

Authority Self-Evaluation of Prior Year Performance

Local Public Authority Name: Genesee County Industrial Development Agency d/b/a Genesee County Economic Development Center (GCEDC)

2025 Measurements and results:

1. Secure capital / business investment commitments of \$49.8 million (not including any project over \$50 million in capital investment).
 - a. 2025 result was \$66.2 million (the total for the year was \$411 million if the over \$50 million in capital investments, Excelsior Energy Center, are included).
2. Secure pledges to create 93 jobs.
 - a. 2025 result was 19 pledged jobs to be created (the total for the year was 22 if the over \$50 million in capital investments, Excelsior Energy Center, are included).
3. Achieve the GCEDC 2025 budget from a bottom-line financial operation performance (EBITDA) standpoint.
 - a. The GCEDC will exceed the 2025 operating budget from a bottom-line standpoint. For the Operating Fund, recognized Project Origination Fee Revenue exceeded the budgeted amount. The GCEDC recognized \$5,075,475 in Project Origination Fee Revenue as compared to the \$450,000 budgeted for 2025.
4. Continue an active outreach campaign. Continue engagements with state, federal, regional, local and educational partners focused on advancing the GCEDC's development strategy enabling local/regional economic growth and quality job opportunities for our residents and children.
 - a. The GCEDC continued to share various economic development topics with federal, state and local government officials and staff through direct communication and participation with civic, government and private sector entities.
 - i. Federal:
 - The GCEDC communicated on the progress of infrastructure construction, permitting and approvals to advance active and future projects at STAMP and across Genesee County.
 - ii. State/Regional:
 - The GCEDC communicated on the progress of infrastructure construction, permitting and approvals to advance active and future projects at STAMP and across Genesee County.
 - The GCEDC coordinated state and local support enabling investments by companies including Edwards Genesee at STAMP, Oxbo at Apple Tree Acres and other projects in Genesee County.

- The GCEDC supported for the regional initiatives and sales and marketing outreach led by Greater Rochester Enterprise (GRE) and Invest Buffalo Niagara (IBN). The GCEDC's President and CEO serves on the board of directors of both organizations.
- The GCEDC's President and CEO serves on Finger Lakes Regional Economic Development Council (FLREDC). Several members of the GCEDC staff also serve on workgroups for the FLREDC.

iii. Local (County, City, Towns):

- The GCEDC communicated on the progress of infrastructure construction, permitting and approvals to advance active and future projects at STAMP and across Genesee County.
- The GCEDC communicated on projects under consideration for GCEDC board approvals with municipalities throughout the board review and approval process.
- The GCEDC engaged with municipalities to identify properties with appropriate zoning, utilities and local support for future manufacturing or residential development. Supported municipal funding requests for infrastructure improvements to support manufacturing and residential developments.
- The GCEDC participated in municipal board meetings and discussions on potential projects and long-term developments. This includes participation in Genesee County's Comprehensive Plan update process.
- The GCEDC's staff also participate on many community boards relevant to economic development, business, and community development across the County.

iv. Educational Institutions

- Supported efforts to grow workforce training participation and career readiness by the Genesee County Job Development Bureau, Genesee County Youth Bureau, GLOW Workforce Development Board, Genesee Valley BOCES, Genesee Community College, The BEST Center, Genesee County Business Education Alliance, K-12 schools and educators, and regional institutions.
- Coordinated participation with local employers in programs including GLOW With Your Hands, Genesee Valley Pre-Apprenticeship Program, Finger Lakes Youth Apprenticeship Program, ACT WorkKeys, and K-12 STEM programs. This provides active and future employers with a skilled, growing and connected workforce.

5. Continue site development activities at the tech and industrial parks which facilitates achievement of our jobs and investment goals. Initiate environmental scan for potential next generation shovel ready park development.

- a. 2025 results for the STAMP site are the deployment of the FAST NY funding through assuming construction of the 345 KV to 115 kV substation and design, engineering and pursuing bids and completed construction of an on-site water storage tank. The GCEDC

also completed the Basis of Design Report for a forcemain to Oakfield wastewater treatment facility, and progressed design and engineering of the Crosby Road rebuild. Edwards Vacuum has completed construction of a 240,000 sq. ft. semiconductor dry pump manufacturing facility scheduled to begin operations in 2026.

6. Continue active participation with the City of Batavia, Batavia Development Corp., County, School districts, Finger Lakes REDC, New York State and related community partners with respect to revitalization activities and projects in the City of Batavia to include development and implementation of the Batavia DRI Strategic Investment Plan. This will include the importance of the development and support of Placemaking activities/housing.
 - a. The GCEDC built on placemaking initiatives including engagement with local stakeholders and project managers including guidance to municipalities for potential residential projects and funding sources. The GCEDC also provided active guidance in the redevelopment of BOA sites at Creek Park and the preparation of City of Batavia's second Downtown Revitalization Initiative application. Partners did not request the extension of the Batavia Pathway to Prosperity.

7. Continue active sales and marketing efforts focused on company attractions, expansions and retentions to achieve our investment and jobs goals and continued focus on economic expansion.
 - a. In 2025, the GCEDC had 12 wins, 807 jobs committed, and \$411 million in capital investment committed. The results exceeded the GCEDC's goals. The GCEDC had 11 company attraction projects which included expansions by HP Hood, LLC, Apple Tree Acres, LLC and 9 Lent Avenue, LLC. Outreach to existing businesses and outside companies continued to be robust. The GCEDC sales and business development team responded to 85 leads in 2025. 2 of those leads (9 Lent Avenue, LLC and Apple Tree Acres, LLC) were converted to projects and were approved for incentives/funding support from either the boards of GCEDC/GGLDC/GCFC and/or New York State.

8. Continue workforce development activities with our education partners focused on worker pipeline enhancement enabling growth by our existing base of businesses and supporting company attractions to the community/region.
 - a. The GCEDC focused on inspiring, preparing, and supporting our emerging workforce through partnerships with workforce, education and private-sector partners and continued development of student and family-focused communications.
 - The GCEDC participated in coordinating GLOW With Your Hands events that connected students with careers, training programs and employers in manufacturing, agribusiness, skilled trades and healthcare. 1,800+ students participated in these programs in 2025.
 - The GCEDC participated in coordinating business and student participation in pre-apprenticeships and youth apprentices led by the Rochester Technology Manufacturers Association (RTMA) and Genesee Valley BOCES. 40+ students participated in these programs in 2025, with students gaining job shadows and paid internships during high school, and 960 hours of mechatronics lab training and 1,000 hours of on-the-job training during a six-week bootcamp.

- The GCEDC participated in coordinating the launch of an ACT WorkKeys assessment center at Genesee Valley BOCES. Genesee County has achieved the first of four goals required for designation as an ACT Work Ready Community.
- The GCEDC supported STEM and skilled trades programs at K-12 schools and coordinated with schools and educators to provide activities aligned with careers at active and future employers.
- The GCEDC secured \$53,000 of private-sector funding to support workforce development programs through the Genesee County Premier Workforce Membership Program.
- The GCEDC communicates with students and families through programs like the High School Gameday on-site and live-streamed events with WBTA, the creation and distribution of the Genesee County Career Roadmap. Coach's Corner columns in the local media and Coach SwazZ social media content promote workforce development programs and local careers.
- The GCEDC communicates on the investments and participation in workforce training programs with active and future employers. The workforce pipeline in in-demand careers is an asset in outreach to companies considering projects at STAMP and across Genesee County.

9. Implement the strategic planning process with board and staff participation

- a. The GCEDC has participated in ongoing discussions regarding the agency's strategic planning initiatives.