
NORLIC ANNUAL REPORT 2019



ANNUAL REPORT 2019
NIAGARA ORLEANS REGIONAL LAND IMPROVEMENT CORPORATION
6311 INDUCON CORPORATE DRIVE
SANBORN, NY 14132
www.niagaraorleanslandbank.com

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Board of Directors, Officers, & Staff

Board of Directors & Officers

Richard Updegrove, Chairman

Brian Smith, Vice-Chairman

Thomas DeSantis, Secretary

Michael Casale, Director

Robert DePaolo, Director

Kyle Andrews, Director

Lynne Johnson, Director

Per NORLIC's by-laws and rules and procedures, the directors of the corporation consist of the individuals holding the following positions:

Niagara County Manager

Commissioner of Economic Development, Niagara County

Niagara County Treasurer

Orleans County Executive

Mayor, City of Niagara Falls, or appointee

Mayor, City of North Tonawanda, or appointee

Mayor, City of Lockport, or appointee

NORLIC Staff

Executive Director – Andrea Klyczek

Treasurer – Amy Fisk

Recording Secretary – Jaqueline Minicucci

NORLIC staff are employees of Niagara County. NORLIC reimbursed the County \$2,603.00 for the administrative work performed by the recording secretary.

NORLIC Corporation, Mission Statement and List of Measurements

This report has been prepared in compliance with the Public Authorities Reform Act of 2009. The Niagara Orleans Regional Land Improvement Corporation (NORLIC) is a non-profit entity authorized under New York State's Land Bank Act (Article 16 of the Not-for-Profit Corporation Law), which passed in 2011. NORLIC was formed in November 2017, it is not a county agency but operates in close affiliation with Niagara and Orleans County, as well as, the cities of Niagara Falls, Lockport and North Tonawanda governments via a memorandum of understanding.

Funding for NORLIC is shared by the members and through the proceeds from the sale of properties. NORLIC also applied for grant funding from the New York State Attorney General's Office, administered by Enterprise Community Partners. NORLIC's fiscal year follows the calendar year, running from January 1st to December 31st of each year.

The **mission** of the Niagara Orleans Regional Land Improvement Corporation (NORLIC) is a municipal partnership that works with communities to acquire vacant and abandoned properties. NORLIC's efforts will return abandoned properties to productive use, creating a better community for future generations.

To accomplish this mission NORLIC has **measurable performance goals** which guide the board and are followed by staff.

- Reduce the number of tax delinquent and environmentally challenged properties within Niagara and Orleans County
- Return tax delinquent parcels to the tax rolls
- Market and sell tax-delinquent properties to qualified and responsible buyers
- Transfer tax liens from the County to NORLIC

2019 Operations and Accomplishments

During the 2019 fiscal year (January 1, 2019 to December 31, 2019), NORLIC acquired ten properties. NORLIC finalized the rehabilitation of two properties, engaged responsible homeowners to begin the rehabilitation for five additional homes and demolished two others. NORLIC has facilitated the environmental testing of one commercial property and has engaged the New York Department of Environmental Conservation (NYDEC) to enter into an agreement to address properties that have environmental concerns.

Two of the completed rehabilitation projects are presented below.

250 Miller Street, City of North Tonawanda

The City of North Tonawanda removed 250 Miller St from their tax foreclosure auction, requesting NORLIC to facilitate a complete renovation of the property. The City expressed a strong desire for the property to become an owner-occupied residence. NORLIC marketed the property and received three offers. NORLIC selected a purchaser with a background in construction, who was committed to the redevelopment of the property. Rehabilitation was completed within eight months. NORLIC inspected the property to ensure the pledged level of investment had been completed, following the inspection, NORLIC authorized the removal of the development enforce lien. The property is now occupied by a Niagara County Sheriff, which has provided additional stability to the neighborhood.



2019 Operations and Accomplishments

601 Moore St., Albion

NORLIC took possession of the Moore Street property during the second quarter of 2019 and was able to sell it to a responsible owner within thirty days. The current owner is a U.S. Military veteran whose background includes engineering and vast experience with residential construction/reconstruction. The owner's application was selected, in part, because there was a commitment made to completely rehabilitate the property. This project is nearing completion and NORLIC staff will be inspecting the property in the coming weeks.



2019 Operations and Accomplishments

48 Prentice St., Lockport & 544 E. State St., Albion

NORLIC took possession of 48 Prentice Street, Lockport and 544 E. State Street, Albion, for the purpose of demolition. NORLIC issued an RFP for the demolition and was able to utilize grant funding to remove the blighted structures. The municipalities condemned the properties allowing us to perform controlled demolitions. The neighbors were notified of the action plan and were offered the opportunity to purchase the vacant lot. NORLIC counsel is in the process of completing the transaction of sale.



Real Property Owned or Disposed by the Corporation in 2019

PROPERTY STATUS SPREADSHEET

Address	Planned Activity	Acquisition Date	Method	Acquisition Cost	Fair Market Value (above \$15,000)	Disposition Process	Disposition Date	Total Development Cost	Total Enterprise Funds	Sale Price
Hasely Drive, Town of Niagara	Phase II	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$9,988.62	TBD
440 - 10th Street, Niagara Falls	Demolition	12/30/2019	Direct sale from municipality	\$1.00	N/A	TBD	TBD	N/A	TBD	TBD
462 - 10th Street, Niagara Falls	Acquisition - Sale	12/30/2019	Direct sale from municipality	\$1.00	N/A	TBD	TBD	N/A	TBD	TBD
929 Ferry Avenue, Niagara Falls	Demolition	12/30/2019	Direct sale from municipality	\$1.00	N/A	TBD	TBD	N/A	TBD	TBD
120 West Bank Street, Albion	Demolition	1/21/2020	Direct sale from municipality	\$1.00	N/A	TBD	TBD	N/A	\$22,630.00	TBD
48 Prentice Street, Lockport	Demolition	11/22/2019	Direct sale from municipality	\$1.00	N/A	Sold to Neighbor	In Process	N/A	\$22,630.00	\$1,000.00
250 Miller North, Tonawanda	Acquisition - Sale	11/27/2018	Direct sale from municipality	\$1.00	\$30,000	For Sale by NORLIC-applicants	3 11/27/2018	Purchaser investment \$25,000	\$0.00	\$21,000.00
171 Niagara Lockport	Acquisition - Sale	3/14/2019	Direct sale from municipality	\$1.00	N/A	For Sale by NORLIC-applicants	6 7/24/2019	Purchaser Investment \$45,600	\$0.00	\$5,200.00
429 Roger Ave. North, Tonawanda	Acquisition-Rehab- Sale	4/26/2019	Direct sale from bank	\$1.00	\$110,000	For Sale by NORLIC-applicants	9 6/25/2019	NORLIC Investment \$24,245	\$0.00	\$106,500.00
162 Vandervoort North, Tonawanda	Acquisition - Sale	4/26/2019	Direct sale from municipality	\$1.00	N/A	For Sale by NORLIC-applicants	4 10/18/2019	Purchaser Investing \$104,800	\$0.00	\$18,000.00
511 Ninth St. Niagara Falls	Acquisition - Sale	4/26/2019	Direct sale from municipality	\$1.00	N/A	For Sale by NORLIC-applicant	1 8/2/2019	Purchaser Investing \$75,400	\$0.00	\$10,000.00
417 Ferry Avenue, Niagara Falls	Acquisition - Sale	4/26/2019	Direct sale from municipality	\$1.00	N/A	For Sale by NORLIC-applicant	1 12/10/2019	Purchaser Investing \$39,400	\$0.00	\$8,900.00
601 Moore St. Albion	Acquisition - Sale	6/28/2019	Direct sale from municipality	\$1.00	N/A	For Sale by NORLIC-applicant	1 10/11/2019	Purchaser Investing \$70,000	\$0.00	\$15,000.00
544 E. State Street, Albion	Vacant lot for resale	2/19/2020	Direct sale from municipality	\$1.00	N/A	For Sale by NORLIC	N/A	N/A	\$0.00	TBD

Grants

Enterprise Community Partners

In December of 2019 NORLIC was awarded a \$500,000 grant. NORLIC has been working with the municipalities to identify qualified projects. NORLIC has used grant funding to perform Phase II testing on a tax delinquent industrial site and has entered into an agreement with Belmont Housing Resources for WNY. Belmont has assisted NORLIC in estimating total project costs and will also serve as the general contractor for any rehabilitation projects that NORLIC accepts.

Stabilization Trust

On January 1, 2019 the National Community Stabilization Trust, donated 429 Roger Ave., North Tonawanda, through the Mr. Cooper program. The property was donated for \$1.00, accompanying this donation was a grant award in the amount of \$16,000 for façade upgrades. NORLIC solicited bids for the upgrades, awarded the contract and dispersed the grant funds for payment. Following the upgrades, NORLIC listed the property for sale, receiving nine offers and sold the property for \$106,500.00.

Financial Activity

Adjusting Journal Entries (EFPR Group, LLP)

Niagara-Orleans Land Improvement Corporation
 Year End: December 31, 2019
 Adjusting Journal Entries
 Date: 1/1/2019 To 12/31/2019

Prepared by RA1056 3/9/2020	Detailed Rev BD\$888 3/13/2020	Director Rev
Partner Rev	EQCR Rev	

Number	Date	Name	Account No	Reference	Annotation	Debit	Credit	Recurrence	Misstatement
AJE01	12/31/2019	Property Available for Sale	10100.400	14. 1		2,416.00			
AJE01	12/31/2019	Deferred revenue	20000.400	14. 1			13,759.00		
AJE01	12/31/2019	Net Assets	30000.400	14. 1		11,343.00			
To properly roll net assets									
AJE02	12/31/2019	Cash - Checking	10000.400	1. 1		1,400.00			
AJE02	12/31/2019	Accounts Payable	23000.400	1. 1			1,400.00		
Adjust debit balance accounts payable through cash									
AJE03	12/31/2019	Property Held For Sale	13000.400	4. 1			3,198.00		
AJE03	12/31/2019	Donations in Kind	44000.400	4. 1		3,198.00			
To properly state property held for sale									
AJE04	12/31/2019	Property Available for Sale	10100.400	4. 1			2,416.00		
AJE04	12/31/2019	Costs on Property Held for Sale	41500.500	4. 1		2,416.00			
Adjustment for basis of property held for sale.									
AJE05	12/31/2019	Costs on Property Held for Sale	41500.500	11. 1		25,145.40			
AJE05	12/31/2019	Property Repairs	61100.400	11. 1			25,145.40		
To adjust repairs expenses against property sales									
AJE06	12/31/2019	Deferred revenue	20000.400			13,759.00			
AJE06	12/31/2019	Grants	42000.400				13,759.00		
To record current year revenue related too sale of property									
AJE07	12/31/2019	Restricted Contributions	EFPR.001	4. 2			31,600.00		
AJE07	12/31/2019	Deferred revenue	21000.402	4. 2		31,600.00			
Adjust deferred revenue to restricted contributions									
						91,277.40	91,277.40		
Net Income (Loss)			138,160.07						

Financial Activity

Final Adjusted Trial Balance (EFPR Group, LLP)

Niagara-Orleans Land Improvement Corporation
Year End: December 31, 2019
Trial Balance

TB

Prepared by RA1026 3/9/2020	Detailed Rev BD 8823 3/13/2020	Director Rev
Partner Rev	EQCR Rev	

Account	Prelim	Adj's	Reclass	Rep	Annotation	Rep 12/18	%Chg
10000.400 Cash - Checking	155,053.18	1,400.00	0.00	167,453.18	1. 1	30,405.00	418
110 Cash	168,063.18	1,400.00	0.00	167,463.18		30,408.00	418
12000.400 Accounts Receivable	0.00	0.00	0.00	0.00	X	152.00	(100)
120 Accounts Receivable	0.00	0.00	0.00	0.00		152.00	(100)
10100.400 Property Available for Sale	0.00	0.00	0.00	0.00		2,415.00	(100)
13000.400 Property Held For Sale	3,200.00	(3,198.00)	0.00	2.00	4. 1	0.00	0
130 Inventory	3,200.00	(3,198.00)	0.00	2.00		2,415.00	(100)
CURRENT ASSETS	168,263.18	(1,798.00)	0.00	167,465.18		33,064.00	378
TOTAL ASSETS	168,263.18	(1,798.00)	0.00	167,465.18		33,064.00	378
20000.400 Deferred revenue	0.00	0.00	0.00	0.00	X	(13,759.00)	(100)
21000.400 Deferred revenue	(31,600.00)	31,600.00	0.00	0.00	X	0.00	0
23000.400 Accounts Payable	1,400.00	(1,400.00)	0.00	0.00	X	0.00	0
200 Other Liabilities	(30,200.00)	30,200.00	0.00	0.00		(13,759.00)	(100)
CURRENT LIABILITIES	(30,200.00)	30,200.00	0.00	0.00		(13,759.00)	(100)
TOTAL LIABILITIES	(30,200.00)	30,200.00	0.00	0.00		(13,759.00)	(100)
30000.400 Net Assets	(30,638.11)	11,343.00	0.00	(19,295.11)	14. 1	0.00	0
300 Net Assets	(30,638.11)	11,343.00	0.00	(19,295.11)		0.00	0
NET ASSETS	(30,638.11)	11,343.00	0.00	(19,295.11)		0.00	0
	(88,415.07)	(59,745.00)	0.00	(138,160.07)		(19,295.00)	818
TOTAL NET ASSETS	(129,063.18)	(28,402.00)	0.00	(167,465.18)		(19,295.00)	718
42000.400 Grants	(28,200.88)	(13,759.00)	0.00	(41,959.88)	4. 2	(2,415.00)	1837
400 Grants	(28,200.88)	(13,759.00)	0.00	(41,959.88)		(2,415.00)	1837
41500.400 Proceeds sale of properties	(163,829.40)	0.00	0.00	(163,829.40)	4. 1	(21,000.00)	879
41500.500 Costs on Property Held for Sale	0.00	27,561.40	0.00	27,561.40	4. 1	0.00	0
430 Property sales	(163,829.40)	27,561.40	0.00	(136,068.00)		(21,000.00)	543
44000.400 Donations in Kind	(3,200.00)	3,198.00	0.00	(2.00)		0.00	0
480 In Kind	(3,200.00)	3,198.00	0.00	(2.00)		0.00	0
EFPR.001 Restricted Contributions	0.00	(31,600.00)	0.00	(31,600.00)	4. 2	0.00	0
486 Restricted Contributions	0.00	(31,600.00)	0.00	(31,600.00)		0.00	0
42500.400 Member Contributions	0.00	0.00	0.00	0.00		(3,852.00)	(100)
420 Contributions	0.00	0.00	0.00	0.00		(3,852.00)	(100)
TOTAL REVENUE	(186,030.28)	(14,589.80)	0.00	(200,620.08)		(27,085.00)	874
61365.400 Personnel Expenses	2,603.00	0.00	0.00	2,603.00		0.00	0
600 Personnel Services	2,603.00	0.00	0.00	2,603.00		0.00	0
61100.400 Property Repairs	25,145.40	(25,145.40)	0.00	0.00	11. 1	0.00	0
610 Repairs & Maintenance	25,145.40	(25,145.40)	0.00	0.00		0.00	0
61350.400 Legal Fees	4,746.93	0.00	0.00	4,746.93	1	0.00	0
61350.402 Legal Fees - Closing Costs	6,150.00	0.00	0.00	6,150.00	4. 1	0.00	0
61360.400 Accounting Fees	4,000.00	0.00	0.00	4,000.00		0.00	0
620 Legal & Accounting	14,896.93	0.00	0.00	14,896.93		0.00	0
61355.400 Insurance Expense	6,109.98	0.00	0.00	6,109.98		3,435.00	78
640 Insurance	6,109.98	0.00	0.00	6,109.98		3,435.00	78

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Financial Activity

Niagara-Orleans Land Improvement Corporation
Year End: December 31, 2019
Trial Balance

TB-1

Prepared by RA1056 5/9/2020	Detailed Rev BID 8888 5/13/2020	Director Rev
Partner Rev	EQCR Rev	

Account	Prelim	Adj's	Reclass	Rep	Annotation	Rep 12/15 %Chg
61300.400 Advertising	237.57	0.00	0.00	237.57		123.00 88
61310.400 Marketing	36.34	0.00	0.00	36.34		107.00 (88)
660 Advertising/Marketing	274.01	0.00	0.00	274.01		235.00 17
61370-402 Consulting - Grant	18,212.24	0.00	0.00	18,212.24		0.00 0
61375.402 Environ. Test/Remed. Grant	9,983.62	0.00	0.00	9,983.62		0.00 0
680 Grant Expense	28,200.86	0.00	0.00	28,200.86	4. 2	0.00 0
61000.400 Closing Costs	1,347.50	0.00	0.00	1,347.50		554.00 143
61200.400 Realtor Commissions	17,175.00	0.00	0.00	17,175.00	4. 1	3,549.00 384
61400.400 Property Utilities	242.53	0.00	0.00	242.53		0.00 0
63000.400 Meeting Expenses	19.88	0.00	0.00	19.88		0.00 0
69999.400 Other Expenses	600.00	0.00	0.00	600.00		0.00 0
670 Other expenses	19,335.01	0.00	0.00	19,335.01		4,103.00 372
TOTAL EXPENSES	86,615.19	(25,145.40)	0.00	71,469.79		7,773.00 319
(PROFIT) LOSS	(86,415.07)	(38,745.00)	0.00	(125,160.07)		(18,285.00) 616
CHECK	0.00	0.00	0.00	0.00		0.00 0

Certification

This statement certifies that NORLIC followed a process that assessed and documented the adequacy of its internal control structure and policies for the year ending in December 31, 2019. There were no material changes to the corporation's internal control structure in FY 2019.

Based upon the Executive Officers' knowledge,

- (i) the information presented in this report is accurate, correct, and does not contain any untrue statement of material fact;
- (ii) does not omit any material fact which, if omitted, would cause the financial statements to be misleading in light of the circumstances under which the statements are made; and,
- (iii) fairly presents in all material respects the financial condition and results of operations of the Corporation as of, and for, the periods presented in the financial statements.

Andrea Klyczek

Andrea L Klyczek, Executive Director / Date

Amy Fisk

Amy E. Fisk, Treasurer / Date