Genesee Gateway Local Development Corp.
Meeting Agenda
Thursday, May 4, 2023
Location: 99 MedTech Drive, Innovation Zone

1.0 Call to Order 5:30pm

2.0 Chairman's Report and Activities 5:30pm
2.1 Upcoming Meetings:
   Next Scheduled Board Meeting: Thursday, June 1st at 4:00 p.m.
   Audit & Finance Committee Meeting: Tuesday, May 30th at 8:30 a.m.
   Governance & Nominating Committee Meeting: June 1st at 3:00 p.m.
2.2 Agenda Additions/Deletions / Other Business **Vote
2.3 Minutes: March 30, 2023 **Vote

3.0 Report of Management 5:35pm
3.1 Nothing at this time.

4.0 Audit & Finance Committee – D. Cunningham 5:35pm
4.2 MedTech Great Lakes Building Security Contract **Vote
4.3 Mowing Bids **Vote

5.0 Governance & Nominating Committee – S. Noble-Moag 5:40pm
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 Authorized Bank Signers **Vote

6.0 Other Business 5:45pm
6.1 Nothing at this time.

7.0 Adjournment 5:45pm
GGLDC Board Meeting
Thursday, March 30, 2023
Location: 99 MedTech Drive, Innovation Zone
4:00 PM

GGLDC MINUTES

Attendance
Board Members: T. Felton, S. Noble-Moag, C. Yunker, G. Torrey, P. Battaglia (Video Conference*), P. Zeliff (Video Conference*), T. Bender (Video Conference*)
Staff: L. Farrell, M. Masse, J. Krecick, S. Hyde, P. Kennett, C. Suozzi
Guests: M. Gray (GCEDC Board Member), C. Kemp (GCEDC Board Member), M. Clattenburg (GCEDC Board Member), R. Gaenzle (Harris Beach/Video Conference), Reagan Kemp
Absent: D. Cunningham, J. Tretter

* Attending from physical location identified in meeting notice as open to the public.

1.0 Call to Order

T. Felton called the meeting to order at 5:06 p.m. in the Innovation Zone.

2.0 Chairman’s Report and Activities

2.1 Upcoming Meetings:
   Next Scheduled Board Meeting: Thursday, May 4th at 4:00 p.m.
   Audit & Finance Committee Meeting: Tuesday, May 2nd at 8:30 a.m.
   Governance & Nominating Committee Meeting: Thursday, May 4th at 3 p.m.

2.2 Agenda Additions/Deletions/Other Business – T. Felton noted that agenda item 4.4 should not require a vote.

2.3 Minutes: March 2, 2023

S. Noble-Moag made a motion to approve the March 2, 2023 minutes; the motion was seconded by G. Torrey. Roll call resulted as follows:

T. Felton - Yes  J. Tretter - Absent
D. Cunningham - Absent  P. Battaglia - Yes (Video Conference*)
C. Yunker - Yes  T. Bender - Yes (Video Conference*)
G. Torrey - Yes  P. Zeliff - Yes (Video Conference*)
S. Noble-Moag - Yes

The item was approved as presented.

M. Gray left the meeting at 5:08 p.m.
3.0 Report of Management

3.1 Public Authorities Annual Report - The Annual Report was included with the Board materials as a separate attachment for review. The Annual Report is being brought forward for approval to be submitted into the PARIS reporting system. For 2022, the report includes grant information related to the Genesee CARES grant program as well as grants to Upstate Niagara Cooperative and HP Hood that were awarded by the Office of Community Renewal (OCR).

P. Battaglia made a motion to approve the submission of the Annual Report in the PARIS reporting system; the motion was seconded by P. Zeliff. Roll call resulted as follows:

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<td>S. Noble-Moag</td>
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The item was approved as presented.

3.2 GLOW YMCA Healthy Living Campus Directed Investment/Grant - A cornerstone project for the Batavia Downtown Revitalization Initiative (DRI) which will spell new life for downtown Batavia is the $33.5M "Healthy Living Project" which plans to offer a unique combination of health and wellness services through a strategic partnership formed by RRH-UMMC and the GLOW YMCA. The project, which has broken ground in our downtown core, plans to develop a two story, 78,000-square-foot regional health and wellness facility. The project site will integrate a new YMCA facility with state-of-the-art medical facilities as part of the Healthy Living Campus.

The GLOW YMCA portion of the project includes the demolition of the outdated nearly 50-year-old current YMCA and construction of a new fully featured 56,000-square-foot YMCA currently pegged at a capital investment of $23M.

The $23M project has an ambitious fundraising goal of some $15.75M. The GCEDC also led the effort introducing YMCA CEO Rob Walker and team to professional consultants active in New Market Tax Credit (NMTD) fundraising which has yielded some $3.3M in funding support with the remaining cost differential to be addressed with long-term debt financing which is structured and at a level that can be comfortably serviced within the long-term business case for the project.

At the same time, $15.75M in fundraising (capital campaign) is very ambitious for a community our size. There currently remains the need to raise an additional $1.15M to round out the capital campaign and fully fund the project without creating fiscal challenges to the business case.

The GGLDC board of directors is asked to consider a capital grant to the GLOW YMCA of $100,000 from strategic investments to help support the project's capital costs and reduce the current funding gap. Approving a grant of this nature focused on facility construction and fit out has been confirmed by Harris Beach to be legally allowable as it is aligned with our authorized mission, purposes, and powers as discussed in executive session at our February Audit and Finance and Board meetings.

Rationale for considering approval of $100,000 grant:
DRAFT

- Project Scope and Scale: This is a large >$20M investment by the YMCA which is a cornerstone redevelopment project for downtown Batavia.
- Project Leverage: The Healthy Living Project plans to bring on average as many as 2,500 additional people to downtown Batavia daily. This manifests into considerable incremental spending downtown helping to directly benefit other downtown businesses.
- Job Creation: The project also plans to create 14 additional FTE employees over the next 5 years, which plays directly to our economic development mission.
- Community Health and Wellness: The Project will directly offer health and wellness services to members of the community thereby enabling a healthier community and workforce.
- Reporting Requirements: Verification that funding has been deposited in capital funding accounts for building construction and/or equipment purchases (YE23).

The reporting requirements will include verification that funding has been deposited in capital funding accounts for building construction and/or equipment purchases (YE23). Job creation reporting was removed and will not be required.

**Staff Recommendation:** Approval of $100,000 capital grant subject to reporting requirements.

**C. Yunker made a motion to approve the $100,000 capital grant to the GLOW YMCA Healthy Living Campus Project subject to annual reporting requirements cited above; the motion was seconded by G. Torrey. Roll call resulted as follows:**

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**The item was approved as presented.**

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

**4.1 12/31/22 Audit** – T. Felton summarized the discussion that took place during the GGLDC Audit and Finance Committee meeting regarding the 12/31/22 audit. Jason Waite of Mostert, Manzanero & Scott, LLP reviewed the audit process with the Committee during Executive Session of the Audit & Finance Meeting. The Report to the Board of Directors states that no material weaknesses 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, 2022 in accordance with accounting principles generally accepted in the United States of America. T. Felton also noted that for this year’s audit, GASB 87 Leases was implemented. Additionally, audits were completed this year for the STAMP Water Works Corporation and the STAMP Sewer Works Corporation. These corporations are discretely presented component units on the GGLDC statements due to the GGLDC’s ultimate control over these entities. Lastly, a Single Audit was done for the GGLDC which included additional compliance testing for the Genesee CARES grant awards and other OCR projects. There were no findings.

This was recommended for approval by the Committee.
S. Noble-Moag made a motion to approve the 12/31/2022 Audit as presented; the motion was seconded by G. Torrey. Roll call resulted as follows:

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The item was approved as presented.

4.2 Revised Right of First Refusal for Ag Park (CH4 Biogas) – Included with the meeting materials was a Right of First Refusal for a 20-acre parcel located at the Ag Park. The agreement states that CH4 Biogas, LLC will make a $20,000 non-refundable deposit, which will be credited against the total purchase price at closing, if applicable. The term of the option will be for 12 months from the effective date of the agreement.

**Fund Commitment:** None.

**Board Action Request:** Recommend approval of the ROFR.

This item was recommended for approval by the Committee.

T. Felton made a motion to approve the Right of First Refusal with CH4 Biogas, LLC as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

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The item was approved as presented.

4.3 Loan Application for J&R Fancher Property Holdings, LLC - J & R Fancher Property Holdings, LLC has applied for a $200,000 loan from the GGLDC’s Batavia Micropolitan Redevelopment Loan Fund. Attached is the project description and outline of the proposed use of funds.

J&R Fancher Property Holdings, LLC is currently constructing a mixed-use facility in Pembroke consisting of 6 market rate apartments and approximately 7,000 square feet of retail space.

The GGLDC is proposing to use Batavia Micropolitan Redevelopment Loan Fund funding in the amount of $200,000 to provide a loan to the Company to cover cost escalations on the project. The term loan will have an interest rate of Prime with a floor of 3% per annum, to be readjusted annually, and will be amortized over a 10-year term which will include an interest only period during construction. The loan will be secured by a second position lien filing on the building as well as cross-corporate and personal guarantees from the owners.

Financing for the project includes equity, bank financing and a loan from the GGLDC’s Batavia Micropolitan Redevelopment Loan Fund.
Fund Commitment: $200,000 from GGLDC Batavia Micropolitan Redevelopment Loan Fund.

Committee Action Request: Recommend approval of $200,000 loan to J & R Fancher Property Holdings, LLC at Prime Rate of interest, adjusted annually in January with a floor of 3%. This loan will also require personal and corporate guarantees as well as a second position in the building.

This item was recommended for approval by the Committee.

T. Felton made a motion to approve the loan to J&R Fancher Property Holdings, LLC as presented; the motion was seconded by T. Bender. Roll call resulted as follows:

T. Felton - Yes  J. Tretter - Absent
D. Cunningham - Absent  P. Battaglia - Yes (Video Conference*)
C. Yunker - Yes  T. Bender - Yes (Video Conference*)
G. Torrey - Yes  P. Zeliff - Yes (Video Conference*)
S. Noble-Moag - Yes

The item was approved as presented.

4.4 Gateway II, LLC Lease Extension – The current lease with Gateway II, LLC expired 12/31/22. There was an automatic extension provision in the lease. Per the terms of the agreement, the lease was extended for five years.

4.5 Transfer Funds to STAMP Sewer Works Corp - The GGLDC had identified funds in the strategic investments account to transfer $90,000 to the STAMP Sewer Works Corp. (SSWC) to cover potential legal expenses related to the easements for the force main.

Fund Commitment: Transfer $90,000 to SSWC.

Board Action Request: Recommend approval of transfer of funds as listed above.

This item was recommended for approval by the Committee.

T. Felton made a motion to approve the transfer of funds in the amount of $90,000 to the STAMP Sewer Works Corp with the terms of repayment (if allowable) to be determined on a future date; the motion was seconded by S. Noble-Moag. Roll call resulted as follows:

T. Felton - Yes  J. Tretter - Absent
D. Cunningham - Absent  P. Battaglia - Yes (Video Conference*)
C. Yunker - Yes  T. Bender - Yes (Video Conference*)
G. Torrey - Yes  P. Zeliff - Yes (Video Conference*)
S. Noble-Moag - Yes

The item was approved as presented.

5.0 Governance & Nominating Committee – S. Noble-Moag

5.1 Nothing at this time.

6.0 Other Business
6.1 Nothing at this time.

7.0 Adjournment
As there was no further business, S. Noble-Moag made a motion to adjourn at 5:20 p.m., which was seconded by C. Yunker and passed unanimously.
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 2021 and 2022, the GGLDC board approved the Gold Package for the fire alarm system. This contract is up for renewal in 2023 with no increase in cost. This item was included in the 2023 budget.

Fund Commitment: $5,925.

Board Action Request: Approval of payment of $5,925 for the Gold package for the fire alarm system.
Contract Billing To Cover The Dates 5/1/23-4/30/24

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)

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<th>Silver (S)</th>
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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 $1,760.00
Silver $2,625.00
Gold $4,775.00
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

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<th>$525.00</th>
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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

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<th>Cost</th>
<th>$625.00</th>
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To choose the level or service you require below by initialing the appropriate box:

☐ Bronze ☐ Silver ☐ Gold

Initial Here

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

This Service Agreement shall be effective for a term of 12 months commencing on the date of acceptance.

Initial Here

Payment of this Agreement is due after acceptance. Sales Tax is not included, an invoice will be mailed under a separate cover.

Initial Here

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.
By: Sterling Shepperd
Title: Service Manager
Signature: ____________________________
Date: 4/21/2023

Approved and Accepted by:
By: ____________________________
Title: ____________________________
Signature: ____________________________
Date: ____________________________
Approval of mowing contract for GGLDC properties

Discussion: The GGLDC asked four companies for bids to mow the properties we have at BETP. The results of the bids are as follows based on 2 mows in the season. They have also bid on mowing the Ag Park sign at the Route 63 entrance:
1. Declined to bid – S&S Excavating & Blacktop, Inc.
2. Declined to bid – Scalia’s Landscaping
3. $2,500 – Fava Brothers Lawn Care
4. Declined to bid – Bubba’s Landscaping

Fund Commitment: $2,500.

Board Action Request: Approval of mowing contract for BETP properties to Fava Brothers Lawn Care for $2,500.
Fava Brothers Lawn Care Svc.
5438 School Road
Byron, NY 14422
58552608391
favalawncare@yahoo.com

**ADDRESS**
Mr. Mark Masse
GCEDC
99 Med Tech Drive, Suite 106
Batavia, NY 14020

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**Estimate 1372**

**DATE** 04/07/2023  
**EXPIRATION DATE** 05/15/2023

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<td>04/10/2023</td>
<td>Contract #1: Rt. 77 lot cut twice a year, Storm water detention pond at the end of Brick House Corners Drive cut twice a year, West side of entrance to Ag Park Drive cut monthly (6 months), 1 @ $2,500.00</td>
<td>Mow/Trim</td>
<td>2,500.00</td>
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<td>04/10/2023</td>
<td>Contract #2: 805 Lewiston Rd, Crosby rd. properties/fire hydrants, STAMP Entrance sign cut monthly (6 months), Storm water detention pond @ Apple Tree Acres cut twice a year, 1 @ $4,500.00</td>
<td>Mow/Trim</td>
<td>4,500.00</td>
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Thank you for your business!

Terms/Conditions: If after 30 days, no payment is received, a standard late fee of $15.00 will be assessed to any outstanding balance every month until a payment has been received. Partial payments are acceptable. If no payment is received for an extended period of time (determined by Fava Bros.), notice will be made of legal action to be acquired which will force a hearing in a court of law. Court fees along with a $100.00 company fee and any late fees will be affixed to any small claims court filing. A check processed as insufficient will be considered as a late payment, processing charges will be affixed.

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**TOTAL** $7,000.00

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Accepted By

Accepted Date

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****Please make checks payable to Fava Bros. Lawn Care Svc.  **** We Accept Credit Card Payments
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 and transfer funds between like 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)

Bank Account Authorized Signers

Audit & Finance Committee members are authorized bank signers.

All GCEDC checks and / or Line of Credit withdrawals must be signed by two authorized signors.

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