



**Meeting Agenda – Audit and Finance Committee**

Genesee County Economic Development Center

Tuesday, March 3, 2020, 8:30 a.m.

Location: Innovation Zone Conference Room, Suite 107

Page #	Topic	Discussion Leader	Desired Outcome
	1. Call To Order – Enter Public Session	M. Gray	
	1a. Executive Session: Motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105 for the following reasons: 1. The medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation. 1b. Enter Public Session	M. Gray	
2-5	<b>2. Chairman's Report &amp; Activities</b> 2a. Agenda Additions / Other Business 2b. Minutes: February 6, 2020	M. Gray	Vote
	<b>3. Discussions / Official Recommendations to the Board:</b>		
6	3a. \$33M STAMP Grant Review YTD	L. Farrell	Discussion
7	3b. \$8M STAMP Grant Review YTD	L. Farrell	Discussion
8	3c. Allowance for Doubtful Accounts	L. Farrell	Disc / Vote
9	3d. Investment Report	L. Farrell	Disc / Vote
10-38	3e. Procurement Report	L. Farrell	Disc / Vote
39	3f. Park Strategies Contract – Lobbying Services	J. Krencik	Disc / Vote
40-41	3g. Appoint M. Masse to NY Green Board	M. Masse	Disc / Vote
	4. Adjournment	M. Gray	Vote



**GCEDC Audit & Finance Committee Meeting**  
**Thursday, February 6, 2020**  
**Innovation Zone – Suite 107**  
**12:30 p.m.**

**MINUTES**

**ATTENDANCE**

Committee Members: M. Gray, P. Battaglia (Video Conference), T. Bender  
Staff: L. Farrell, M. Masse, L. Casey, P. Kennett, J. Krencik, C. Suozzi, S. Hyde  
Guests: D. Cunningham (GGLDC Board Member)  
Absent: A. Young

**1. CALL TO ORDER / ENTER PUBLIC SESSION**

M. Gray called the meeting to order at 12:35 a.m. in the Innovation Zone.

**1a. Executive Session:**

P. Battaglia made a motion to enter executive session at 12:36 p.m. under the Public Officers Law, Article 7, Open Meetings Law Section 105 for the following reasons, seconded by M. Gray and approved by all members present:

- 1. The proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

**1b. Re-Enter Public Session** – P. Battaglia made a motion to enter back into public session at 1:02 p.m., seconded by T. Bender and approved by all members present.

**2. CHAIRMAN'S REPORT & ACTIVITIES:**

**2a. Agenda Additions / Other Business** – Nothing at this time.

**2b. Meeting Minutes: December 3, 2019**

**T. Bender made a motion to approve December 3, 2019 meeting minutes as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia - Yes (Video Conference)  
M. Gray - Yes  
T. Bender - Yes  
A. Young - Absent

**The item was approved as presented.**

**3. DISCUSSIONS / OFFICIAL RECOMMENDATIONS OF THE COMMITTEE:**

2.b

2

**3a. \$33M STAMP Grant Review YTD** - L. Farrell reviewed the status of the \$33M ESD Grant with the Committee. GURF #21 was submitted to ESD in January. Authorization to release funds was received from ESD. Additionally, the close-out documents needed from LeChase in order to satisfy requirements for GURF #20 were successfully submitted to ESD. Payment was then remitted to LeChase Construction.

**3b. \$8M STAMP Grant Review** – L. Farrell reviewed the status of the \$8M ESD Grant with the Committee, noting that the process is identical to the \$33M GURF process. GURF #1 & #2 have been successfully submitted, reviewed and approved.

**3c. November 2019 Financial Statements**– L. Farrell noted the following:

- Restricted Cash for STAMP increased by \$4M in November. An Imprest account with the Bank of Castile was set up for the \$8M ESD Grant. These funds were used for GURF #1 and GURF #2.
- Land Held for Development & Sale – OATKA Hills decreased due to the Wendt's Propane land sale, which is also reflected in the Cost of Sales in the Real Estate Development Fund.
- Unearned Revenue increased by the same \$4M deposited in the Imprest Account. Revenue is not recognized until qualifying expenditures are made.
- Loans Payable to ESD is about \$5.2M. Staff is completing documentation that will extend these loans another 5 years from the latest maturity date.
- In the Operating Fund, Darien Lake and Provident projects closed and origination fees were collected.
- In the STAMP Fund, activity is mostly related to GURF related expenditures.
- In the Real Estate Development Fund, Cost of Sales increased due to the Wendt's Propane land sale.

**P. Battaglia made a motion to approve the November 2019 Financial Statements; the motion was seconded by T. Bender. Roll call resulted as follows:**

- P. Battaglia - Yes (Video Conference)
- M. Gray - Yes
- T. Bender - Yes
- A. Young - Absent

**The item was approved as presented.**

**3d. December 2019 Unaudited Financial Statements** – L. Farrell noted the following:

- There may be some changes between the December 2019 Unaudited Financial Statements and the 2019 Finalized Audit due to additional analyses to be completed. Any additional invoices that are received for 2019 services will also account for some changes.
- Prepaid Expenses increased. NYS Retirement is prepaid for the next three months.
- Accounts Payable is very large due to the \$33M and \$8M Grant Utilization Requests that were processed in January but related to 2019 expenses.
- In the Operating Fund, Wright Beverage and Wendt's Propane projects closed.
- Expenditures at the end of the year are not over budget on any line items except Furniture and Equipment. Budgeted funds for Supplies and Materials were utilized, in part, to purchase the new phone system.

- In the Real Estate Development Fund, there are expenditures related to utilization of a Town of Pembroke Grant.

**T. Bender made a motion to approve December 2019 Unaudited Financial Statements; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

- P. Battaglia - Yes (Video Conference)
- M. Gray - Yes
- T. Bender - Yes
- A. Young - Absent

**The item was approved as presented.**

**3e. D&O Insurance Renewal**– Lawley Insurance has provided us with a proposal for a renewal of our current Directors & Officer/Employment Practices Liability Insurance with Travelers. The renewal price reflects an overall price increase of only \$4.00 compared to the current policy. The current policy expires on 2/23/2020. The cost of this policy would be split between GCEDC and GGLDC (\$5,232/entity) and is within each entity’s budget for 2020. Lawley noted that they have been seeing increases of at least 3% to 5% on these coverages and Travelers has been holding our premium flat for the last few years. They approached alternative markets on our behalf again and they have not received more attractive terms from other insurance companies including: Arch, AIG, Hartford Chubb, Cincinnati, Selective, or Philadelphia. These companies are either not interested or not competitive.

**T. Bender made a motion to recommend to the full Board renewal of D&O Insurance coverage with Travelers; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

- P. Battaglia - Yes (Video Conference)
- M. Gray - Yes
- T. Bender - Yes
- A. Young - Absent

**The item was approved as presented.**

**3f. 2020 County Funding Contract**– L. Farrell reviewed the 2020 County Funding Contract with the Committee, noting that the funding will remain the same as the previous year's funding of \$233,513. The language in the agreement is also the same as previous years' agreements. L. Farrell asked the Committee to recommend approval of the 2020 County Funding Contract.

**P. Battaglia made a motion to recommend to the full Board approval of the 2020 County Funding Contract; the motion was seconded by T. Bender. Roll call resulted as follows:**

- P. Battaglia - Yes (Video Conference)
- M. Gray - Yes
- T. Bender - Yes
- A. Young - Absent

**The item was approved as presented.**

2.b



**3g. ECIDA Shared Services Agreement** – The GCEDC has a shared services agreement with Erie County Industrial Development Agency (ECIDA) for on call IT support services. The GCEDC had this agreement in place since 2016 and has been very pleased with the service and response time to our issues. We would like to continue this agreement in 2020. The agreement is at an hourly rate of \$85.00. They also provide website hosting service for the GCEDC (\$600 annually), anti-virus software (\$720 annually), CRM Hosting (\$2,200 annually) and any version upgrade would be \$500.00 each occurrence as required. These expenses are covered in the 2020 budget.

M. Masse requested approval of an amount not to exceed \$8,500 for on call IT support services, website hosting, anti-virus software, CRM hosting and upgrades with ECIDA for 2020.

**P. Battaglia made a motion to recommend to the full Board approval of the ECIDA Shared Services Agreement; the motion was seconded by T. Bender. Roll call resulted as follows:**

- P. Battaglia - Yes (Video Conference)
- M. Gray - Yes
- T. Bender - Yes
- A. Young - Absent

**The item was approved as presented.**

**4. ADJOURNMENT**

As there was no further business, T. Bender made a motion to adjourn at 1:19 p.m., seconded by P. Battaglia and passed unanimously.



**\$8M STAMP Grant Activity Review YTD**

	GURF #1	GURF #2	GURF #3
Total GURF Amount:	\$ 543,395.44	\$ 510,500.61	209,173.81
Date of ESD Request:	12/11/19	1/15/20	2/28/20
Date ESD Approved Release of Funds:	12/13/19	1/21/20	
Grant Amount:		\$ 8,000,000.00	
Cumulative Amount of Grant Funds Expended:		\$ (1,053,896.05)	
Request In Process:		\$ (209,173.81)	
<b>Grant Balance Remaining:</b>		<u>\$ 6,736,930.14</u>	

GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER  
ANALYSIS OF ALLOWANCE FOR UNCOLLECTIBLE ACCOUNTS  
FOR THE YEAR ENDED DECEMBER 31, 2019

Account	Name	12/31/2010	12/31/2011	12/31/2012	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019
1740-03	Automotive Corp.	\$ 203,992.30	\$ 131,725.35	\$	\$	\$	\$	\$	\$	\$	\$
1747-02	Cue Stock	12,314.40	5,752.85								
1748-02	Mary Obear	74,653.66	68,623.60	60,821.63	51,655.44	42,022.19	31,950.78	22,015.83	10,046.42		
1749-02	GSIDC	187,133.33	187,133.33	187,133.33	187,133.33	121,913.33	121,913.33				
1751-02	Rob & Staff	4,721.16	963.67								
1754-02	Medex Billing	36,235.07	13,850.26	7,437.65							
1755-02	Comfort Inn	49,651.91	29,050.25	44,931.72	24,507.91	3,546.69					
1756-02	Vanderhoof Electric	82,625.27	64,831.92	61,532.97	41,546.14	21,039.65					
1757-02	Jeffres Ag Service	100,000.00	81,013.31	66,467.06	46,609.88	26,230.23	5,314.33				
1758-02	Yancey's Fancy 2009	87,404.93	66,467.06	62,432.72	37,372.37	11,225.97					
1759-02	First Wave Tech	100,000.00	67,130.97	52,430.42	47,957.86						
1760-02	Genesee Earth Movers	85,772.16	25,781.46	20,495.05	14,057.36	7,926.51	1,609.20				
1762-02	M & M Meats		61,261.35	47,821.68	33,973.23	19,703.55	4,999.87				
1763-03	Bruce Scofield		87,516.22	69,938.74	48,533.23	28,147.99	7,142.73				
1764-03	George & Swede		46,765.82	40,149.99	33,333.24	26,902.85	19,683.15				
1765-02	Liberti Valve		92,190.22	73,132.87	53,495.87	26,416.38	7,137.49				
1766-03	Batavia Hospitality			73,170.66	53,534.81	33,301.70	12,453.20				
1767-03	Darlenlake Hospitality			127,132.72	106,885.82	86,023.07	64,525.76	42,374.59	19,549.70		
1768-03	Yancey's Fancy 2011		146,781.98	20,692.49	15,856.48	10,873.40	5,738.73	447.89			
1769-02	Timothy M. Adams		25,000.00	45,676.95	39,028.31	32,756.20	24,520.29				
1770-02	Batavia Enclosures			100,000.00	79,586.28	66,690.64	45,177.96				
1771-02	Savage IO			100,000.00	81,180.20	67,362.72	43,494.03				
1772-02	Alleghany Rd. Properties			100,000.00	73,925.24						
1773-02	Pellegrino Auto Sales							64,484.74	58,267.99	51,988.79	45,646.51
1774-22	Cottonwood Farms							107,077.22	167,285.04	150,258.27	133,060.46
1775-22	Sandross Farms								28,272.42	24,096.72	19,879.11
1776-22	Junior's Maple								166,635.36	150,274.86	133,749.99
1777-22	Sandross Farms										76,331.24
1779-22	NY Craft Malt										
	Remove Intercompany loan with GSIDC	(187,133.33)	(187,133.33)	(187,133.33)	(187,133.33)	(121,913.33)	(121,913.33)				
		\$ 837,370.86	\$ 1,191,432.37	\$ 1,054,408.14	\$ 882,660.02	\$ 551,041.82	\$ 268,433.19	\$ 285,671.95	\$ 488,654.26	\$ 376,618.64	\$ 408,667.31
1810-02	Reserve for Bad Debts	\$ (55,942.30)	\$ (55,942.30)	\$ (55,942.30)	\$ (55,942.30)	\$ (46,447.80)	\$ (46,447.80)	\$ (56,447.80)	\$ (56,447.80)	\$ (47,428.79)	\$ (47,428.79)
	Percentage of accounts receivable	6.68%	4.70%	5.31%	6.48%	8.44%	17.30%	19.76%	11.55%	12.59%	11.61%

Note: Loans Receivable are recorded in GAINI Loan Fund. Reserve for Bad Debts is recorded in GAINI Loan Fund.

Note: An adjustment of \$9,019 was made to the Reserve account on 1/3/18 to record the uncollectible portion of the Savage IO loan.



# Genesee County Economic Development Center (GCEDC)

Annual Investment Report

For the year ended December 31, 2019

## Purpose of the Report:

Under Section 2925(6) of the Public Authorities Law, the GCEDC and its affiliates are required to prepare and approve an Annual Investment Report. The schedule below was approved by the Board on **March XX, 2020**.

Bank	Type	Account Description	12/31/19 G/L Balance	12/31/19 Bank Balance	Interest Rate
Five Star Bank	Checking	GCEDC Primary Checking	\$11,499.86	\$31,235.62	0.40%
Five Star Bank	Checking	GCEDC - BP2	\$1,140.30	\$1,140.30	0.40%
Five Star Bank	Savings	GCEDC Primary Savings	\$2,996,661.46	\$2,996,661.45	0.40%
Five Star Bank	Checking	GCEDC - GAIN LOAN Fund	\$45,101.19	\$45,101.19	0.40%
Five Star Bank	CD	GCEDC - STAMP	\$1,532,577.20	\$1,532,577.20	1.33%
Bank of Castile	Savings	GCEDC - RLF#2	\$0.00	\$0.00	0.00%
Bank of Castile	Savings	GCEDC Investment	\$329,740.13	\$329,740.13	0.77%
Bank of Castile	Checking	GCEDC STAMP - Imprest Account \$8M	\$3,456,604.56	\$3,456,604.56	0.00%
KeyBank	Checking	GCEDC STAMP - Imprest Account \$33M	\$7,566,405.69	\$7,566,405.69	0.15%
KeyBank	Checking	GCEDC STAMP	\$1,004.47	\$1,004.47	0.00%

As of December 31, 2019, cash balances were fully collateralized. The funds currently on deposit with The Bank of Castile and Five Star Bank are secured by investments held with Tompkins Financial Advisors and M&T Bank, respectively. The funds currently on deposit with KeyBank are secured by KeyBank's pledge pool held by Bank of New York. The GCEDC generated \$14,402 of interest income for the period January 1, 2019 through December 31, 2019.

\* No fees or commissions were paid.

3d

9

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

**Procurement Information:**

Question	Response	URL (If Applicable)
1. Does the Authority have procurement guidelines?	Yes	<a href="https://www.gpedc.com/index.php/news/gpedc-polloys">https://www.gpedc.com/index.php/news/gpedc-polloys</a>
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?	Yes	
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?	Yes	
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?	No	
8a. If Yes, was a record made of this impermissible contact?		
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	

3e

10

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

Procurement Transactions Listing:

1.	Vendor Name	Batavia Downs Gaming	Address Line1	8315 Park Road
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BATAVIA
	Award Date		State	NY
	End Date		Postal Code	14020
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For	\$5,232.00	Country	United States
	Fiscal Year		Procurement Description	Annual Meeting, Offset by ticket sales
	Explain why the Fair Market Value is Less than the Amount			

2.	Vendor Name	Black & Veatch	Address Line1	11401 Lamar Ave
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	OVERLAND PARK
	Award Date	12/8/2017	State	KS
	End Date		Postal Code	66211
	Fair Market Value	\$210,450.00	Plus 4	
	Amount	\$210,450.00	Province/Region	
	Amount Expended For	\$125,170.00	Country	United States
	Fiscal Year		Procurement Description	STAMP - 345-115 KV Substation Design
	Explain why the Fair Market Value is Less than the Amount			

3e

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

3.	Vendor Name	CC Environment & Planning	Address Line1	P.O. Box 358
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALEXANDER
	Award Date	10/6/2017	State	NY
	End Date		Postal Code	14005
	Fair Market Value	\$258,369.00	Plus 4	
	Amount	\$258,369.00	Province/Region	
	Amount Expended For	\$37,952.25	Country	United States
	Fiscal Year		Procurement Description	STAMP: Phase III Archeo Data Recovery Plan Fieldwork and Report,
	Explain why the Fair Market Value is Less than the Amount			

4.	Vendor Name	CC Environment & Planning	Address Line1	P.O. Box 358
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALEXANDER
	Award Date	2/3/2017	State	NY
	End Date		Postal Code	14005
	Fair Market Value	\$80,440.00	Plus 4	
	Amount	\$80,440.00	Province/Region	
	Amount Expended For	\$3,217.60	Country	United States
	Fiscal Year		Procurement Description	STAMP: RAI Response - Phase II
	Explain why the Fair Market Value is Less than the Amount			



Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

5.	Vendor Name	CC Environment & Planning	Address Line1	P.O. Box 358
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALEXANDER
	Award Date	3/8/2019	State	NY
	End Date		Postal Code	14005
	Fair Market Value	\$35,457.00	Plus 4	
	Amount	\$35,457.00	Province/Region	
	Amount Expended For Fiscal Year	\$11,728.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Site Development Environmental Services & Support

6.	Vendor Name	CC Environment & Planning	Address Line1	P.O. Box 358
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALEXANDER
	Award Date	2/3/2017	State	NY
	End Date		Postal Code	14005
	Fair Market Value	\$33,510.00	Plus 4	
	Amount	\$33,510.00	Province/Region	
	Amount Expended For Fiscal Year	\$771.10	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Environmental Assessment for USFWS ROW



Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

7.	Vendor Name	City of Batavia	Address Line1	One Batavia City Centre
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BATAVIA
	Award Date		State	NY
	End Date		Postal Code	14020
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$10,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	City Centre Feasibility Study

8.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	3/8/2019	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$1,350,000.00	Plus 4	
	Amount	\$1,350,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$166,590.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Onsite wastewater treatment facility design & permitting.

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

9.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	1/14/2016	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$756,000.00	Plus 4	
	Amount	\$756,000.00	Province/Region	United States
	Amount Expended For	\$108,625.80	Country	United States
	Fiscal Year		Procurement Description	STAMP: Sanitary Sewer Design (Part 2)
	Explain why the Fair Market Value is Less than the Amount			

10.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	1/14/2016	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$695,000.00	Plus 4	
	Amount	\$695,000.00	Province/Region	United States
	Amount Expended For	\$4,250.00	Country	United States
	Fiscal Year		Procurement Description	STAMP: Offsite Water Design & Permitting
	Explain why the Fair Market Value is Less than the Amount			

Procurement Report for Genesee County Industrial Development Agency

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 Certified Date: N/A

11.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	1/14/2016	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$566,228.00	Plus 4	
	Amount	\$566,228.00	Province/Region	
	Amount Expended For	\$18,900.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Onsite Infrastructure Design & General Engineering

12.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	10/6/2017	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$275,000.00	Plus 4	
	Amount	\$275,000.00	Province/Region	
	Amount Expended For	\$62,750.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Offsite Water - Pembroke Line

3e

16

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

13.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	1/20/2017	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$190,000.00	Plus 4	
	Amount	\$190,000.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$18,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Offsite Water Construction - Phase II

14.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	1/20/2017	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$165,000.00	Plus 4	
	Amount	\$165,000.00	Province/Region	United States
	Amount Expended For Fiscal Year	\$46,850.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Onsite Roadway Construction Services

3e

17



Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

15.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	7/11/2017	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$94,975.00	Plus 4	
	Amount	\$94,975.00	Province/Region	
	Amount Expended For Fiscal Year	\$5,346.74	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	BETP - Wastewater Treatment Facility Expansion

16.	Vendor Name	Clark Patterson Lee	Address Line1	205 St. Paul Street
	Type of Procurement	Design and Construction/Maintenance	Address Line2	Suite 500
	Award Process	Authority Contract - Non-Competitive Bid	City	ROCHESTER
	Award Date	7/11/2019	State	NY
	End Date		Postal Code	14604
	Fair Market Value	\$10,000.00	Plus 4	
	Amount	\$10,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$5,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Preparation of bid packet for wastewater treatment facility expansion.

3e

18



Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

17.	Vendor Name	Cornell University	Address Line1	411 Tower Road
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ITHACA
	Award Date	5/16/2018	State	NY
	End Date		Postal Code	14853
	Fair Market Value	\$50,000.00	Plus 4	
	Amount	\$50,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$12,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Workforce Development Training

18.	Vendor Name	Dan's Hauling & Demo Inc.	Address Line1	PO Box 409
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	WYNNANTSKILL
	Award Date	10/4/2018	State	NY
	End Date		Postal Code	12198
	Fair Market Value		Plus 4	
	Amount	\$332,210.00	Province/Region	
	Amount Expended For Fiscal Year	\$298,411.26	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Residence Demolition Project

3e

19

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

19.	Vendor Name	Erie County Industrial Development Agency	Address Line1	95 Perry Street
	Type of Procurement	Technology - Consulting/Development or Support	Address Line2	Suite 103
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	1/10/2019	State	NY
	End Date	12/31/2019	Postal Code	14203
	Fair Market Value	\$10,020.00	Plus 4	
	Amount	\$10,020.00	Province/Region	
	Amount Expended For Fiscal Year	\$4,916.51	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Information Technology Support Services - 2019

20.	Vendor Name	Erie County Industrial Development Agency	Address Line1	95 Perry Street
	Type of Procurement	Technology - Consulting/Development or Support	Address Line2	Suite 103
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	2/1/2018	State	NY
	End Date	12/31/2018	Postal Code	14203
	Fair Market Value	\$8,000.00	Plus 4	
	Amount	\$8,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$127.50	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Information Technology Support Services - 2018

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

21.	Vendor Name	Genesee Gateway Local Development Corp.	Address Line1	99 MedTech Drive
	Type of Procurement	Other	Address Line2	Suite 106
	Award Process	Authorily Contract - Non-Competitive Bid	City	BATAVIA
	Award Date	1/1/2019	State	NY
	End Date		Postal Code	14020
	Fair Market Value	\$17,898.24	Plus 4	
	Amount	\$17,898.24	Province/Region	
	Amount Expended For Fiscal Year	\$17,898.24	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Rent

22.	Vendor Name	Greater Rochester Enterprise	Address Line1	100 Chestnut Street
	Type of Procurement	Other	Address Line2	Suite 1910
	Award Process	Non Contract Procurement/Purchase Order	City	ROCHESTER
	Award Date		State	NY
	End Date		Postal Code	14604
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$50,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Sales & marketing services; Membership Dues

3e

21

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

23.	Vendor Name	Invest Buffalo Niagara	Address Line1	257 West Genesee Street
	Type of Procurement	Other	Address Line2	Suite 600
	Award Process	Non Contract Procurement/Purchase Order	City	BUFFALO
	Award Date		State	NY
	End Date		Postal Code	14202
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$26,700.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Membership Dues (\$25,000); Foreign Direct Investment Initiative (\$1,700).

24.	Vendor Name	Keeler Construction Co. Inc.	Address Line1	13519 West Lee Road
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	ALBION
	Award Date	7/14/2017	State	NY
	End Date		Postal Code	14411
	Fair Market Value		Plus 4	
	Amount	\$2,122,065.00	Province/Region	
	Amount Expended For Fiscal Year	\$686,541.54	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Main Access Road Construction / NYS Route 77/63 Turn Lane



25.	Vendor Name	Level 3 Communication LLC	Address Line1	PO Box 910182
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	DENVER
	Award Date		State	CO
	End Date		Postal Code	80291
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For	\$5,107.92	Country	United States
	Fiscal Year		Procurement Description	Internet & phone services.
	Explain why the Fair Market Value is Less than the Amount			

26.	Vendor Name	Lozier Environmental Consulting Inc.	Address Line1	2011 East Main Street
	Type of Procurement	Consulting Services	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	ROCHESTER
	Award Date	10/4/2018	State	NY
	End Date		Postal Code	14609
	Fair Market Value		Plus 4	
	Amount	\$21,250.00	Province/Region	
	Amount Expended For	\$12,586.00	Country	United States
	Fiscal Year		Procurement Description	STAMP: Asbestos air monitoring & analysis
	Explain why the Fair Market Value is Less than the Amount			



Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

27.	Vendor Name	Morsch Pipeline Inc.	Address Line1	3929 South Avon Road
	Type of Procurement	Design and Construction/Maintenance	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	AVON
	Award Date	3/12/2018	State	NY
	End Date		Postal Code	14414
	Fair Market Value		Plus 4	
	Amount	\$3,141,242.80	Province/Region	
	Amount Expended For	\$295,503.20	Country	United States
	Fiscal Year			
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Offsite Water Main Construction - Phase II

28.	Vendor Name	Mosiert Manzanero & Scott LLP	Address Line1	4 Associate Drive
	Type of Procurement	Financial Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ONEONTA
	Award Date	11/1/2018	State	NY
	End Date	12/31/2019	Postal Code	13820
	Fair Market Value	\$11,200.00	Plus 4	
	Amount	\$11,200.00	Province/Region	
	Amount Expended For	\$9,500.00	Country	United States
	Fiscal Year			
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Audit of the 2018 Financial Statements

3e

24

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

29.	Vendor Name	NYS & Local Employees Retirement	Address Line1	110 State Street
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	ALBANY
	Award Date		State	NY
	End Date		Postal Code	12244
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$94,505.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Retirement

30.	Vendor Name	Niagara County Water District	Address Line1	5450 Ernest Road
	Type of Procurement	Consulting Services	Address Line2	PO Box 315
	Award Process	Authority Contract - Non-Competitive Bid	City	LOCKPORT
	Award Date	4/26/2019	State	NY
	End Date		Postal Code	14095
	Fair Market Value		Plus 4	
	Amount	\$2,862,602.00	Province/Region	
	Amount Expended For Fiscal Year	\$624,576.40	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Engineering & legal services.

3e

25

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

31.	Vendor Name	Park Strategies LLC	Address Line1	125 State Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALBANY
	Award Date	3/8/2018	State	NY
	End Date	3/31/2019	Postal Code	12207
	Fair Market Value	\$18,000.00	Plus 4	
	Amount	\$18,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$4,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Government Relations Services (4/1/18 - 3/31/19)

32.	Vendor Name	Park Strategies LLC	Address Line1	125 State Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALBANY
	Award Date	3/7/2019	State	NY
	End Date	3/31/2020	Postal Code	12207
	Fair Market Value	\$18,000.00	Plus 4	
	Amount	\$18,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$13,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Government Relations Services (4/1/19 - 3/31/20)

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

33.	Vendor Name	Phillips Lyle LLP	Address Line1	125 Main Street
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	1/14/2016	State	NY
	End Date		Postal Code	14203
	Fair Market Value	\$425,000.00	Plus 4	
	Amount	\$425,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$7,355.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Legal Services - 2016 Agreement

34.	Vendor Name	Phillips Lyle LLP	Address Line1	125 Main Street
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	3/8/2019	State	NY
	End Date		Postal Code	14203
	Fair Market Value	\$100,000.00	Plus 4	
	Amount	\$100,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$45,497.50	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Legal Services - Additional Scope of Work / Project Support

3e

27



Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

35.	Vendor Name	Phillips Lytle LLP	Address Line1	125 Main Street
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	2/3/2017	State	NY
	End Date		Postal Code	14203
	Fair Market Value	\$98,000.00	Plus 4	
	Amount	\$98,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$8,994.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Legal Services - 2017 Agreement

36.	Vendor Name	Phillips Lytle LLP	Address Line1	125 Main Street
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	3/9/2018	State	NY
	End Date		Postal Code	14203
	Fair Market Value	\$45,000.00	Plus 4	
	Amount	\$45,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$11,639.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Additional Scope of Work - Tonawanda Seneca Nation TCP Study

3e

28



Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

37.	Vendor Name	Phillips Lytle LLP	Address Line1	125 Main Street
	Type of Procurement	Legal Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	6/7/2019	State	NY
	End Date		Postal Code	14203
	Fair Market Value	\$20,000.00	Plus 4	
	Amount	\$20,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$6,106.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	STAMP: Legal Services - Substation / Energy Infrastructure Strategy

38.	Vendor Name	S&S Excavating & Blacktop Inc.	Address Line1	2164 Angling Road
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	CORFU
	Award Date	5/2/2019	State	NY
	End Date	12/31/2019	Postal Code	14036
	Fair Market Value		Plus 4	
	Amount	\$8,007.10	Province/Region	
	Amount Expended For Fiscal Year	\$8,007.10	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Mowing at Business Parks

3e

29

39.	Vendor Name	Selective Insurance	Address Line1	PO Box 371468
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	PITTSBURGH
	Award Date	12/6/2018	State	PA
	End Date	12/31/2019	Postal Code	15250
	Fair Market Value		Plus 4	
	Amount	\$19,053.12	Province/Region	
	Amount Expended For Fiscal Year	\$19,053.12	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Business Insurance

40.	Vendor Name	The Research Foundation of State University of New York	Address Line1	35 State Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	ALBANY
	Award Date	6/7/2018	State	NY
	End Date		Postal Code	12207
	Fair Market Value	\$30,000.00	Plus 4	
	Amount	\$30,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$20,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Strategy Assessment / Economic Analysis

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

41.	Vendor Name	Tonawanda Seneca Nation	Address Line1	7027 Meadville Road
	Type of Procurement	Other	Address Line2	
	Award Process	Non Contract Procurement/Purchase Order	City	BASOM
	Award Date		State	NY
	End Date		Postal Code	14013
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$13,150.00	Country	United States
	Explain why the Fair Market Value Is Less than the Amount		Procurement Description	STAMP: Reimbursement for Archeological Monitoring

42.	Vendor Name	Toshiba Financial Services	Address Line1	1310 Madrid Street
	Type of Procurement	Commodities/Supplies	Address Line2	Suite 101
	Award Process	Non Contract Procurement/Purchase Order	City	MARSHALL
	Award Date		State	MIN
	End Date		Postal Code	56258
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$670.17	Country	United States
	Explain why the Fair Market Value Is Less than the Amount		Procurement Description	Copier Supplies and Usage Charges

3e

31

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date : N/A

43.	Vendor Name	Toshiba Financial Services	Address Line1	1310 Madrid Street
	Type of Procurement	Technology - Hardware	Address Line2	Suite 101
	Award Process	Non Contract Procurement/Purchase Order	City	MARSHALL
	Award Date		State	MN
	End Date		Postal Code	56258
	Fair Market Value		Plus 4	
	Amount		Province/Region	
	Amount Expended For Fiscal Year	\$1,546.30	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Copy Machine Lease - Not Under Contract

44.	Vendor Name	Toshiba Financial Services	Address Line1	1310 Madrid Street
	Type of Procurement	Technology - Hardware	Address Line2	Suite 101
	Award Process	Authority Contract - Competitive Bid	City	MARSHALL
	Award Date	2/25/2014	State	MN
	End Date	5/25/2019	Postal Code	56258
	Fair Market Value		Plus 4	
	Amount	\$41,895.00	Province/Region	
	Amount Expended For Fiscal Year	\$3,325.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Copy Machine Lease & Maintenance Agreement

3e

32

Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

45.	Vendor Name	Toshiba Financial Services	Address Line1	1310 Madrid Street
	Type of Procurement	Technology - Hardware	Address Line2	Suite 101
	Award Process	Authority Contract - Competitive Bid	City	MARSHALL
	Award Date	7/22/2019	State	MN
	End Date	7/22/2024	Postal Code	56258
	Fair Market Value		Plus 4	
	Amount	\$8,478.00	Province/Region	
	Amount Expended For	\$423.90	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Copy Machine Lease & Maintenance Agreement

46.	Vendor Name	Town of Alabama	Address Line1	2218 Judge Road
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	OAKFIELD
	Award Date	2/2/2017	State	NY
	End Date		Postal Code	14125
	Fair Market Value	\$148,000.00	Plus 4	
	Amount	\$148,000.00	Province/Region	
	Amount Expended For	\$210.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Reimbursement for costs related to STAMP



Procurement Report for Genesee County Industrial Development Agency  
Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date : N/A

47.	Vendor Name	Town of Alabama	Address Line1	2218 Judge Road
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	OAKFIELD
	Award Date	1/10/2019	State	NY
	End Date		Postal Code	14125
	Fair Market Value	\$96,750.00	Plus 4	
	Amount	\$96,750.00	Province/Region	
	Amount Expended For Fiscal Year	\$45,809.90	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Reimbursement for costs related to STAMP

48.	Vendor Name	Travelers	Address Line1	P. O. Box 660317
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	DALLAS
	Award Date	1/10/2019	State	TX
	End Date	2/23/2020	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$5,230.00	Province/Region	
	Amount Expended For Fiscal Year	\$5,230.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	D&O Insurance

3e

34

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

49.	Vendor Name	Travelers	Address Line1	P.O. Box 660317
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	DALLAS
	Award Date	5/2/2019	State	TX
	End Date	5/2/2020	Postal Code	75266
	Fair Market Value		Plus 4	
	Amount	\$667.00	Province/Region	
	Amount Expended For Fiscal Year	\$667.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Crime Policy

50.	Vendor Name	Univera	Address Line1	P.O. Box 5266
	Type of Procurement	Other	Address Line2	
	Award Process	Authority Contract - Competitive Bid	City	BINGHAMTON
	Award Date	1/1/2019	State	NY
	End Date	12/31/2019	Postal Code	13902
	Fair Market Value		Plus 4	
	Amount	\$86,238.43	Province/Region	
	Amount Expended For Fiscal Year	\$86,238.43	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Group Health Insurance - 2019

3e

35

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

51.	Vendor Name	e3Communications	Address Line1	551 Franklin Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	1/11/2018	State	NY
	End Date	12/31/2018	Postal Code	14202
	Fair Market Value	\$24,000.00	Plus 4	
	Amount	\$24,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$2,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public Relations / STAMP Marketing - 2018

52.	Vendor Name	e3Communications	Address Line1	551 Franklin Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	12/6/2018	State	NY
	End Date	12/31/2019	Postal Code	14202
	Fair Market Value	\$24,000.00	Plus 4	
	Amount	\$24,000.00	Province/Region	
	Amount Expended For Fiscal Year	\$24,000.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public Relations / STAMP Marketing - 2019

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
 Status: UNSUBMITTED  
 Certified Date: N/A

53.	Vendor Name	e3Communications	Address Line1	551 Franklin Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	12/6/2018	State	NY
	End Date	12/31/2019	Postal Code	14202
	Fair Market Value	\$19,500.00	Plus 4	
	Amount	\$19,500.00	Province/Region	
	Amount Expended For Fiscal Year	\$19,500.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public Relations / GCEDC Marketing - 2019

54.	Vendor Name	e3Communications	Address Line1	551 Franklin Street
	Type of Procurement	Other Professional Services	Address Line2	
	Award Process	Authority Contract - Non-Competitive Bid	City	BUFFALO
	Award Date	12/7/2017	State	NY
	End Date	12/31/2018	Postal Code	14202
	Fair Market Value	\$19,500.00	Plus 4	
	Amount	\$19,500.00	Province/Region	
	Amount Expended For Fiscal Year	\$1,625.00	Country	United States
	Explain why the Fair Market Value is Less than the Amount		Procurement Description	Public Relations / GCEDC Marketing - 2018

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37

Procurement Report for Genesee County Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 02/28/2020  
Status: UNSUBMITTED  
Certified Date: N/A

Additional Comments

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38



GCEDC

Jim Krencik, Director of Marketing & Communications

Board Meeting Report

March 6, 2020

**Park Strategies – GCEDC Government Relations**

The GCEDC government relations contract with Fred Hiffa and Megan Osika from Park Strategies provides the GCEDC with lobbying services on a variety of issues critical to growing economic development in Genesee County. Park Strategies has been effective in helping to advance the mission of the WNY STAMP site, as well as assisting the agency access funding opportunities for site infrastructure. Park Strategies works directly with the GCEDC to formulate strategies that maximize our efforts to build-out WNY STAMP, and to attract major investment to the site. Park Strategies also ensures that the WNY STAMP project remains at the top of mind with New York State Legislators, as well as with our Federal representatives in the US Congress and the US Senate. Other services provided by Park Strategies include monitoring of legislation and the New York State budget bills, research and reporting on bill status and activity, advocacy and weekly update calls with the GCEDC.

**Board Request:** A renewal of services for the April 1, 2020 to March 31, 2021 period at the 2019 funding level of \$1,500 per month (\$18,000 annual). The contract's cost was anticipated and contained in the 2020 budget.

Mark Masse

**GCEDC Audit and Finance Committee**

**March 5, 2020**

**NY Green Board appointment**

**Discussion:** Discussion item: The GCEDC Board is required to pass a resolution that designates an individual from the GCEDC to serve as a standing member to the NY Green Board of Directors as stated in the NY Green By-Laws as follows:

- a. **Standing Members** – The Board shall include three (3) members representing local conservation, municipal, and development interests. The Standing Members shall consist of one individual representative from each of the following: the Genesee County Soil and Water Conservation District, Town of Batavia, and Genesee County Economic Development Center. The Chair/President/Director of the organizations with standing membership on the Board may appoint in writing a delegated representative. Each standing member shall annually certify their selected representative on the Board. Standing members shall have a permanent position on the Board, with representatives changing upon formal action by the respective agencies or organizations they represent.

The NY Green Board has requested that the GCEDC pass another resolution designating the representative from the GCEDC to serve on their Board of Directors in connection with a Resiliency Grant that was received from NYSDOS. See that attached resolution.

**Fund commitment:** None.

**Committee action request:** Recommend approval of the attached resolution appointing the GCEDC's Senior VP of Operations to the NY Green Board of Directors as the GCEDC's representative.

## **BOARD RESOLUTION IN SUPPORT OF NEW YORK GREEN**

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### **BOARD RESOLUTION**

At the meeting of the Board of Directors of the Genesee County Economic Development Center on March 5, 2020, the following resolution was proposed and approved by the board:

Resolved:

WHEREAS the mission of the Genesee County Economic Development Center is mission is to be the driving force in fostering community economic success by providing comprehensive support, technical assistance and access to financial resources to businesses thereby enabling growth, expansion and retention of our existing business base and to market our community as "business friendly" facilitating new business attraction in order to build a sustainable long-term economy;

WHEREAS New York Green, Inc. (NYG), a nonprofit organization with a mission to facilitate informed and creative land use decisions to stimulate economic vitality and protect our natural environment, supports the mission of the Genesee County Economic Development Center;

That the Genesee County Economic Development Center Board is in full support of designating an individual representative to serve as a standing member to the NYG Board of Directors as stated in NYG Bylaws adopted by NYG Board of Directors July 16, 2012. The GCEDC Board appoints the Senior VP of Operations to the NY Green Board as its representative.

Signed:

(President) or (Chairman)