



**Genesee Gateway Local Development Corp.**  
**Meeting Agenda**  
Thursday, May 6, 2021  
Location: Electronically

**PAGE#**

- 1.0 Call to Order 5:30pm**  
Because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order 202.1 issued on March 12, 2020 suspending the Open Meetings Law, this Meeting is being held electronically via conference call / video conference instead of a public meeting open for the public to attend in person.
  
- 2.0 Chairman's Report and Activities 5:30pm**
  - 2.1 Upcoming Meetings:  
**Next Scheduled Board Meeting: Thursday, June 3<sup>rd</sup> at 4:00 p.m.**  
Audit & Finance Committee Meeting: Tuesday, June 1<sup>st</sup> at 8:30 a.m.  
Governance & Nominating Committee Meeting: Thursday, June 3<sup>rd</sup> at 3 p.m.
  - 2.2 Agenda Additions/ Deletions / Other Business **\*\*Vote**
  - 2.3 Minutes: March 25, 2021 **\*\*Vote**
  
- 3.0 Report of Management 5:35pm**
  - 3.1 Nothing at this time.
  
- 4.0 Audit & Finance Committee – D. Cunningham 5:35pm**
  - 4.1 1<sup>st</sup> Quarter Financial Statements **\*\*Vote**
  - 4.2 Workforce Development Fund – Sources & Uses **\*\*Vote**
  - 4.3 Mowing Bids **\*\*Vote**
  - 4.4 MedTech Great Lakes Building Security Contract **\*\*Vote**
  - 4.5 MedTech YSG Lease Amendment **\*\*Vote**
  
- 5.0 Governance & Nominating Committee – S. Noble-Moag 5:45pm**
  - 5.1 Officer Appointments **\*\*Vote**
  - 5.2 Authorized to Request Information Regarding Bank Accounts **\*\*Vote**
  - 5.3 Authorized Signers of Agreements, Contracts, etc. **\*\*Vote**
  - 5.4 STAMP Water Works Corp Board Member Appointment **\*\*Vote**
  - 5.5 STAMP Sewer Works Corp Board Member Appointment **\*\*Vote**
  
- 6.0 Other Business 5:55pm**
  - 6.1 Nothing at this time.
  
- 7.0 Adjournment 5:55pm**

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**18-21**

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**GGLDC Board Meeting  
Thursday, March 25, 2021  
Location: Electronically  
4:00 PM**

**GGLDC MINUTES**

**Attendance**

Board Members: D. Cunningham, S. Noble-Moag, C. Yunker, T. Bender, P. Zeliff, M. Wiater, P. Battaglia, T. Felton, G. Torrey  
Staff: L. Casey, C. Suozzi, S. Hyde, L. Farrell, M. Masse, P. Kennett  
Guests: M. Clattenburg (GCEDC Board Member), M. Gray (GCEDC Board Member), R. Gaenzle (Harris Beach)  
Absent:

**1.0 Call to Order**

D. Cunningham called the meeting to order at 5:27 p.m. via conference call / video conference.

Because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo’s Executive Order 202.1 issued on March 12, 2020 suspending the Open Meetings Law, this Meeting is being held electronically via conference call / video conference instead of a public meeting open for the public to attend in person.

**2.0 Chairman’s Report and Activities**

**2.1 Upcoming Meetings:**

**Next Scheduled Board Meeting: Thursday, May 6<sup>th</sup> at 4:00 p.m.**  
GLS State of Site Selection & the STAMP Mega Site Webinar: Wednesday, April 7<sup>th</sup> at 11:30 a.m.  
Audit & Finance Committee Meeting: Tuesday, May 4<sup>th</sup> at 8:30 a.m.  
Governance & Nominating Committee Meeting: Thursday, May 6<sup>th</sup> at 3 p.m.

**2.2 Agenda Additions/ Deletions/ Other Business –**

**2.3 Minutes: February 4, 2021 (Revised) & March 4, 2021**

G. Torrey noted that the roll call on agenda item 4.4 for the March 4, 2021 minutes should reflect his absence and T. Felton’s assent.

**G. Torrey made a motion to approve the February 4, 2021 minutes as presented and the March 4, 2021 minutes with the above-mentioned amendment; the motion was seconded by M. Wiater. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes

**DRAFT**

G. Torrey - Yes                      M. Wiater - Yes  
P. Zelif - Yes

**The item was approved as presented.**

**3.0 Report of Management**

**3.1 Nothing at this time.**

**4.0 Audit & Finance Committee – D. Cunningham**

**4.1 12/31/20 Audit** - David Brownell of Mostert, Manzanero & Scott, LLP reviewed the audit with the Audit and Finance Committee. The management letter states that no material deficiencies in internal controls were identified during the audit. It is their opinion that the audited financial statements present fairly, in all material respects, the financial position of the GGLDC as of December 31, 2020 in accordance with accounting principles generally accepted in the United States of America.

This was recommended for approval by the Committee.

**P. Battaglia made a motion to approve the 12/31/2020 Audit; the motion was seconded by P. Zelif. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes
P. Zelif -	Yes		

**The item was approved as presented.**

**4.2 PSA for Ag Park Resolution** – The GGLDC has received a Purchase and Sale Agreement from HP Hood, LLC to acquire tax parcels 13.-1-167.1, 13.-1-176.11 and 13.-1-87.124 (comprising approximately 50.57 acres with 30.42 being buildable) in its entirety for \$1,521,000. Please note that there may be minor revisions to the agreement during attorney review. If any material terms and conditions change, the revised agreement will be brought back for reapproval.

Fund Commitment: Legal fees to Harris Beach not to exceed \$17,500 for the transaction.

This was recommended for approval by the Committee.

Resolution No. #03/2021 - 01

RESOLUTION OF THE GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION, AS THE MANAGING MEMBER OF GENESEE AGRI-BUSINESS LLC AUTHORIZING (I) THE SALE OF CERTAIN LANDS OWNED BY GENESEE AGRI-BUSINESS LLC TO HP HOOD LLC COMPRISING APPROXIMATELY 50.6 +/- ACRES LOCATED IN THE TOWN OF BATAVIA, GENESEE COUNTY, NEW YORK, AND KNOWN AS TAX PARCELS 13.-1-167.1, 13.-1-176.11 AND 13.-1-87.124 (THE "LAND"), AND (II) THE EXECUTION AND DELIVERY OF A PURCHASE AND SALE AGREEMENT FOR THE CONVEYANCE OF THE LAND AND THE EXECUTION AND DELIVERY OF DOCUMENTS NECESSARY AND INCIDENTAL THERETO

**S. Noble-Moag made a motion to approve the Purchase and Sale Agreement, authorizing resolution #03/2021-01, and payment of legal fees in connection with the closing not to exceed \$17,500; the motion was seconded by T. Bender. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes
P. Zelif -	Yes		

**The item was approved as presented.**

**4.3 Fraser – Branche Loan Re-Approval** - In February 2020 Fraser-Branche Property, LLC applied for a \$150,000 loan from the GGLDC’s RLF #2 that was approved by the Board and a commitment letter was issued. The commitment was extended twice before its expiration in October of 2020. The company’s project had taken longer than anticipated due to many unforeseen issues, the biggest of which was Covid. The Company has acquired the building and is almost complete with the renovations and is seeking reapproval of their original loan request to serve as the gap financing on the project. The terms are \$150,000 loan to be repaid based on a ten-year amortization at Prime Rate, adjusted annually in January with a floor of 3%. The loan shall bear the personal guarantees of the members as well as a third lien position in the facility.

Fund Commitment: \$150,000 from GGLDC RLF #2,

This was recommended for approval by the Committee.

**T. Bender made a motion to accept the reapproval of \$150,000 loan to Fraser-Branche Property, LLC at Prime Rate of interest, adjusted annually in January with a floor of 3%; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

T. Felton -	Abstain	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes
P. Zelif -	Yes		

**The item was approved as presented.**

**4.4 BETP Right of First Refusal**– The GGLDC has prepared a Right of First Refusal Agreement from a potential retail project to acquire approximately 2.59 buildable acres out of tax parcel 19,-1-74. The term of the agreement is for one year, with one additional year possible under a renewal. The cost would be \$500.00 non-refundable, but could be credited against the purchase price if acquired.

This was recommended for approval by the Committee.

**G. Torrey made a motion approve the BETP Right of First Refusal as presented; the motion was seconded by M. Wiater. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes

P. Zelif - Yes

**The item was approved as presented.**

**4.5 Caccamise Loan**– Michael Caccamise had an outstanding loan with the Chamber of Commerce in the amount of \$10,554.95 when the GGLDC acquired the entire loan portfolio. This loan will be refinanced at a lower amount. The proposal being put forth is four years of payments at \$200 per month with an interest rate of Prime. This will result in a loan amount of \$8,990.79, resulting in a bad debt write-off of \$1,564.16.

Fund Commitment: Legal fees for new documents.

This was recommended for approval by the Committee.

**T. Bender made a motion for approval of four years of payments at \$200 per month with an interest rate of Prime; the motion was seconded by T. Felton. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes
P. Zelif -	Yes		

**The item was approved as presented.**

Matt Gray left the meeting at 5:34 p.m.

**4.6 Workforce Development Agreement with BOCES** – As presented at the last Audit and Finance Committee meeting, the GGLDC has been pursuing a local workforce training program to assist local food processing companies, as well as other local companies, with getting their employees additional skills related to mechatronics. This program will create new training pathways for kids and adults to be able to further their careers in industry or pursue a degree. The first step in developing a local workforce training program is finding partners to help fund, secure a location, acquire equipment, and provide instruction.

The workforce agreement between the GGLDC and GV Boces allows the GGLDC to provide a grant to GV Boces to acquire the necessary equipment to provide the training services out of their Batavia Campus.

Fund Commitment –Not to exceed \$684,000.

This was recommended for approval by the Committee.

**P. Battaglia made a motion to approve the Workforce Development Agreement with BOCES, as well as a distribution from the GAB, LLC to the GGLDC not to exceed \$684,000; the motion was seconded by G. Torrey. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes
P. Zelif -	Yes		



The item was approved as presented.

**4.7 Workforce Development Agreement with Upstate Niagara** – As presented at the last Audit and Finance Committee meeting, the GGLDC has been pursuing a local workforce training program to assist local food processing companies, as well as other local companies, with getting their employees additional skills related to mechatronics. This program will create new training pathways for kids and adults to be able to further their careers in industry or pursue a degree. The first step in developing a local workforce training program is finding partners to help fund, secure a location, acquire equipment, and provide instruction.

The workforce agreement between the GGLDC and Upstate Niagara Cooperative allows Upstate Niagara to be reimbursed up to \$25,000 for training costs attributable to their employees who go through the program and receive a certificate.

Fund Commitment –Not to exceed \$25,000.

This was recommended for approval by the Committee.

**P. Battaglia made a motion to approve the Workforce Development Agreement with Upstate Niagara, as well as distribution from the GAB, LLC to the GGLDC not to exceed \$25,000; the motion was seconded by G. Torrey. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes
P. Zelif -	Yes		

The item was approved as presented.

**4.8 Workforce Development Agreement with HP Hood** – As presented at the last Audit and Finance Committee meeting, the GGLDC has been pursuing a local workforce training program to assist local food processing companies, as well as other local companies, with getting their employees additional skills related to mechatronics. This program will create new training pathways for kids and adults to be able to further their careers in industry or pursue a degree. The first step in developing a local workforce training program is finding partners to help fund, secure a location, acquire equipment, and provide instruction.

The workforce agreement between the GGLDC and HP Hood allows HP Hood to be reimbursed up to \$25,000 for training costs attributable to their employees who go through the program and receive a certificate

Fund Commitment –Not to exceed \$25,000.

This was recommended for approval by the Committee.

**P. Battaglia made a motion to approve the Workforce Development Agreement with HP Hood, as well as distribution from the GAB, LLC to the GGLDC not to exceed \$25,000; the motion was seconded by G. Torrey. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes

G. Torrey - Yes M. Wiater - Yes  
P. Zeliff - Yes

The item was approved as presented.

**5.0 Governance & Nominating Committee – S. Noble-Moag**

**5.1 Water Works Corp Board Appointments-** At the March 4, 2021 Governance and Nominating Committee meeting, potential appointments to the Water and Sewer Works Boards were discussed. The Committee's recommendation is that the Water and Sewer Works Boards should be comprised of 4 GCEDC Board members, one Town of Alabama Representative and one or two Professional Representative(s). The slate of board members being recommended for both the Water and Sewer Works Corps is as follows:

- Pete Zeliff – GCEDC Board Member
- Paul Battaglia – GCEDC Board Member
- Craig Yunker – GCEDC Board Member
- TBD – GCEDC Board Member
- Tim Hens – Professional Representative
- Steve Mountain – Professional Representative
- TBD – Town of Alabama Representative

**D. Cunningham made a motion to approve the slate of board members for the Water Works Corp; the motion was seconded by P. Zeliff. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes
G. Torrey -	Yes	M. Wiater -	Yes
P. Zeliff -	Yes		

The item was approved as presented.

**5.2 Sewer Works Corp Board Appointments-** At the March 4, 2021 Governance and Nominating Committee meeting, potential appointments to the Water and Sewer Works Boards were discussed. The Committee's recommendation is that the Water and Sewer Works Boards should be comprised of 4 GCEDC Board members, one Town of Alabama Representative and one or two Professional Representative(s). The slate of board members being recommended for both the Water and Sewer Works Corps is as follows:

- Pete Zeliff – GCEDC Board Member
- Paul Battaglia – GCEDC Board Member
- Craig Yunker – GCEDC Board Member
- TBD – GCEDC Board Member
- Tim Hens – Professional Representative
- Steve Mountain – Professional Representative
- TBD – Town of Alabama Representative

**P. Zeliff made a motion to approve the slate of board members for the Sewer Works Corp; the motion was seconded by G. Torrey. Roll call resulted as follows:**

T. Felton -	Yes	S. Noble-Moag -	Yes
D. Cunningham -	Yes	P. Battaglia -	Yes
T. Bender -	Yes	C. Yunker -	Yes

DRAFT

G. Torrey - Yes                      M. Wiater - Yes  
P. Zelif - Yes

**The item was approved as presented.**

**6.0 Other Business**

**6.1 Nothing at this time.**

**7.0 Adjournment**

As there was no further business, M. Wiater made a motion to adjourn at 5:44 p.m., which was seconded by P. Battaglia and passed unanimously.



**Genesee Gateway Local Development Corp.**  
**Dashboard - For the Three Month Period Ended 3/31/21**  
**Balance Sheet - Accrual Basis**

	<u>3/31/21</u>	[Per Audit] <u>12/31/20</u>
<b>ASSETS:</b>		
Cash - Unrestricted	\$ 434,465	\$ 410,759
Cash - Restricted (A)	499,954	512,822
Cash - Reserved (1)(B)	1,327,335	1,090,637
Cash - Subtotal	2,261,754	2,014,218
Grants Receivable (2)	5,406	30,406
Accounts Receivable	998	8,290
Loans Receivable - Current Portion	286,444	318,166
Other Current Assets (3)	19,163	872
<b>Total Current Assets</b>	<b>2,573,765</b>	<b>2,371,952</b>
Land Held for Dev. & Resale	3,496,974	3,496,874
Buildings & Improvements	7,202,120	7,202,120
Furniture, Fixtures & Equipment	46,599	46,599
Total Property, Plant & Equip.	10,745,693	10,745,593
Less Accumulated Depreciation	(2,005,630)	(1,956,649)
<b>Net Property, Plant &amp; Equip.</b>	<b>8,740,063</b>	<b>8,788,944</b>
Loans Receivable - Noncurrent Portion (Net of \$202,125 Allow for Bad Debt )	742,442	882,490
Equity Investment in Genesee Agri-Business, LLC (4)	3,220,240	3,220,240
<b>Other Assets</b>	<b>3,962,682</b>	<b>4,102,730</b>
<b>Total Assets</b>	<b>15,276,510</b>	<b>15,263,626</b>
<b>LIABILITIES:</b>		
Accounts Payable (5)	96,379	47,314
Unearned Revenue (6)	54,023	39,255
Security Deposits	109,944	109,944
Loans Payable - Current Portion	80,677	79,875
Bonds Payable - Current Portion	146,628	144,871
<b>Total Current Liabilities</b>	<b>487,651</b>	<b>421,259</b>
Loans Payable - Noncurrent Portion	2,241,112	2,261,585
Bonds Payable - Noncurrent Portion	2,640,863	2,682,494
<b>Total Noncurrent Liabilities</b>	<b>4,881,975</b>	<b>4,944,079</b>
<b>Total Liabilities</b>	<b>5,369,626</b>	<b>5,365,338</b>
<b>EQUITY</b>	<b>\$ 9,906,884</b>	<b>\$ 9,898,288</b>

**Significant Events:**

1. Cash Reserved - Received \$100K annual loan principal payment from HP Hood, \$50K from 3104 and 3232 Batavia Solar projects supporting Workforce Development initiatives and the overall Economic Development Program.
2. Grants Receivable - Decreased due to receipt of 241 Knapp Solar II funding supporting Workforce Development initiatives and the overall Economic Development Program.
3. Other Current Assets - Prepaid D&O Insurance and general liability insurance.
4. Equity Investment in Genesee Agri-Business, LLC - ties to corresponding GAB,LLC financial statements.
5. Accounts Payable - Grant for continuing Economic Development Program Support and MedTech Centre Property Management.
6. Unearned Revenue - MedTech Centre rent received in advance; Interest on loans received in advance.

- (A) Restricted = Community Benefit Agreement (CBA) Funds, Security Deposits, USDA Debt Sinking Fund.
- (B) Reserved = OCR loan repayments, Strategic Investment Funds, Economic Development Loan Funds, Batavia Micropolitan Area Redevelopment Loan Funds, Grant Funds.

**Genesee Gateway Local Development Corp.**  
**Dashboard - For the Three Month Period Ended 3/31/21**  
**Profit & Loss - Accrual Basis**

	Month to Date		YTD		2021	2021
	3/31/21	3/31/20	2021	2020	Board Approved Budget	YTD % of Budget
<b><u>Operating Revenues:</u></b>						
Grants (1)	\$ 50,000	\$ -	\$ 50,000	\$ -	\$ 997,648	5%
Interest Income on Loans	4,385	7,013	4,385	7,013	23,724	18%
Rent	180,092	173,105	180,092	173,105	708,787	25%
Common Area Fees - Parks	500	500	500	500	500	100%
Fees	-	500	-	500	-	N/A
Other Revenue	-	2,544	-	2,544	-	N/A
<b>Total Operating Revenues</b>	<b>234,977</b>	<b>183,662</b>	<b>234,977</b>	<b>183,662</b>	<b>1,730,659</b>	
<b><u>Operating Expenses:</u></b>						
Operations & Maintenance (2)	29,632	31,729	29,632	31,729	145,838	20%
Professional Services	22,312	25,103	22,312	25,103	156,535	14%
Econ. Dev. Prog. Support Grant	75,000	75,000	75,000	75,000	300,000	25%
Site Development Expense	9,250	-	9,250	-	93,000	10%
Grant Expense	-	-	-	-	1,044,148	0%
Real Estate Dev. (Capitalized)	100	-	100	-	15,000	1%
Buildings/Furniture/Equip. (Capitalized)	-	-	-	-	5,000	N/A
Balance Sheet Absorption	(100)	-	(100)	-	(20,000)	1%
Depreciation	48,981	49,222	48,981	49,222	195,922	25%
<b>Total Operating Expenses</b>	<b>185,175</b>	<b>181,054</b>	<b>185,175</b>	<b>181,054</b>	<b>1,935,443</b>	
<b>Operating Revenue (Expense)</b>	<b>49,802</b>	<b>2,608</b>	<b>49,802</b>	<b>2,608</b>	<b>(204,784)</b>	
<b><u>Non-Operating Revenues (Expenses):</u></b>						
Other Interest Income	904	6,395	904	6,395	4,800	19%
Interest Expense	(42,110)	(62,057)	(42,110)	(62,057)	(168,156)	25%
<b>Total Non-Operating Exp.</b>	<b>(41,206)</b>	<b>(55,662)</b>	<b>(41,206)</b>	<b>(55,662)</b>	<b>(163,356)</b>	
<b>Change in Net Assets</b>	<b>8,596</b>	<b>(53,054)</b>	<b>8,596</b>	<b>(53,054)</b>	<b>\$ (368,140)</b>	
<b>Net Assets - Beginning</b>	<b>9,898,288</b>	<b>10,249,998</b>	<b>9,898,288</b>	<b>10,249,998</b>		
<b>Net Assets - Ending</b>	<b>\$ 9,906,884</b>	<b>\$ 10,196,944</b>	<b>\$ 9,906,884</b>	<b>\$ 10,196,944</b>		

**Significant Events:**

- Grant Revenue - Two solar projects closed (3104 & 3232 Batavia Solar) and grant revenue was recognized supporting Workforce Development initiatives and the overall Economic Development Program.

**Genesee Gateway Local Development Corp.**  
**Dashboard - For the Three Month Period Ended 3/31/21**  
**Statement of Cash Flows**

	<u>Three Month Period Ended 3/31/21</u>	<u>YTD</u>
<b>CASH PROVIDED BY OPERATING ACTIVITIES:</b>		
Grant Income	\$ 75,000	\$ 75,000
Interest Income on Loans	5,564	5,564
Rental Income	194,899	194,899
Common Area Fees - Parks	500	500
Fees	-	-
Other Revenue	5,473	5,473
Operations & Maintenance	(84,215)	(84,215)
Professional Services	(7,472)	(7,472)
Economic Development Program Support Grant	-	-
Site Development Expense	(13,132)	(13,132)
Improvements of Land Held for Dev. & Resale	(100)	(100)
Issuance of Loans	-	-
Repayment of Loans	171,770	171,770
Net Cash Provided By Operating Activities	<u>348,287</u>	<u>348,287</u>
<b>CASH FLOWS USED BY CAPITAL &amp; RELATED FINANCING ACTIVITIES:</b>		
Principal Payments on Bonds & Loans	(59,545)	(59,545)
Interest Paid on Bonds & Loans	(42,110)	(42,110)
Purchase/Improvements of Buildings/Furniture/Equipment	-	-
Net Cash Used By Capital & Related Financing Activities	<u>(101,655)</u>	<u>(101,655)</u>
<b>CASH FLOWS PROVIDED BY INVESTING ACTIVITIES:</b>		
Interest Income	904	904
Net Cash Provided By Investing Activities	<u>904</u>	<u>904</u>
Net Change in Cash	247,536	247,536
Cash - Beginning of Period	2,014,218	2,014,218
Cash - End of Period	<u>\$ 2,261,754</u>	<u>\$ 2,261,754</u>
<b>RECONCILIATION OF OPERATING REVENUE TO NET CASH PROVIDED BY OPERATING ACTIVITIES:</b>		
Operating Revenue	\$ 49,802	\$ 49,802
Adjustments:		
Depreciation Expense	48,981	48,981
Increase in Land Held For Dev. & Resale	(100)	(100)
Decrease in Grants/Accounts Receivable	32,292	32,292
Increase in Other Current Assets	(18,291)	(18,291)
Decrease in Loans Receivable	171,770	171,770
Increase Operating Accounts Payable	49,065	49,065
Increase in Unearned Revenue	14,768	14,768
Total Adjustments	<u>298,485</u>	<u>298,485</u>
Net Cash Provided By Operating Activities	<u>\$ 348,287</u>	<u>\$ 348,287</u>

**Genesee Gateway Local Development Corp.**  
**Dashboard - For the Three Month Period Ended 3/31/21**  
**Balance Sheet - Accrual Basis**

	GGLDC		GABLLC		COMBINED	
	3/31/21	3/31/21	Eliminations	3/31/21	Per Audit 12/31/2020	
<b>ASSETS:</b>						
Cash - Unrestricted	\$ 434,465	\$ -	\$ -	\$ 434,465	\$ 410,759	
Cash - Restricted (A)	499,954	-	-	499,954	512,822	
Cash - Reserved (B)	1,327,335	1,697,583	-	3,024,918	2,786,172	
Cash - Subtotal	<u>2,261,754</u>	<u>1,697,583</u>	<u>-</u>	<u>3,959,337</u>	<u>3,709,753</u>	
Grants Receivable	5,406	-	-	5,406	30,406	
Accts Receivable - Current	998	-	-	998	8,290	
Loans Receivable - Current	286,444	-	-	286,444	318,166	
Other Current Assets	19,163	-	-	19,163	872	
<b>Total Current Assets</b>	<u>2,573,765</u>	<u>1,697,583</u>	<u>-</u>	<u>4,271,348</u>	<u>4,067,487</u>	
Land & Improvements	3,496,974	2,452,174	-	5,949,148	5,949,048	
Buildings & Improvements	7,202,120	-	-	7,202,120	7,202,120	
Furniture, Fixtures & Equipment	46,599	-	-	46,599	46,599	
Total Property, Plant & Equip.	<u>10,745,693</u>	<u>2,452,174</u>	<u>-</u>	<u>13,197,867</u>	<u>13,197,767</u>	
Less Accumulated Depreciation	<u>(2,005,630)</u>	<u>-</u>	<u>-</u>	<u>(2,005,630)</u>	<u>(1,956,649)</u>	
<b>Net Property, Plant &amp; Equip.</b>	<u>8,740,063</u>	<u>2,452,174</u>	<u>-</u>	<u>11,192,237</u>	<u>11,241,118</u>	
Loans Receivable - Noncurrent	742,442	-	-	742,442	882,490	
Equity Investment in GAB, LLC	3,220,240	-	(3,220,240)	-	-	
<b>Other Assets</b>	<u>3,962,682</u>	<u>-</u>	<u>(3,220,240)</u>	<u>742,442</u>	<u>882,490</u>	
<b>TOTAL ASSETS</b>	<u>15,276,510</u>	<u>4,149,757</u>	<u>(3,220,240)</u>	<u>16,206,027</u>	<u>16,191,095</u>	
<b>LIABILITIES:</b>						
Accounts Payable	96,379	-	-	96,379	47,314	
Unearned Revenue	54,023	-	-	54,023	39,255	
Security Deposits	109,944	-	-	109,944	109,944	
Loans Payable - Current Portion	80,677	-	-	80,677	79,875	
Bonds Payable - Noncurrent Portion	146,628	-	-	146,628	144,871	
<b>Total Current Liabilities</b>	<u>487,651</u>	<u>-</u>	<u>-</u>	<u>487,651</u>	<u>421,259</u>	
Loans Payable - Noncurrent Portion	2,241,112	-	-	2,241,112	2,261,585	
Bonds Payable - Noncurrent Portion	2,640,863	-	-	2,640,863	2,682,494	
<b>Total Noncurrent Liabilities</b>	<u>4,881,975</u>	<u>-</u>	<u>-</u>	<u>4,881,975</u>	<u>4,944,079</u>	
<b>TOTAL LIABILITIES</b>	<u>5,369,626</u>	<u>-</u>	<u>-</u>	<u>5,369,626</u>	<u>5,365,338</u>	
<b>EQUITY</b>	<u>\$ 9,906,884</u>	<u>\$ 4,149,757</u>	<u>\$ (3,220,240)</u>	<u>\$ 10,836,401</u>	<u>\$ 10,825,757</u>	

(A) Restricted = Community Benefit Agreement (CBA) Funds, Security Deposits, USDA Debt Sinking Fund, Grant Funds.

(B) Reserved = OCR loan repayments, Strategic Investment Funds, Economic Development Loan Funds,

Batavia Micropolitan Area Redevelopment Loan Funds, Grant Funds



**Genesee Gateway Local Development Corp.**  
**Dashboard - For the Three Month Period Ended 3/31/21**  
**Profit & Loss - Accrual Basis**

	GGLDC 3/31/21	GABLLC 3/31/21	Eliminations	COMBINED	
				3/31/21	Combined YTD
<u>Operating Revenues:</u>					
Grants	\$ 50,000	\$ -	\$ -	\$ 50,000	\$ 50,000
Interest Income on Loans	4,385	-	-	4,385	4,385
Rent	180,092	3,624	-	183,716	183,716
Common Area Fees - Parks	500	6,268	-	6,768	6,768
<b>Total Operating Revenues</b>	<b>234,977</b>	<b>9,892</b>	<b>-</b>	<b>244,869</b>	<b>244,869</b>
<u>Operating Expenses:</u>					
Operations & Maintenance	29,632	8,391	-	38,023	38,023
Professional Services	22,312	-	-	22,312	22,312
Econ. Dev. Program Support Grant	75,000	-	-	75,000	75,000
Site Development Expense	9,250	-	-	9,250	9,250
Real Estate Development (Capitalized)	100	-	-	100	100
Balance Sheet Absorption	(100)	-	-	(100)	(100)
Depreciation	48,981	-	-	48,981	48,981
<b>Total Operating Expenses</b>	<b>185,175</b>	<b>8,391</b>	<b>-</b>	<b>193,566</b>	<b>193,566</b>
<b>Operating Revenue</b>	<b>49,802</b>	<b>1,501</b>	<b>-</b>	<b>51,303</b>	<b>51,303</b>
<u>Non-Operating Revenues (Expenses):</u>					
Other Interest Income	904	547	-	1,451	1,451
Interest Expense	(42,110)	-	-	(42,110)	(42,110)
<b>Total Non-Operating Rev (Exp)</b>	<b>(41,206)</b>	<b>547</b>	<b>-</b>	<b>(40,659)</b>	<b>(40,659)</b>
<b>Change in Net Assets</b>	<b>8,596</b>	<b>2,048</b>	<b>-</b>	<b>10,644</b>	<b>10,644</b>
<b>Net Assets - Beginning</b>	<b>9,898,288</b>	<b>4,147,709</b>	<b>(3,220,240)</b>	<b>10,825,757</b>	<b>10,825,757</b>
<b>Net Assets - Ending</b>	<b>\$ 9,906,884</b>	<b>\$ 4,149,757</b>	<b>\$ (3,220,240)</b>	<b>\$ 10,836,401</b>	<b>\$ 10,836,401</b>

4.2

## GGLDC 2021 -22 Workforce Development Fund

Sources	Collected	Comments	
Solar Projects	\$150,000		
<b>Total Sources</b>	<b>\$150,000</b>		
Uses	2021	2022	Comments
BEA Premier Membership	\$2,500	\$2,500	BEA to assist with Mechatronics planning and recruiting events and materials in k-12, annual fee
GLOW with Your Hands Event	\$2,500	\$2,500	GOLD sponsorship level, annual fee
Intro into Mechatronics at GV BOCES Adult Education Training		\$15,000	Support training for adults introduction into advanced manufacturing, annually to keep the pipeline filled Targeting 10 students up to \$1500 scholarship per class First class January 2022
Mechatronics 12 month Certificate (MCC) at GV BOCES - Batavia Campus		\$60,000	New 12 month Certificate, stackable can lead to associates degree, annually to keep the pipeline filled Targeting 12 students at up to \$2500 scholarship per semester tuition, books, fees, making it tuition free First class is planned for Fall 2022 in Batavia
Incumbent worker training support	\$16,875	\$16,875	Workforce training support for local manufacturers, sustainable model afterwards Targeting 15 students/incumbent workers at \$2250 per person per class session or 50% discount
Marketing and recruiting k-12	\$12,500	\$18,750	Marketing and recruiting events (i.e. Tech Wars) and programs to develop a "warm" list of candidates into mechatronics from middle school to high school, this will be an annual perpetual process
<b>Total Uses</b>	<b>\$34,375</b>	<b>\$115,625</b>	
<b>Net</b>	<b>\$115,625</b>	<b>\$0</b>	

  

Fore Front Solar	\$ 25,000.00
NY CDG Genesee 1	\$ 25,000.00
YSG Solar	\$ 25,000.00
Solar Liberty 1	\$ 25,000.00
Solar Liberty 2	\$ 25,000.00
Total	\$ 125,000.00

Plus, 8 more solar projects in sales funnel

\* note: Pending Additional Funding in System approved (not closed)

**Approval of mowing contract for Buffalo East Tech Park properties**

**Discussion:** The GGLDC asked five companies for bids to mow the properties we have at Buffalo East Tech Park. The results of the bids are as follows based on 2 mows in the season for BETP:

1. \$2,800 – S&S Excavating & Blacktop, Inc.
2. \$3,650 – Scalia Landscape
3. \$3,420 – Versa Landscaping
4. Bubba’s Landscaping – No bid submitted
5. McKenzie Landscape – No bid submitted

**Fund Commitment:** Not to exceed \$2,800 for BETP to S&S Excavating & Blacktop, Inc.

**Board Action Request:** Approval of mowing contract for Buffalo East Tech Park properties.

**Approval of mowing contract for Gateway II properties**

**Discussion:** The GGLDC asked five companies for bids to mow the properties we have at Gateway II. The results of the bids are as follows based on 14 mows in the season for Gateway II:

1. \$575 – S&S Excavating & Blacktop, Inc.
2. \$476 – Scalia Landscape
3. \$1,680 – Versa Landscaping
4. Bubbas Landscaping – No bid submitted
5. McKenzie Landscaping – No bid submitted

**Fund Commitment:** Not to exceed \$476 for Gateway II to Scalia's Landscaping.

**Board Action Request:** Approval of mowing contract for Gateway II properties.

### **Approval of service agreement for fire alarm system**

**Discussion:** The GGLDC has an agreement with Great Lakes Building Systems, Inc. to take care of servicing the fire alarm system in the MedTech Centre. In 2020, the GGLDC board approved the Gold Package for the fire alarm system. This contract is up for renewal in 2021 with an approximate \$200 increase in cost. This item was included in the 2021 budget.

**Fund Commitment:** \$5,925.

**Board Action Request:** Approval of payment of \$5,925 for the Gold package for the fire alarm system.



**MAIN OFFICE**

116 Gruner Road  
Buffalo, New York 14227  
Tel. (716)892-5253  
Fax (716)892-5855  
www.glbs-inc.com



**ROCHESTER OFFICE**

333 Metro Park  
Suite S102  
Rochester, New York 14623  
Tel. (585)235-LAKE  
Toll Free (800)863-6732

Contract Billing To Cover The Dates 5/1/21-4/30/22

GGLDC/ Medtech  
99 Medtech Dr.  
Batavia, NY 14020

**Subject: Life Protection Service Agreement for: GGLDC/ Medtech, 99 Medtech Dr Batavia NY**

Life Protection Professional:

Life Protection systems are designed to provide early warning for your building occupants. Great Lakes Building Systems, Inc. , (GLBS) inspection and maintenance procedures are designed to ensure that your life protection systems operate as they were originally designed while significantly minimizing false alarms and business interruptions.

Our factory trained, NICET certified and licensed technicians provide inspections and testing to help maintain your system at peak performance, and meet NFPA and State and Local codes.

Our life protection service agreements offer our customers with the level of protection they require, allowing you to pay for only the services you need. GLBS will use its vast distributor network and over 30 years of experience to not only inspect but to manage your life protection systems.

### Services Provided

#### Fire Alarm and Detection System

- ▶ One 100% Annual inspection of the Fire Alarm System including: all accessible peripheral devices, control panel functionality and confirming of signal transmission to control panel
- ▶ Testing performed in compliance with current NFPA and NYS building codes and the AHJ
- ▶ Computer generated inspection reports with detailed listing of any discrepancies and applicable codes
- ▶ Preferred Customer Service Rate of Per NYS OGS
- ▶ Cleaning of all smoke detectors as required by NFPA 72 and manufacturers procedures
- ▶ Emergency Service labor trouble calls from 8am-5pm Monday thru Friday excluding holidays. Limited to three calls per year.
- ▶ Replacement of any failed Smoke Detector, Heat Detector, Manual Pull Station and Audio Visual Device due to normal wear. Limited to a maximum of (10) devices per year.
- ▶ No charge Premium Emergency Service Labor 24 hours a day 7 days a week
- ▶ No Charge Replacement Control Panel Components
- ▶ Automated Scheduling with electronic storage of inspection reports
- ▶ Minor Programming changes to include device descriptor updates\*
- ▶ No charge software updates to any Notifier, Fike, Silent Knight, Bosch, Firelite or Honeywell Control Panel
- ▶ 24/7 Central Station Monitoring (compatible equipment may cost extra)

Replacement batteries are not included in any service. Silver service plan only include peripheral devices, control panels will cost extra. Silver and Gold parts replacement are based on availability and do not cover manufacturer discontinued items. \*Programming of proprietary systems other than Notifier, Fike, Silent Knight, Bosch, Firelite and Honeywell are excluded.

	Bronze (B)	Silver (S)	Gold (G)
	X	X	X
	X	X	X
	X	X	X
	X	X	X
		X	X
		X	X
			X
			X
			X
	X	X	X
			X
			X
			X

Bronze	<b>\$1,760.00</b>
Silver	<b>\$2,825.00</b>
Gold	<b>\$4,775.00</b>

4.4



19

Choose the additional services that you require by checking the appropriate boxes

**24 Hour Central Station Monitoring**

- 24 Hour Central Station Monitoring by our UL listed Central Station
- Web Access to Monitoring Signals via Computer or Smartphone
- Ability to Place on Test through Toll-Free Number or Directly via Computer or Smartphone

Cost Per Account	<b>\$525.00</b>
------------------	-----------------

**SMU/ACCESS CONTROL SYSTEM- WIN-PAK XE**

- Honeywell Win-Pak Software Maintenance Upgrade License (SMU)
- Preferred Service Rate per New York State OGS of \$120.00/hr straight time and \$185.00/hr Overtime
- Priority integrator technical support during regular business hours
- Upgrade Firmware

Cost	<b>\$625.00</b>
------	-----------------

To choose the level or service you require below by initialing the appropriate box:

Bronze       Silver       Gold

Initial Here

<input type="checkbox"/>	GLBS reserves the right to reissue or change the pricing on this agreement if after the first inspection we find that the system has not been properly maintained per manufacture's recommendations.
--------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Initial Here

<input type="checkbox"/>	This Service Agreement shall be effective for a term of 12 months commencing on the date of acceptance.
--------------------------	---------------------------------------------------------------------------------------------------------

Initial Here

<input type="checkbox"/>	Payment of this Agreement is due after acceptance. <b>Sales Tax is not included, an invoice will be mailed under a separate cover.</b>
--------------------------	----------------------------------------------------------------------------------------------------------------------------------------

Initial Here

<input type="checkbox"/>	This Agreement will not take effect until payment has been received in full.
--------------------------	------------------------------------------------------------------------------

Customer Responsibilities

- Provide free access to Great Lakes Building Systems technicians upon their arrival to equipment requiring testing. If access is not available and a second trip is required to test equipment, customer agrees to pay for an additional service call at the prevailing rate.
- Provide necessary equipment required to reach inaccessible devices. This equipment may include a ladder, lift, or staging material that is in good sound and safe condition.
- Maintain a safe electrical service.
- Provide GLBS with a minimum of 24-hour notice if facility is unable to keep scheduled service date.

During this contract period, it is understood that Great Lakes Building Systems, Inc. is **not** a personal injury or property insurer. Any insurance required or desired by the customer shall be obtained and paid for by the customer. Additionally, the customer agrees to not hold Great Lakes Building Systems, Inc. liable for any losses or damages, irrespective of origin, to person or property whether directly or indirectly caused by performance or non-performance of obligations imposed by this agreement or by negligent acts or omissions by Great Lakes Building Systems, Inc. or its agents or employees. The customer further agrees to waive or release any rights of recovery against Great Lakes Building Systems, Inc. that it may have hereunder. In the event that Great Lakes Building Systems, Inc. becomes liable for any losses or damages attributed to the failure of the system or services to the system in any respect, it's total liability to the customer shall not exceed the total amount of this contract.

**Exclusions:**

Great Lakes Building Systems, Inc. shall not be held liable for services that are interrupted by labor strikes, loss of power or communications, vandalism, riots, wars, acts of nature, flooding or acts of God.

Great Lakes Building Systems shall not be responsible for repairs to equipment due to misuse or use for other than its design function, improper ventilation or cooling, improper wiring, acts of nature, acts of God, work or service to alarm system as provided by other than Great lakes Building Systems, Inc. authorized personnel.

Great Lakes Building Systems, Inc. shall not be held responsible for installing new or replacing existing wiring that is required for proper alarm system operation.

**Agreement Acceptance:**

The customer hereby accepts this Life Safety Agreement and Great Lakes Building Systems, Inc. agree to provide the services explained in this Agreement as indicated by the signatures below. Acceptance by both parties is based on the conditions and prices identified within this Agreement. No changes of terms or conditions shall be deemed enforceable or binding by Great Lakes Building Systems, Inc. unless delivered in writing and signed by an authorized representative of Great Lakes Building Systems, Inc

Approved and Accepted by:  
Great Lakes Building Systems, Inc.

Approved and Accepted by:

By: Jennifer Glica

By: \_\_\_\_\_

Title: Service Sales

Title: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: 4/14/21

Date: \_\_\_\_\_

## **Approval of first amendment to Solar Lease Agreement**

**Discussion:** The GGLDC has a Solar Ground Lease Agreement with YSG Solar for land at MedTech Park to construct a community solar project. The agreement was signed in April of 2019 and allowed for a due diligence period of six months, with another possible extension of 18 months. The initial due diligence period (six months) had a fee of \$250 and the extended due diligence period had a fee of \$1,800. This due diligence period ended in April. YSG is seeking an amendment to allow for an additional six months of due diligence for a fee of \$7,200 to be paid to the GGLDC.

**Fund Commitment:** None.

**Board Action Request:** Approval of payment of First Amendment of Solar Ground Lease.

**FIRST AMENDMENT OF SOLAR GROUND LEASE**

This First Amendment of Solar Ground Lease (this "**Amendment**") is dated this \_\_\_\_\_ day of \_\_\_\_\_, 2021 (the "**Effective Date**"), by and between Genesee Gateway Local Development Corporation New York corporation having an office at 99 MedTech Drive, Suite 106, Batavia, New York, as lessor ("**Lessor**"), and Batavia Solar, LLC, a New York limited liability company, having an office at 79 Madison Avenue, 8th Floor, New York, New York 10016 ("**Lessee**"). Any capitalized term not defined herein shall have the same meaning given to it in the Lease (defined below).

**WITNESSETH:**

**WHEREAS**, Lessor and YSG Community Solar LLC, as original lessee, entered into that certain Solar Ground Lease dated as of April 16, 2019 (the "**Lease**"), for which a Memorandum of Lease, dated as of April 16, 2019, was recorded in the Genesee County Clerk's Office as Instrument # DE2020-905 on July 28, 2020;

**WHEREAS**, such YSG Community Solar LLC assigned all of its rights and interests in the Lease to Lessee pursuant to that certain Assignment and Assumption of Solar Ground Lease, dated as of November 17, 2020, and recorded in the Genesee County Clerk's Office as Instrument # MR2020-826 on November 19, 2020;

**WHEREAS**, the Extended Due Diligence Period of the Lease currently expires on April 16, 2021, and the Parties desire to amend the Lease to extend such period by six (6) months;

**WHEREAS**, Lessor and Lessee hereby desire to enter into this Amendment on the terms and subject to the conditions set forth herein.

**NOW THEREFORE**, for good and valuable consideration, receipt and sufficiency of which are hereby acknowledged, Lessor and Lessee covenant and agree as follows:

**AGREEMENTS:**

1. Extension of Due Diligence Period. The Extended Due Diligence Period shall be, and hereby is, extended by a period of six (6) months, and shall now expire on October 16, 2021. Lessee shall pay to Lessor as consideration for such extension an amount equal to Seven Thousand Two Hundred Dollars (\$7,200.00).

2. Miscellaneous.

(a) This Amendment, together with the Lease, constitutes the entire agreement between Lessor and Lessee regarding the Lease and the subject matter contained herein and supersedes any and all prior and/or contemporaneous oral or written negotiations, agreements or understandings. Except as expressly modified herein the Lease is hereby ratified and confirmed and shall remain unmodified and in full force and effect.

(b) Lessor and Lessee represent that the parties executing this Amendment have the authority and power to sign this Amendment on behalf of Lessor and Lessee, respectively. No act or omission of any employee or agent of the parties or any broker will alter, change, or modify any provisions of this amendment. This Amendment may be executed in any number of counterparts, each copy of which is



identical, and any one of which shall be deemed to be complete in itself and may be introduced in evidence or used for any purpose without the production of the other copies. This Amendment may be executed by electronic signature, which shall be considered as an original signature for all purposes and shall have the same force and effect as an original signature. Without limitation, in addition to electronically produced signatures, "electronic signature" shall include faxed versions of an original signature or electronically scanned and transmitted versions (e.g., via pdf) of an original signature.

*[Signature Pages Follow]*

**IN WITNESS WHEREOF**, the parties have set their hands as of the day and year first above written.

**LESSOR:**

GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION

By: \_\_\_\_\_

Name:

Title:

**LESSEE:**

BATAVIA SOLAR, LLC

By: \_\_\_\_\_

Name:

Title:



## **Genesee Gateway Local Development Corp.**

### **Current Officers**

Don Cunningham, Chairman / President & CEO  
T. Felton, Vice Chairman  
S. Noble-Moag, Secretary  
G. Torrey, Treasurer

### **Authorized to request information regarding all bank accounts for the GGLDC and GABLLC**

L. Farrell  
P. Kennett

### **The following are authorized signers of agreements, contracts, deeds and any other instruments as approved by the board or operational items within the approved budget limits.**

Chairman (per by-laws)  
Vice Chairman (per by-laws)

GGLDC is the sole member of the GAB, LLC. The above approvals apply to the GAB, LLC as well.

5.1/5.2/5.3

**GGLDC**  
**Governance & Nominating Committee Report**  
**May 6, 2021**

**Water Works Corp. Board Appointments**  
**Sewer Works Corp. Board Appointments**

At the March 25, 2021 Board meeting, the following appointments were made to the Water and Sewer Works boards.

Pete Zeff – GCEDC Member  
Paul Battaglia – GCEDC Member  
Craig Yunker – GCEDC Member  
**TBD – GCEDC Member**  
Tim Hens – Professional Representative  
Steve Mountain – Professional Representative  
**TBD – Town of Alabama Representative**

The GGLDC previously agreed on a 7 member board with 4 of the 7 being GCEDC board members. The bylaws for both corporations allow the boards to be made up of between 3 – 9 members. With the current slate of board members, the corporations can meet, vote and operate without an additional appointment. However, that would result in 3 GCEDC members and 3 independent members on the boards.

The Town of Alabama Representative has not yet been determined. We will discuss amending the bylaws for these entities sometime in the future to allow the Town of Alabama to directly appoint one member to these boards.