @ 683 Northland Avenue and the Northland Beltline Corridor Redevelopment Area. The second major anchor at Northland Central will be Buffalo Manufacturing Works, which will relocate from their current location to a state-of-the-art 55,000 square foot space within the building, adjacent to the Workforce Training Center. Buffalo Manufacturing Works provides technical assistance and access to specialty equipment to assist local manufacturers in their efforts to innovate. BMW will move into their space in the complex in June 2019.

As part of this effort, BMW's move to Northland would also involve a co-location with Insite Consulting, Next Street, and other potential partners to create a holistic suite of service providers for the benefit of local manufacturers. In turn, BMW's already-established STEM education Additive Manufacturing Learning Lab would be relocated and expanded in its new home at Northland, with a goal of ultimately training 200-300 students and teachers per year. These efforts will continue to complement efforts at the Workforce Training Center and other aligned efforts (e.g., Burgard's Advanced Manufacturing Program) on Buffalo's East Side to help create a pool of skilled talent to drive the local manufacturing economy.

There will be approximately 80,000 square feet of space available to advanced manufacturing and other companies wishing to locate to the complex at 683 Northland Avenue. The majority of the available space features high-bay (40' +) light-industrial space and below-market electrical rates. The proximity to the Northland WTC and BMW will provide companies leasing space in the complex with access to specialist manufacturing equipment, technical assistance and a future, trained workforce.

Northland Central is the anchor to the overall Northland Corridor Redevelopment effort, which will include re-use of an additional 300,000 square feet of industrial space,

construction of street and Right-of-Way improvements along Northland Avenue, public open space and public art. These investments in existing assets/infrastructure will increase development density in the City's core, encourage walkability and multi-modal transportation, connect disadvantaged communities with employment clusters, and attract private investment to further foster a vibrant, sustainable community in line with the Region's established smart growth principles. Northland is continuing to evolve as an innovation hub focused on advanced manufacturing and utilities, with a focus on encouraging job training and employment for East Side residents.

The combined project at Northland Central will exceed \$100 million. In addition to the grant funding from Empire State, NYPA and the City of Buffalo, additional financing is being provided by Citibank and Key Bank, through the use of Historic Preservation Tax Credits and New Market Tax Credits allocated through the National Trust Community Investment Corporation and Building America Community Development Entity. Key is providing bridge financing.

14. Four-Year Financial Plan:

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

15. Board Performance Evaluations:

The BUDC Board of Directors conducted a Board Performance Evaluation for 2017 and forwarded the results to the Authority Budget Office. The results of the survey are not subject to disclosure under Article six of the Public Officers Law.

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

Attachment 6 is a Procurement Report that will be filed under the PARIS system. The report outlines the assets and services purchased through competitive and non-competitive bidding for those procurements in excess of \$5,000.

17. Description of material pending litigation:

The audited financial statements for BUDC outline any material pending litigation. The audited financial statements are posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-corporate-reports>.

Certification Pursuant to Section 2800(3) of the Public Authorities Law

Pursuant to Section 2800 (3) of the Public Authorities Law, each of the undersigned officers of Buffalo Urban Development Corporation, does hereby certify with respect to the annual financial report of the Corporation (the "Annual Financial Report") posted on BUDC's website at <http://www.buffalourbandevelopment.com/budc-corporate-reports> that based on the officer's knowledge:

1. The information provided in the Annual Financial Report is accurate, correct and does not contain any untrue statement of material fact;
2. Does not omit any material fact which, if omitted, would cause the financial statements contained in the Annual Financial Report to be misleading in light of the circumstances under which such statements are made; and
3. Fairly presents in all material respects the financial condition and results of operations of the Corporation as of, and for, the periods presented in such financial statements.



Peter M. Cammarata
President

3/27/18

Date



Mollie Profic
Controller

3/27/18

Date

Buffalo Urban Development Corporation (BUDC)
2017 Mission Statement and Performance Measurements (w/ Results)
Date Approved: 3/28/2017

BUDC Mission Statement:

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

BUDC Performance Measurements:

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

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

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

Result: No additional properties were acquired in the last year, although a land swap with the City of Buffalo is being negotiated for completion in 2018.

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

Result: No additional phases of redevelopment were initiated that required Planning Board approval.

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

Result: On December 7, 2017, the State Board for Historic Preservation unanimously recommended the Niagara Machine and Tool Works Factory for listing on the New York State Register of Historic Places.

- Measurement:** Complete the design process and begin construction of the WNY Workforce Training Center, and renovation of 683 Northland.
- Result:** Construction and renovation of 683 Northland began on June 4, 2017.
- Measurement:** Close on financing for the 683 Northland/WTC Project, including Historic Preservation Tax Credits, Brownfield Cleanup Program Tax Credits, New Market Tax Credits, and construction bridge loan financing.
- Result:** The tax credit and bridge loan financing was closed on December 28, 2017.
- Measurement:** Negotiate and execute a lease agreement with the Economic Development Group for the Workforce Training Center.
- Result:** A lease was executed with Economic Development Group on December 27, 2017.
- Measurement:** Secure State funding, complete space planning, execute a lease and secure financing for Buffalo Manufacturing Works at 683 Northland Avenue.
- Result:** State funding under Buffalo Billion II (\$25M) has been secured and space planning has advanced into the design development stage. A Letter of Intent has been executed and a lease is being negotiated.
- Measurement:** Secure National Park Service Part I and II approvals for the 683 Northland/WTC Project.
- Result:** After a review by the SHPO, the National Parks Service (NPS) accepted a Historic Preservation Certification Application, Part 2 – Description of Rehabilitation on May 5, 2017. On July 25, 2017 and December 12, 2017 the NPS issued requests for additional information. A response was sent to NPS on 12/21/2017.
- Measurement:** Complete the Remedial Investigation and Remedial Work Plan for 683 Northland Avenue under the NYS Brownfield Cleanup Program.
- Result:** While we are awaiting the Decision Document on the RI/Alternatives Analysis Report and Remedial Action Work Plan (draft completed and submitted), the NYSDEC has continued to advance Interim Remedial Measures 1 & 2.
- Measurement:** Implement (continue) an effective M/WBE and Workforce Participation Program for the 683 Northland/WTC Project.
- Result:** As of December 2017, business utilization goals were trending at 28% MBE and 5.5% WBE. Workforce utilization was at 32% minority and 7% women.
- Measurement:** Begin to implement the Restore NY Grant Program, including the renovations of remaining buildings on the 537 E. Delavan Avenue site.

- Result:** Initial Renovations for 612 Northland were begun under the supervision of Kathy Kinan and Tom Mancuso. Schematic plans were initiated for the renovation of 541 E. Delavan, for Project Rainfall.
- Measurement:** Provide funding and other assistance as appropriate to begin construction of the Northland Avenue streets improvements project.
- Result:** In June of 2017, BUDC and the City of Buffalo executed a grant agreement which provides the City \$3.4M in funds for the Northland Ave. infrastructure improvements.
- Measurement:** Begin implementation of the Historic Preservation Mitigation measures agreed to with the State Historic Preservation Office within the Memorandum of Agreement (MOA).
- Result:** All MOA stipulations were followed in the demolition of the main plant building at 537 E. Delavan. All mitigation measures/efforts were followed for the remainder of the 537 E. Delavan property.
- Measurement:** Complete expenditure of \$4 million in City of Buffalo CDBG funds for the Northland Corridor.
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- Result:** As of December 31, 2017, \$3,173,303 of the \$3.2M of CDBG funds had been expended. During 2017, the CDBG amount had been reduced from \$4M to \$3.2M.
- Measurement:** Complete demolition of 537 E. Delavan Avenue and turn over the site to the NYSDEC for the initiation of the Order on Consent and Superfund remediation of the site.
- Result:** The demolition of the main plant building at 537 E. Delavan was completed in August 2017 and the NYSDEC was notified.
- Measurement:** Complete renovations or other actions necessary to bring other space within the Corridor to a ready-to-lease condition and lease additional space in the Corridor.
- Result:** A lease was signed with WNY Mortgage Field Services for space at 167 Winchester Ave.
- Measurement:** Continue the Community Outreach Program, with at least one additional Public Meeting and two additional Stakeholder Advisory Committee meetings, and additional community outreach, as appropriate such as newsletters, social media and individual outreach.
- Result:** Two Public Meetings were held in 2017 (January & July). The Stakeholder Advisory Committee met in May and the Section 106 Compliance Sub-Committee met twice. A Public Art Sub-Committee was also formed and met four times in 2017. Mustard Seed Worldwide Communications coordinated the publication of a newsletter and

individual outreach. Social media and website information was maintained.

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

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

Result: Approximately five (5) acres of land have been remediated at the Northland Beltline project. Approximately five (5) acres of additional land have been remediated at Parcel 4, at Buffalo Lakeside Commerce Park.

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

Result: Approximately 9,000 s.f. of 167 Winchester Ave. were rehabilitated to leasable condition.

Objective C: *Secure funds to continue to advance the Northland Corridor project.*

Measurement: Draw-down all funds related to the \$6.7M Grant Distribution Agreement (GDA) with Empire State Development (ESD) for the Corridor.

Result: As of December 31, 2017, approximately \$500,000 remain to be drawn down from the \$6.7M grant.

Measurement: Draw-down all funds related to the \$10.3M GDA with ESD for Corridor redevelopment.

Result: As of December 31, 2017, \$2.6M has been disbursed from the \$10.3M grant, with an additional \$3M having been deposited to the related Imprest Account.

Measurement: Finalize agreement with ESD for the third phase of funding for the WNY Workforce Training Center.

Result: ESD has approved a \$6M grant for equipment purchases for the WNY Workforce Training Center. A draft Grant Disbursement Agreement is being reviewed.

Measurement: Identify additional funding sources (i.e. grants and tax credits) and income opportunities for future phases of the Corridor project.

Result: Due to Buffalo Manufacturing Works being identified as a second anchor tenant at 683 Northland, a \$25M ESD grant has been approved for Phase II of the project. New Market Tax Credits were identified as another funding source for the 683 Northland project at a net value of \$4.6M. A \$4M application for NYS Restore V funds has been submitted for work at 541 E. Delavan and 777 Northland.

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

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

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

Result: Worked with four (4) prospects at BLCP

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

Result: At least ten (10) “earned” media appearances and well over five hundred (500) social media views.

Measurement: Construct and maintain infrastructure amenities to enhance the marketability of the BLCP properties.

Result: All infrastructure amenities at BLCP maintained including an update of bridge lighting.

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

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

Result: Assisted in identifying parcels of land in the Northland Beltline area and the Riverside area of Buffalo.

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

Result: At least six (6).

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

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

Result: All bid documents and request for proposals included the City’s participation goals. In addition, a ground-breaking Project Labor Agreement for Phase I construction at 683 Northland included a Community Benefit Agreement.

Goal: To support the revitalization of downtown Buffalo.

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

Measurement: A minimum of twenty (20) companies contacted.

Result: Over ninety (90) companies contacted.

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

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

Result: Coordinated financial assistance for seven (7) projects.

Objective C: Manage lending program as an incentive for adaptive re-use projects.

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

Result: One (1) loan approved and closed with several others in the pipeline.

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

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

Result: Assisted in coordinating improvements to the Genesee Gateway project which was completed in 2017. BUDC is also assisting in the planning and design of the Erie –Shelton Square Greenway project, which will improve a series of park spaces along Erie Street in downtown Buffalo.

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

Measurement: A minimum of six (6) temporary retailers and two (2) permanent retailers added to the downtown market area.

Result: Nine (9) retailers participated in 2017 Queen City Pop Up cycles. One (1) permanent retailer located in the downtown market area. Three (3) permanent retailers located in city-wide market area.

Objective F: Coordinate the publication, marketing, and distribution of the initial State of Downtown Report.

Measurement: A minimum of five hundred (500) copies distributed and two (2) “earned” media appearances.

Result: Coordinated with the Buffalo Niagara Partnership on the Downtown Housing Demand Study which will be released in 2018. BUDC will

coordinate with partners on a follow up edition of the initial Downtown Guide.

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

Measurement: At least two (2) presentations to business associations and professional/community groups on BBRP.

Result: Six (6) presentations to business associations and professional/community groups on BBRP.

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

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

Result: Nearly three hundred (300) units announced.

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

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

Result: Assisted property owners and/or City Department of Permits & Inspections with four (4) problem properties.

Objective J: Explore additional strategies and best practices for addressing problem properties.

Measurement: Prepare a “white paper” entitled City of Buffalo Problem Property Strategy Report.

Result: Prepared draft problem property strategy report for review by City of Buffalo.

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

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

Measurement: Keep property related costs within budget.

Result: All aspects of property management were maintained in 2017 and controlled within budget.

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

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

Result: Two (2) projects assisted in 2017 (Central Terminal & Northland Ave. infrastructure improvements).

Measurement: A minimum of \$100,000 of utility grants obtained for local projects.

Result: \$275,000 of utility grants obtained in 2017.

Additional Questions:

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

The Board discussed and approved the BUDC's mission statement at the March 28, 2017 Board meeting.

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

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

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

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

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

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

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

Yes, these questions and responses were discussed and approved by the Board at the March 28, 2017 Board meeting.



**Annual Report for Buffalo Urban Development Corporation
Fiscal Year Ending: 12/31/2017**

Run Date: 03/21/2018
Status: UNSUBMITTED

Annual Report for Buffalo Urban Development Corporation

Name	Title	Severance Package	Payment for Unused Leaves	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto Transportation	Transpor-tation Allow-ance	Housing Dependent Life Insurance	Spousal / Tuition Assistance	Multi-Year Employment	None or These Benefits	Other
Craig Elsenbeck,	Directors, Board of Directors												
Dennis W Mehaffy,	Board of Directors											X	
Brendan												X	

Staff

Name	Title	Severance Package	Payment for Unused Leaves	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto Transportation	Transpor-tation Allow-ance	Housing Dependent Life Insurance	Spousal / Tuition Assistance	Multi-Year Employment	None or These Benefits	Other
Cammarata, Peter	President											X	
Stebbins, David	Executive Vice President											X	

Buffalo Urban Development Corporation
Property Report
Year Ended: December 31, 2017

(Attachment #3)

Table 1. This is a listing of all real property owned by BUDC, or through its affiliates or subsidiaries, at December 31, 2017.

BUDC Facility	Address or Sess. of Property	Full Description of Property	Estimated FMV of Property
Buffalo Lakeside Commerce Park 115.35 Acres Moh-Burg Marketplace Buffalo, New York	80 Ship Canal Parkway 134 Ship Canal Parkway 158 Ship Canal Parkway 193 Ship Canal Parkway 235 Ship Canal Parkway 280 Ship Canal Parkway 310 Ship Canal Parkway 15 Laborer's Way 24 Laborer's Way 51 Laborer's Way 70 Laborer's Way 87 Laborer's Way 125 Laborer's Way 126 Laborer's Way	2.01 acres of vacant land 2.15 acres of vacant land 2.16 acres of vacant land 9.59 acres of vacant land 5.86 acres of vacant land 20.36 acres of vacant land 0.42 acre of vacant land 10.84 acres of vacant land 4.92 acres of vacant land 5.40 acres of vacant land 5.32 acres of vacant land 18.11 acres of vacant land 4.87 acres of vacant land 5.47 acres of vacant land 18.08 acres of vacant land	\$ 70,350 \$ 75,250 \$ 75,250 \$ 335,850 \$ 295,100 \$ 712,800 \$ 14,700 \$ 379,400 \$ 172,200 \$ 189,000 \$ 186,200 \$ 633,850 \$ 163,450 \$ 191,450 \$ 632,800
Northland Corridor			
35.22 Acres Rooms Being Maintained Buffalo, New York	537 East Delavan Avenue 577 Northland Avenue 631 Northland Avenue 644 Northland Avenue 655 Northland Avenue 684 Northland Avenue 683 Northland Avenue 688 Northland Avenue 690 Northland Avenue 741 Northland Avenue 767 Northland Avenue 777 Northland Avenue 126 Dutton Avenue 128 Dutton Avenue	10.52 acres of land w/ 75,000 s.f. of vacant buildings 0.68 acre of vacant land 2.62 acres of land w/ a 35,000 s.f. vacant building 0.25 acres of vacant land 1.26 acres of vacant land 0.05 acre of vacant land 7.27 acres of land w/ 238,000 s.f. of vacant buildings 1.85 acre of vacant land 0.18 acre of vacant land 4.84 acres of land w/ a 92,000 s.f. vacant building 0.18 acre of vacant land 4.14 acres of land w/ a 61,000 s.f. vacant building 0.38 acre of vacant land 0.29 acre of vacant land	\$ 150,000 \$ 22,600 \$ 580,000 \$ 3,800 \$ - \$ 12,600,000 \$ 27,400 \$ 2,600 \$ 60,000 \$ 2,700 \$ 50,000 \$ 5,500 \$ 6,200 \$ 2,100
Other Not Maintained, Buffalo	1322 South Park Avenue	0.08 acre of vacant land	\$ 2,100

Table 2. The following is a listing of personal property (with a fair market value (FMV) in excess of \$5,000) and all real property that was disposed of during 2017.

Address and Location of Property	Full Description of Property	Estimated FMV of Property	Name & Address of Purchaser	Date of Sale	Price Received by BUDC
791 Washington Street, Buffalo, New York	Abandoned Industrial building on 2.17 acres	\$ -	791 Washington Street, LLC 4 Centre Dr., Orchard Park, NY 14217	08/31/17	\$ 45,835.98

Table 3. The following is a listing of all real property that was acquired during 2017.

Address and Location of Property	Full Description of Property	Estimated FMV of Property	Name & Address of Seller	Date of Sale	Price Paid by BUDC
None					

2017 BUDC Board Meeting Attendance List

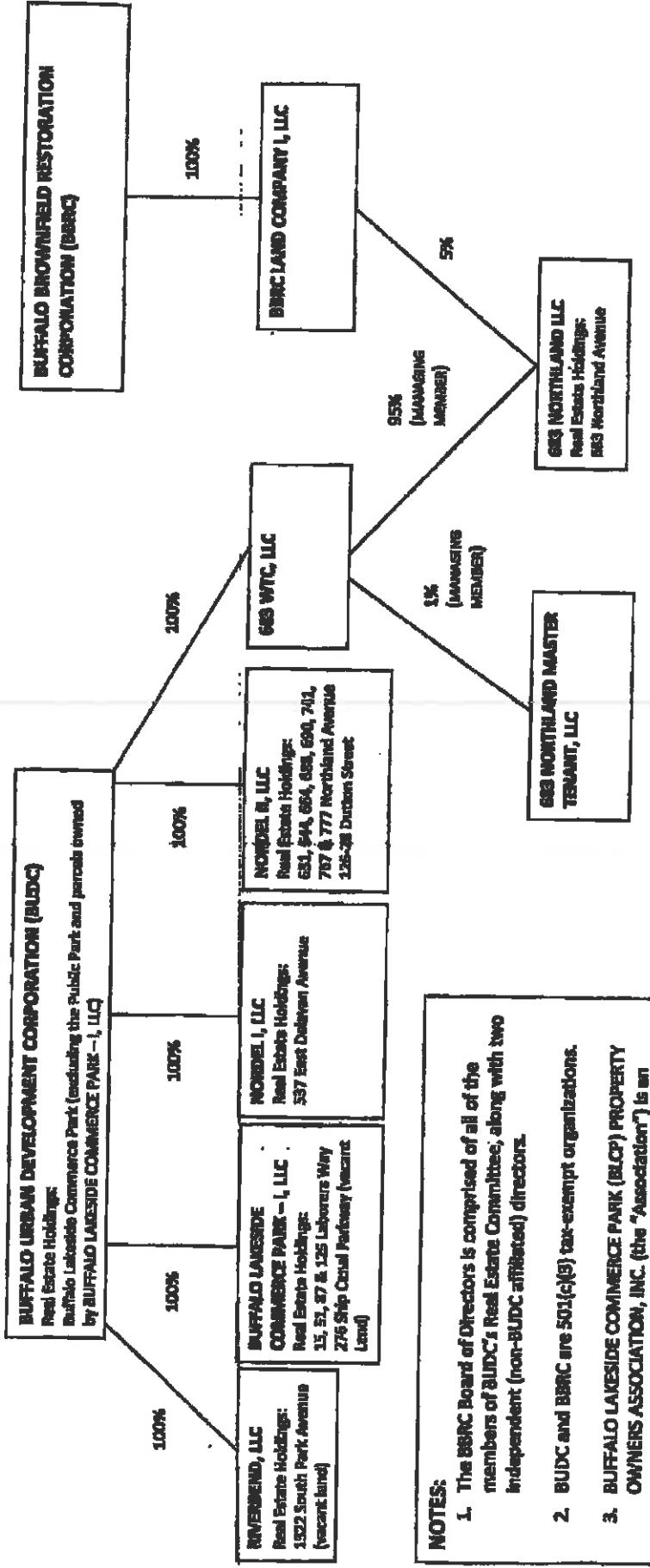
(Attachment #4)

X = Attended

Member	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Notes
	1/31/17	2/28/17	3/28/17	4/25/17	5/30/17	6/27/17	7/25/17	8/29/17	9/26/17	10/31/17	11/28/17	12/19/17	
Thomas Beauford	X	X	X		X	X	X	X	X	X	X	X	
Hon. Byron Brown	X	X	X	X	X	X	X	X	X	X	X	X	
Dottie Gallagher-Cohen	X	X	X	X	X	X	X	X	X	X	X	X	
James Comerford	X	X	X	X	X	X	X	X	X	X	X	X	
Janique Curry	X	X	X	X	X	X	X	X	X	X	X	X	
Dennis Eisenbeck	X	X	X	X	X	X	X	X	X	X	X	X	
Darby Fishkin							X	X	X	X	X	X	Term began 7/25/17
Thomas Hersey, Jr.	X	X	X	X	X	X	X	X	X	X	X	X	
Thomas Kucharski	X	X	X	X	X	X	X	X	X	X	X	X	
Brendan Mehaffy	X	X	X	X	X	X	X	X	X	X	X	X	
Kimberley Minkel	X	X	X	X	X	X	X	X	X	X	X	X	
David Nasca	X	X	X	X	X	X	X	X	X	X	X	X	
Benjamin Obletz	X	X	X	X	X	X	X	X	X	X	X	X	
Dennis Penman	X	X	X	X	X	X	X	X	X	X	X	X	
Rev. Darius Pridgen	X				X	X	X	X	X	X	X	X	
Christopher Schoepflin		X											
Craig Slater					X	X	X	X	X	X	X	X	
Steven Stepiak	X	X	X	X	X	X	X	X	X	X	X	X	
Maria Whyte	X	X	X	X	X	X	X	X	X	X	X	X	

Term ended 5/30/17

BUFFALO URBAN DEVELOPMENT CORPORATION
 Corporate Structure Chart
 As of January 1, 2013



Procurement Information:

Question	Response	URL (if applicable) http://www.buffalourbanddevelopment.com/budc-corporate-policies
1. Does the Authority have procurement guidelines?	Yes	
2. Are the procurement guidelines reviewed annually, amended if needed, and approved by the Board?	Yes	
3. Does the Authority allow for exceptions to the procurement guidelines?	No	
4. Does the Authority assign credit cards to employees for travel and/or business purchases?	No	
5. Does the Authority require prospective bidders to sign a non-collusion agreement?	Yes	
6. Does the Authority incorporate a summary of its procurement policies and prohibitions in its solicitation of proposals, bid documents or specifications for procurement contracts?	No	
7. Did the Authority designate a person or persons to serve as the authorized contact on a specific procurement, in accordance with Section 139-j(2)(a) of the State Finance Law, "The Procurement Lobbying Act"?	Yes	
8. Did the Authority determine that a vendor had impermissible contact during a procurement or attempted to influence the procurement during the reporting period, in accordance with Section 139-j(10) of the State Finance Law? If Yes, was a record made of this impermissible contact?	No	
9. Does the Authority have a process to review and investigate allegations of impermissible contact during a procurement, and to impose sanctions in instances where violations have occurred, in accordance with Section 139-j(9) of the State Finance Law?	Yes	



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

3480 Group, Inc.

Run Date: 03/21/2018
Status: UNSUBMITTED

1. Vendor Name: 3480 Group, Inc.

Type of Procurement: Design and Construction/Maintenance
Award Process: Non Contract Procurement/Purchase Order

Award Date: 08/16/2017
End Date: 04/30/2018
Amount: \$5,050
Amount Expended for Fiscal Year:

\$21,567.1

Fair market value:

Explain why the fair market value is less than the amount:

Type of Procurement:

Award Process:

Award Date:

End Date:

Amount:

Amount Expended for Fiscal Year:

Fair market value:

Explain why the fair market value is less than the amount:

Address Line1: 500 Seneca Street
Address Line2: Suite 4-2
City: BUFFALO
State: NY
Postal Code: 14204
Plus 4:
Province Region: USA
Country: USA

Procurement Description: Stabilization and Preparation construction services for public art wall at 541 East Delavan.

Address Line1: P.O. Box 561
Address Line2:
City: BUFFALO
State: NY
Postal Code: 14213
Plus 4:
Province Region: USA
Country: USA

Procurement Description: 612 Northland air monitoring during asbestos abatement.

Procurement Report for Buffalo Urban Development Corporation**Fiscal Year Ending: 12/31/2017****Procurement Transactions Listing:**

3. Vendor Name:

ACE Limited

4. Vendor Name:

Allianz

Type of Procurement:

Other Professional Services

Authority Contract - Competitive Bid

04/06/2016

04/06/2018

\$17,915.8

\$17,915.8

Award Process:

04/01/2017

04/01/2019

\$91,250

\$91,250

Award Date:

03/31/2019

End Date:

04/01/2019

Amount:

\$91,250

Amount Expended for Fiscal Year:

\$91,250

Fair market value:**Explain why the Fair market value is less than the amount:****Type of Procurement:**

Other Professional Services

Authority Contract - Competitive Bid

04/06/2016

04/06/2018

\$17,915.8

\$17,915.8

Fair market value:**Explain why the Fair market value is less than the amount:**Address Line1:
Address Line2:
City:
State:
Postal Code:
Plus 4:
Province Region:

Country:

436 Walnut Street

PHILADELPHIA

PA

19106

Property Insurance Policy for World II Properties (except for 777 Northland Properties).

USA

Procurement Description:
Properties (except for 777 Northland Properties).II
683 Northland LLC and 683 WTC LLCAddress Line1:
Address Line2:
City:
State:
Postal Code:
Plus 4:
Province Region:
Country:Other Professional Services
Authority Contract - Competitive Bid
Award Process:
Award Date:
End Date:
Amount:
Amount Expended for Fiscal Year:
Fair market value:

Other Professional Services

Authority Contract - Competitive Bid

04/01/2017

03/31/2019

\$91,250

\$91,250

04/01/2019

\$91,250

Builders risk insurance policies for the 683 Northland LLC properties.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

5. Vendor Name:

American Rated Cable & Communications, Inc.

6. Vendor Name:

Berkley Regional Specialty Insurance

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement: Design and Construction/Maintenance
Authority Contract - Competitive Bid
Award Process: 01/11/2017
Award Date: 03/31/2017
End Date:
Amount: \$19,000
Amount Expended for Fiscal Year:
Year:
Fair market value:

Explain why the fair market value is less than the amount:
value is less than the amount:

Type of Procurement:
Award Process:
Award Date:
End Date:
Amount:
Amount Expended for Fiscal Year:
Year:
Fair market value:

Explain why the fair market value is less than the amount:
value is less than the amount:

Address Line1: 790 E. Delevan Avenue
Address Line2:
City: BUFFALO
State: NY
Postal Code: 14215
Plus 4:
Province/Region:
Country: USA

Procurement Description:

Electrical sub-station repairs.

Address Line1: 7233 East Butcher's Drive
Address Line2:
City: SCOTTSDALE
State: AZ
Postal Code: 85260

Province/Region:
Country: USA

Procurement Description:

General new business insurance and umbrella new business insurance policies for Nordel I.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listings:

9. Vendor Name:

Buffalo Business First

10. Vendor Name:

Bynum Brothers, LLC

Run Date: 03/21/2018
Status: UNSUBMITTED

Type of Procurement: Other
Award Process: Non Contract Procurement/Purchase Order
Award Date:
End Date:
Amount:
Amount Expended for Fiscal Year:
Year:
Fair market value:

Explain why the fair market value is less than the amount:

Type of Procurement:

Award Process:

Award Date:

End Date:

Amount:

Amount Expended for Fiscal Year:

Fair market value:

Explain why the fair market value is less than the amount:

Address Line1:
Address Line2:
City:
State:
Postal Code:
Plus 4:
Province Region:
Country:
USA

14016 Collections Center Drive

CHICAGO
IL
60693

Procurement Description:
Various targeted ad campaign where Business First is a unique provider.

Address Line1:
Address Line2:
City:
State:
Postal Code:
Plus 4:
Province Region:
Country:
USA

Design and Construction/Maintenance Authority Contract - Competitive Bid
10/02/2017
04/30/2018
\$130,706
\$130,706

Procurement Description:

612 Northland roof replacement.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

11. Vendor Name: Central Terminal Restoration Corp.

Run Date: 03/21/2018

Status: UNSUBMITTED

12. Vendor Name: Citizens Alliance, Inc.

Type of Procurement:	Consulting Services	Type of Procurement:	Design and Construction/Maintenance
Award Process:	Non Contract Procurement/Purchase Order	Award Process:	Competitive Bid
Award Date:		Award Date:	04/21/2017
End Date:		End Date:	11/30/2017
Amount:		Amount:	\$10,000
Amount Expended for Fiscal Year:	\$50,000	Amount Expended for Fiscal Year:	\$16,825
Fair market value:		Fair market value:	
Explain why the fair market value is less than the amount:		Explain why the fair market value is less than the amount:	
Address Line1:	495 Paderewski Drive	Address Line1:	836 East Delevan Avenue
Address Line2:		Address Line2:	
City:	BUFFALO	City:	
State:	NY	State:	
Postal Code:	14212	Postal Code:	
Plus 4:		Plus 4:	
Province Region:		Province Region:	
Country:	USA	Country:	USA
Procurement Description:	Assist in funding Urban Land Institute Study for central terminal.	Procurement Description:	Landscaping services for Northland properties.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing

13. Vendor Name:

Community Action Organization of Erie

County, Inc.

Type of Procurement:

Design and Construction/Maintenance

Authority Contract - Competitive Bid

11/01/2016

04/30/2017

\$27,000

\$21,600

Amount Expended for Fiscal

Year:

Fair market value:

Explain why the fair market

value is less than the amount:

14. Vendor Name:

Kibers Landscape Service

Type of Procurement:

Award Process:

Competitive Bid

Award Date:

11/10/2014

End Date:

10/31/2017

Amount:

\$121,410

Amount Expended for Fiscal

Year:

Fair market value:

Explain why the fair market

value is less than the amount:

Address Line1:

45 Jewett

Address Line2:

BUFFALO

City:

NY

State:

14214

Postal Code:

Plus 4:

Province/Region:

Country:

USA

Northland beltline campus snowplowing

Procurement Description:

services.

Type of Procurement:

Authority Contract

Competitive Bid

11/10/2014

10/31/2017

\$121,410

\$48,153.93

Year:

Country:

USA

Landscape and lawn mowing services
for Buffalo Lakeside Commerce Park.

Run Date: 03/21/2018

Status: UNSUBMITTED



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

15. Vendor Name:

Erie County Industrial Development
Agency

16. Vendor Name:

Ferguson Electric Service Company, Inc.

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement: Staffing Services
Award Process: Non Contract Procurement/Purchase Order

Award Date: End Date:

Amount: \$137,029.85
Amount Expended for Fiscal Year:

Fair market value:

Explain why the fair market value is less than the amount:

Type of Procurement: Other
Non Contract Procurement/Purchase Order

Award Process: Award Date:

End Date:

Amount: \$63,211.67
Amount Expended for Fiscal Year:

Fair market value:

Explain why the fair market value is less than the amount:

Address Line1: 95 Perry Street
Address Line2: Suite 403
City: BUFFALO
State: NY
Postal Code: 14203
Plus 4:
Province Region:
Country: USA

Address Line1: 321 Ellicott Street
Address Line2:
City: BUFFALO
State: NY
Postal Code:
Plus 4:
Province Region:
Country:

Procurement Description: Management fees for Erie County TDA staff and rent for office space.

Procurement Description:

Emergency repair of power line break.



City of Buffalo Reporting System

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

Run Date: 03/21/2018

Status: UNSUBMITTED

Gilbane Building Company

17. Vendor Name:

Type of Procurement: Design and Construction/Maintenance
Authority Contract - Competitive Bid
Award Process: 01/13/2017
Award Date: 06/30/2018
End Date:
Amount: \$5,402,349.21
Amount Expended for Fiscal Year:
Year: \$5,402,349.21

Fair market value:

Explain why the fair market value is less than the amount:
value is less than the amount:

Type of Procurement:

Legal Services

Authority Contract - Non-Competitive Bid

01/03/2005

Award Process:

01/03/2005

Award Date:

End Date:

Amount:

Amount Expended for Fiscal

Year:

Fair market value:

Explain why the fair market value is less than the amount:

Address Line1: 7 Jackson Walkway
Address Line2:
City: PROVIDENCE
State: RI
Postal Code: 02903
Plus 4:
Province Region:
Country: USA

Procurement Description: Construction management services for 683 Northland.

Procurement Description: Legal Services

Address Line1: 1300 Liberty Building
Address Line2:
City: BUFFALO
State: NY
Postal Code: 14202
Plus 4:
Province Region:
Country: USA



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

19. Vendor Name:

Invest Buffalo Niagara

20. Vendor Name:

Kathleen M. Kinan, Architect

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement:	Other Professional Services	Type of Procurement:	Design and Construction/Maintenance
Award Process:	Non Contract Procurement/Purchase Order	Award Process:	Authority Contract - Non-Competitive Bid
Award Date:		Award Date:	05/31/2017
End Date:		End Date:	12/31/2018
Amount:		Amount:	\$36,153
Amount Expended for Fiscal	\$10,000	Amount Expended for Fiscal	\$7,103.18
Year:		Year:	
Fair market value:		Fair market value:	\$36,153
Explain why the fair market value is less than the amount:		Explain why the fair market value is less than the amount:	
Type of Procurement:	257 West Genesee Suite 600	Type of Procurement:	289 Lexington Avenue
Award Process:	BUFFALO	Award Process:	Address Line1: Address Line2: City: State: Postal Code: Plus 4: Province Region: Country:
Award Date:	NY	Award Date:	Address Line1: Address Line2: City: State: Postal Code: Plus 4: Province Region: Country:
End Date:	14202	End Date:	Address Line1: Address Line2: City: State: Postal Code: Plus 4: Province Region: Country:
Amount:		Amount:	Address Line1: Address Line2: City: State: Postal Code: Plus 4: Province Region: Country:
Amount Expended for Fiscal		Amount Expended for Fiscal	Address Line1: Address Line2: City: State: Postal Code: Plus 4: Province Region: Country:
Year:		Year:	Address Line1: Address Line2: City: State: Postal Code: Plus 4: Province Region: Country:
Fair market value:		Fair market value:	Address Line1: Address Line2: City: State: Postal Code: Plus 4: Province Region: Country:
Explain why the fair market value is less than the amount:		Explain why the fair market value is less than the amount:	
Procurement Description:	Annual contribution resulting in in-kind marketing services.	Procurement Description:	Project management for 612 Northland,



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

21. Vendor Name:

Kinsale Insurance Company

22. Vendor Name:

Lincoln Life & Annuity Company of NY

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement:
Other Professional Services
Authority Contract - Competitive Bid
Award Process:
01/01/2017
Award Date:
12/31/2017
End Date:
\$8,174.91
Amount:
\$8,174.91
Amount Expended for Fiscal
Year:
Fair market value:
Explain why the fair market
value is less than the amount:

Explain why the fair market
value is less than the amount:

Type of Procurement:
Other Professional Services
Authority Contract - Competitive Bid
Award Process:
01/01/2017
Award Date:
12/31/2017
End Date:
\$6,868.81
Amount:
\$6,868.81
Amount Expended for Fiscal
Year:
Fair market value:
Explain why the fair market
value is less than the amount:

Address Line1:
2221 Edward Holland Drive
Address Line2:
Suite 600
City:
RICHMOND
State:
VA
Postal Code:
23230
Plus 4:
Province Region:
Country:
USA

P.O. Box 7247-0347
Address Line1:
Address Line2:
City:
PHILADELPHIA
State:
PA
Postal Code:
19170

Procurement Description:
Umbrella insurance policies for NorDel
II, 683 Northland LLC and 683 WTC LLC
properties.

Procurement Description:
Dental, long-term disability, and life
insurance policies for BUPC employees.

Other
Authority Contract - Competitive Bid
01/01/2017
12/31/2017
\$6,868.81
\$6,868.81

Address Line1:
Address Line2:
City:
State:
Postal Code:
Plus 4:
Province Region:
Country:
USA



Procurement Report for Buffalo Urban Development Corporation

Run Date: 03/21/2018

Status: UNSUBMITTED

Fiscal Year Ending: 12/31/2017Procurement Transactions Listing:

23. Vendor Name: Liro Engineers, Inc.

24. Vendor Name:

LoVullo Associates

Type of Procurement:

Consulting Services

Authority Contract - Competitive Bid

02/27/2015

12/31/2018

\$450,000

\$205,680.67

Amount Expended for Fiscal Year:

Fair market value:

Explain why the fair market value is less than the amount:

Type of Procurement:

Award Process:

Authority Contract - Competitive Bid

01/01/2017

12/31/2017

\$35,302.01

\$35,302.01

Year:

Fair market value:

Explain why the fair market value is less than the amount:

Address Line1:
Address Line2:

City: BUFFALO

State: NY

Postal Code: 14209

Plus 4:

Province/Region:

Country: USA

Procurement Description:
Procurement Description:

Consultant services for Northland Corridor Project.

Address Line1:
Address Line2:

City: DEPEN

State: NY

Postal Code: 14043

Plus 4:

Province/Region:

Country: USA

Procurement Description:
Procurement Description:

Property, liability and umbrella insurance policies for the Nordel I properties.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

25. Vendor Name:

Lumsden McCormick, LLP, CPA

26. Vendor Name:

Mancuso Management, Inc.

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement: Financial Services
Award Process: Authority Contract - Competitive Bid
Award Date: 09/25/2012
End Date: 03/31/2017
Amount: \$9,900
Amount Expended for Fiscal Year:
\$9,900

Fair market value:

Explain why the fair market value is less than the amount:
value is less than the amount:

Type of Procurement:

Award Process:

Award Date:

End Date:

Amount:

Amount Expended for Fiscal Year:

\$9,900

Fair market value:

Explain why the fair market value is less than the amount:
value is less than the amount:

Type of Procurement:

Other

Authority Contract

Competitive Bid

Award Date:

08/01/2015

End Date:

07/31/2018

Amount:

\$109,400

Amount Expended for Fiscal Year:

\$34,989.34

Address Line1: Cyclorama Building
Address Line2: 369 Franklin Street
City: BUFFALO
State: NY
Postal Code: 14202
Plus 4:
Province Region: USA
Country: USA

Procurement Description: Audit and tax services.

Address Line1: 56 Harvester Avenue
Address Line2:
City: BATAVIA
State: NY
Postal Code: 14020
Plus 4:
Province Region: USA
Country: USA

Procurement Description: Property management services for Northland Properties.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

27. Vendor Name: Maxum Specialty Insurance Group

Run Date: 03/21/2016

Status: UNSUBMITTED

Type of Procurement:	Other Professional Services	Type of Procurement:	Consulting Services
Award Process:	Authority Contract - Competitive Bid	Award Process:	Non Contract Procurement/Purchase Order
Award Date:	04/01/2017	Award Date:	
Bid Date:	03/31/2019	End Date:	
Amount:	\$129,753.45	Amount:	
Amount Expended for Fiscal Year:	\$129,753.45	Amount Expended for Fiscal Year:	\$17,792.2
Fair market value:		Fair market value:	
Explain why the fair market value is less than the amount:		Explain why the fair market value is less than the amount:	
Address Line1:	3655 North Point Parkway	Address Line1:	2495 Main Street
Address Line2:	Suite 500	Address Line2:	suite 432
City:	ALPHARETTA	City:	BUFFALO
State:	GA	State:	NY
Postal Code:	30005	Postal Code:	14214
Plus 4:		Plus 4:	
Province/Region:		Province/Region:	
Country:	USA	Country:	USA
Procurement Description:	General liability insurance policies for the 683 Northland LLC properties	Procurement Description:	Geotech testing at 683 Northland.

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions List

29. Vendor Name: National Fuel

30. Vendor Name: National Grid

Run Date: 03/21/2018
Status: UNSUBMITTED

Type of Procurement: Other
Award Process: Non Contract Procurement/Purchase Order
Award Date:
End Date:
Amount: \$72,353.45
Amount Expended for Fiscal Year:
Fair market value:
Explain why the fair market value is less than the amount:
value is less than the amount:

Type of Procurement: Other
Award Process: Non Contract Procurement/Purchase Order
Award Date:
End Date:
Amount: \$19,342.36
Fair market value:
Explain why the fair market value is less than the amount:
PO Box 11742
Address Line1: P.O. Box 371835
Address Line2: PITTSBURGH
City: PA
State: 15250
Postal Code:
Plus 4:
Province Region: USA
Country: USA
Procurement Description: Re-establishment of natural gas service to 683 Northland.
Procurement Description: Procurement Description: Electrical utility service for Northland Corridor and Buffalo Lakeside Commerce Park.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

31. Vendor Name:

Oneida Sales & Service

32. Vendor Name:

Pathfinder Engineers & Architects, LLP

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement: Design and Construction/Maintenance
Authority Contract - Competitive Bid
Award Process: Authority Contract - Non-Competitive Bid
Award Date: 06/30/2016
End Date: 12/31/2017
Amount: \$21,188
Amount Expended for Fiscal Year:
Year: \$37,192.5
Fair market value: \$21,188

Explain why the fair market value is less than the amount:

Address Line1: 155 Commerce Drive
Address Line2: 134 South Fitzhugh Street
City: BUFFALO
State: NY
Postal Code: 14218
Plus 4:
Province/Region: USA
Country: USA
Procurement Description: 612 Northland asbestos abatement.

Address Line1: 134 South Fitzhugh Street
Address Line2:
City: ROCHESTER
State: NY
Postal Code: 14608
Province/Region:
Country: USA
Procurement Description: Energy modeling technical assistance for the 683 Northland project.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

33. Vendor Name:

Philadelphia Insurance Company

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement: Other Professional Services
Authority Contract - Competitive Bid
Award Process: Award Process:
Award Date: 01/01/2017
End Date: 12/31/2017
Amount: \$12,210
Amount Expended for Fiscal Year:
\$12,210

Fair market value:

Explain why the fair market value is less than the amount:
Insurance policy for BUDC directors and officers.

Type of Procurement:

Award Process:

Award Date:

End Date:

Amount:

Amount Expended for Fiscal Year:

Fair market value:

Explain why the fair market value is less than the amount:

Address Line1: PO Box 70251
Address Line2: PHILADELPHIA
City: PA
State: 19176
Postal Code:
Plus 4:
Province Region:
Country: USA

Address Line1: One Canalside
Address Line2: 125 Main Street
City: BUFFALO
State: NY
Postal Code: 14203
Plus 4:
Province Region:
Country: USA

Procurement Description: Insurance policy for BUDC directors and officers.

Procurement Description:

Legal Services Authority Contract - Competitive Bid
06/05/2015
06/30/2017
\$29,600
\$6,238.65
USA
SKQR.

Legal Services Authority Contract - Competitive Bid
06/05/2015
06/30/2017
\$29,600
\$6,238.65
USA
SKQR.

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

35. Vendor Name:

R-T Specialty, LLC

36. Vendor Name:

Roscroft Property Management, LLC

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement:
Other Professional Services
Authority Contract - Competitive Bid
Award Process:
09/20/2017
Award Date:
09/20/2018
End Date:
\$35,231
Amount:
Amount Expended for Fiscal
Year:
Fair market value:

Explain why the fair market
value is less than the amount:

Address Line 1:
180 N. Stetson Avenue
Suite 4600
CHICAGO
IL
Postal Code:
60601
Plus 4:
Province Region:
Country:
USA

Address Line 1:
427 Shirely Avenue
Address Line 2:
BUFFALO
City:
NY
State:
Postal Code:
14215
Plus 4:
Province Region:
Country:
USA

Procurement Description:
General new business insurance,
builders risk insurance, and general
liability insurance policies for the
Norfolk I properties.

Procurement Description:

Design and Construction/Maintenance
Authority Contract - Competitive Bid
11/01/2017
04/30/2018
End Date:
\$7,488
Amount:
Amount Expended for Fiscal
Year:
Fair market value:

Explain why the fair market
value is less than the amount:

Northland beltline campus snowplowing
services.



CITY OF BUFFALO
Buffalo Municipal Disbursement System

Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

37. Vendor Name: Sandra White/Mustard Seed World Consulting

Type of Procurement: Consulting Services
Award Process: Authority Contract - Competitive Bid
Award Date: 03/01/2015
End Date: 12/31/2018
Amount: \$25,500
Amount Expended for Fiscal Year:
Year: \$22,652.5

Fair market value:

Explain why the fair market value is less than the amount:
value is less than the amount:

Address Line1: 334 East Utica Street
Address Line2: BUFFALO
City: NY
State: 14208
Postal Code:
Plus 4:
Province Region:
Country: USA

Procurement Description:

Marketing services for Northland Corridor project.

Address Line1: 8877 N. Gainey Center

Address Line2: SCOTTSDALE
City: AZ
State: 85258
Postal Code:
Plus 4:
Province Region:
Country: USA

Procurement Description: Liability insurance policy for the Nordel II and 683 WTC LLC properties.

Run Date: 03/21/2018

Status: UNSUBMITTED



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

39. Vendor Name: The Hartford Insurance

Run Date: 03/21/2018

Status: UNSUBMITTED

Type of Procurement:

Other Professional Services
Authority Contract - Competitive Bid
01/01/2017
12/31/2017
End Date:
Amount:
Amount Expended for Fiscal
Year:
Fair market value:

Explain why the fair market
value is less than the amount:

Type of Procurement:

Award Process:
Authority Contract - Competitive Bid
06/20/2017
12/31/2017
End Date:
Amount:
Amount Expended for Fiscal
Year:
Fair market value:

Explain why the fair market
value is less than the amount:

Address Line1:
Address Line2:
City:
State:
Postal Code:
Plus 4:
Province Region:
Country:
USA

P.O. Box 660916
DALLAS
TX
75266
Plus 4:
Province Region:
Country:
USA

Property, auto, liability, and umbrella
insurance policy for Buffalo Lakeside
Commerce Park, Ship Canal Commons, and
BUDC offices and Workers' Compensation
insurance policy.

Type of Procurement:
Award Process:
Authority Contract - Competitive Bid
06/20/2017
12/31/2017
End Date:
Amount:
Amount Expended for Fiscal
Year:
Fair market value:

Explain why the fair market
value is less than the amount:

Address Line1:
Address Line2:
City:
State:
Postal Code:
Plus 4:
Province Region:
Country:
USA

Design and Construction/Maintenance
Authority Contract - Competitive Bid
06/20/2017
12/31/2017
End Date:
\$34,181.38
Amount:
\$34,181.38
Year:
Fair market value:

Explain why the fair market
value is less than the amount:

1 Otis Place
Suite 2
BUFFALO
NY
14209
USA

Debris removal contract for 612
Northland.



Procurement Report for Buffalo Urban Development Corporation

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

41. Vendor Name:

Watts Architecture & Engineering

Type of Procurement:

Award Process:

Award Date:

04/19/2016

Bid Date:

12/31/2018

Amount:

\$2,672,344.68

Amount Expended for Fiscal

Year:

Fair market value:

Explain why the fair market
value is less than the amount:

Design and Construction/Maintenance

Authority Contract - Competitive Bid

Address Line1:

95 Perry Street

Suite 300

CITY:

BUFFALO

State:

NY

Postal Code:

14203

Plus 4:

Province/Region:

Country:

USA

All design services for Phase I and
Phase II at 683 Northland and 541 East
Delevan.

Procurement Description:

Run Date: 03/21/2018

Status: UNSUBMITTED

Procurement Report for Buffalo Urban Development Corporation

Run Date: 03/21/2018

Status: UNSUBMITTED

Fiscal Year Ending: 12/31/2017

Procurement Transactions Listing:

Additional Comments: