



GCEDC Board Meeting
Thursday, October 30, 2025
Location: 99 MedTech Drive, Innovation Room
4:00 PM

GCEDC MINUTES

Attendance

Board Members: C. Kemp, P. Battaglia, C. Yunker, K. Manne, M. Clattenburg, M. Gray
Staff: M. Masse, K. Galdun, L. Farrell, C. Suozzi, J. Krencik
Guests: D. Cunningham (GGLDC Board Member), G. Torrey (GGLDC Board Member),
M. Brooks (GGLDC Board Member), K. Loewke (Loewke Brill – Video
Conference), J. Spinelli (Loewke Brill – Video Conference), J. Loewke (Loewke
Brill – Video Conference) R. Gaenzle (Harris Beach – Video Conference), R.
Pressler (Blattner Energy - Video Conference), L. Susko (Excelsior Energy), C.
Eddinger (Blattner Energy), J. De Armas (Excelsior Energy)
Absent: P. Zelif

1.0 Call to Order

M. Gray called the meeting to order at 4:00 p.m. in the Innovation Zone.

1.1 Enter Executive Session

K. Manne made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 4:01 p.m. 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.
2. Discussions regarding proposed, pending, or current litigation.
3. 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.

The motion was seconded by C. Yunker and approved by all members present.

G. Torrey joined the meeting at 4:03 p.m.

1.2 Enter Public Session

P. Battaglia made a motion to enter back into public session at 4:23 p.m., seconded by M. Clattenburg and approved by all members present.

K. Loewke, J. Loewke, J. Spinelli, R. Pressler, L. Susko, C. Eddinger, and J. De Armas joined the meeting at 4:24 p.m.

2.0 Chairman's Report & Activities

2.1 Upcoming Meetings:

Next Scheduled Board Meeting: Thursday, December 4th at 4:00 p.m.

Audit & Finance Committee Meeting: Tuesday, December 2nd at 8:30 a.m.

STAMP Committee Meeting: Wednesday, December 3rd at 8 a.m.

Employment & Compensation Meeting: Thursday, December 4th at 3 p.m.

2.2 Agenda Additions / Deletions / Other Business – Nothing at this time.

2.3 Minutes: October 2, 2025

M. Clattenburg made a motion to accept the October 2, 2025 minutes as presented; the motion was seconded by C. Kemp. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zeff -	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

3.0 Report of Management

3.1 Market Labor Update – Loewke Brill – K. Loewke of Loewke Brill Consulting provided the Board with an update on the status of the local labor force, as previously requested. He reported that there was not much change to report on since last month's update. The labor market remains tight, largely due to the volume of major projects currently underway in the region. As a result, there has been an increase in waiver requests being submitted across the region.

M. Gray asked what major projects were causing the pressure on availability and K. Loewke responded with the Bills Stadium Project, Fairlife Project (which is winding down), along with a number of residential buildouts in Monroe County and a couple manufacturing facilities as well. He also stated that they currently have 45 projects in Monroe County alone that they are monitoring.

3.2 Excelsior Energy – Local Labor Waiver Request – The Excelsior Energy & Blattner team are seeking to make the current 90-day waiver for the operator's union permanent, as well as requesting a blanket waiver for the other trades they intend to utilize on the project.

Currently the construction industry is booming in Western New York, with a number of massive projects underway including the Bills stadium Project, the Fairlife Project in Webster, and the Cider Solar Project in Genesee County. Loewke Brill is seeing an overall increase in waiver requests being submitted with documented verification of labor shortages in both Rochester and Buffalo.

Loewke Brill is recommending a blanket waiver due to this unexpected shortage that could potentially continue over the next year.

M. Gray pointed out that multiple letters of support, in favor of this waiver, were included in the meeting materials.

M. Clattenburg made a motion to make the current 90 day waiver for the operators union permanent as well as approving the blanket Local Labor Waiver Request for Excelsior Energy for the other trades they intend to use on the project as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zelif -	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

3.3 HP Hood – Local Labor Waiver Request – HP Hood submitted the following waiver requests:

1. Installation of metal panels due the specialty nature of construction and the warranty for the product.
2. Specialized tile installation that the manufacturer only allows workers trained by them to complete the installation.
3. Precast concrete panels that will tie into the existing panels of the facility that has a warranty for the product based on the installer.
4. The fire suppression system that has to tie into the existing system in the facility and will utilize the original installer which was granted a local labor waiver by the GCEDC Board back in 2018.
5. A request to reduce the remaining local labor percentage to 50% due to the significant other milk production projects ongoing in the region such as Fairlife and Chobani.

C. Yunker made a motion to approve all of the Local Labor Waiver Requests for HP Hood as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zelif -	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

K. Loewke, J. Loewke, J. Spinelli, R. Pressler, L. Susko, C. Eddinger, and J. De Armas left the meeting at 4:36 p.m.

3.4 Public Outreach Update – J. Krencik updated the Board on two items:

1. The letter to the editor that ran in the Daily News on the Batavia Home Fund program. This is a program with the City and Town to help single family home repairs in hopes to improve the look of not only the home itself but the neighborhood as well. So far, there have been 3 projects funded through this program with \$75,000 still available.

2. High School Game Day has participated in 7 games so far at local high schools. M. Masse asked like 6, 7 games and J. Krencik confirmed it was 7. They are hoping to pick up a couple more games during playoffs, but overall feel this has been a success. The additional engagement it's created as well as the student highlight portion have been the biggest take aways. C. Suozzi summarized his experience with this initiative and how successful he felt it was and that the support that was received by the schools was phenomenal to be a part of.

4.0 Audit & Finance Committee

4.1 September 2025 Financial Statements – L. Farrell reviewed the significant items of the September 2025 financial statements.

- Unrestricted cash decreased by \$4M and reserved cash increased due to the transfer of funds for the security requirements from NYPA regarding the letter of credit related to STAMP.
- Restricted cash decreased due to a large amount of expenditures approved by ESD to disburse out of the imprest accounts. Unearned revenue decreased as well, related to those same expenditures.
- Otherwise, normal monthly activity.

The September 2025 financial statements were recommended for approval by the Committee.

K. Manne made a motion to approve the September 2025 Financial Statements as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zelif -	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

4.2 12/31/25 Audit Services – In 2022, the GCEDC and its affiliated corporations issued a joint Request for Proposals (RFP) for Professional Auditing Services. The RFP requested services for three audit years from January 1, 2022 to December 31, 2024, with an option of contracting for an additional two years (2025-2026). The Board approved a 3-year engagement with Mostert, Manzanero & Scott, LLP. L. Farrell noted that the fee for 2025 audit services per the proposal will be \$11,000. The engagement letter includes an option to add on a Single Audit if necessary for an additional \$2,500 (\$13,500 total).

This was recommended for approval by the Committee.

K. Manne made a motion to approve the 12/31/25 audit services with Mostert, Manzanero, & Scott, LLP up to \$13,500 as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zelif -	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

4.3 2026 Cleaning Services – Included with the meeting materials was an MOU with Genesee Community College (GCC) for cleaning of GCEDC offices and the Innovation Zone. GCC will clean these areas two times a week for a total cost of \$7,500/year.

The MOU term is from 1/1/26 – 12/31/26 and extends automatically unless either party gives written notice to the other to cancel no less than 60 days prior to the anniversary date.

For reference, 2025 common area cleaning services from Commercial Cleaning Services, Inc. were approved with a not to exceed amount of \$8,000 plus reimbursement for supplies.

Fund commitment: \$7,500; included in the 2026 GCEDC Budget

Board action request: Approval of the MOU with Genesee Community College for the 2026 cleaning services in the amount of \$7,500.

L. Farrell pointed out that the memo included in the meeting materials stated an approval amount of \$8,000, but it should only be \$7,500.

This was recommended for approval by the Committee.

K. Manne made a motion to approve the MOU with Genesee Community College for the 2026 cleaning services, not to exceed \$7,500; the motion was seconded by C. Kemp. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zeliff –	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg –	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

4.4 Greater Rochester Enterprise Support – Greater Rochester Enterprise is our non-profit regional economic development organization supported by a team of private and public-sector leaders in the Finger Lakes region to grow the economy in Genesee County and our eastern neighbors.

This funding request supports GRE staff partnerships with the GCEDC's business development, sales and marketing efforts, site development, and talent attraction efforts. The GCEDC also receives an active role on Greater Rochester Enterprise's board of directors.

GRE staff directly enhance the GCEDC's active sales funnel at STAMP and our shovel-ready sites. Notably, GRE has provided critical regional connections that further project due diligence and project implementation, as with Edwards Genesee. GRE's support also enabled the FAST NY program's legislative approval, STAMP's successful FAST NY application, and the designation of our region as a Federal Tech Hub.

M. Masse stated that the term of the agreement is three years, but this will be changed to reflect one year.

Fund commitment: An investment renewal of \$55,000 to Greater Rochester Enterprise for the 2026 calendar year. This expenditure is covered by available funds in the 2026 GCEDC budget and is at the same cost as in 2025.

Board action request: Approval of the annual support to Greater Rochester Enterprise.

This was recommended for approval by the Committee.

K. Manne made a motion to approve the 2026 support to Greater Rochester Enterprise in the amount of \$55,000 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zelif -	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

4.5 Invest Buffalo Niagara Support – Invest Buffalo Niagara (InBN) is our non-profit regional economic development organization supported by a team of private and public-sector leaders in the Western New York region to grow the economy in Genesee County and our western neighbors. They are a similar organization to Greater Rochester Enterprise located in Buffalo.

This funding request supports InBN staff partnerships with the GCEDC’s business development, sales and marketing efforts, site development, and talent attraction efforts. The GCEDC also receives an active role on Invest Buffalo Niagara’s board of directors.

InBN staff directly enhance the GCEDC’s active sales funnel at STAMP and our shovel-ready sites. Notably, InBN has provided critical regional connections to support Workforce development and marketing collaterals. InBN’s support also enabled the FAST NY program’s legislative approval, STAMP’s successful FAST NY application, and the designation of our region as a Federal Tech Hub.

Fund commitment: An investment renewal of \$25,000 to Invest Buffalo Niagara for the 2026 calendar year. This expenditure is covered by available funds in the 2026 GCEDC budget and is at the same cost as in 2025.

Board action request: Recommend approval to the full Board the investment renewal of \$25,000 to Invest Buffalo Niagara.

This was recommended for approval by the Committee.

K. Manne made a motion to approve the 2026 support to Invest Buffalo Niagara in the amount of \$25,000 as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

P. Battaglia - Yes P. Zelif - Absent
K. Manne - Yes C. Yunker - Yes
M. Clattenburg - Yes M. Gray - Yes
C. Kemp - Yes

The item was approved as presented.

4.6 Carpet Quotes – The GCEDC staff received 3 bids for the replacement of carpet in the office area. After reviewing all options, staff determined that carpet tiles would be most cost-effective and easiest to install and maintain.

Two carpet tile options were considered; nylon and polyester. After evaluating the quality, durability, and long-term value of both materials, staff recommends selecting the nylon carpet tile option to be installed by Will's Carpet. The nylon tiles provides superior durability, better wear resistance, and are expected to offer a longer service of life than the polyester alternative.

This was recommended for approval by the Committee.

K. Manne made a motion to approve the carpet quote with Will's Carpet in Batavia, NY not to exceed \$18,000 as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

P. Battaglia - Yes P. Zelif - Absent
K. Manne - Yes C. Yunker - Yes
M. Clattenburg - Yes M. Gray - Yes
C. Kemp - Yes

The item was approved as presented.

5.0 Governance & Nominating Committee – C. Yunker

5.1 Nothing at this time.

6.0 STAMP Committee – P. Zelif

6.1 NYPA Reimbursement Amount – The GCEDC has previously signed a Cost Reimbursement Agreement (CRA) with NYPA for the review of the design and engineering for the substation at the STAMP site.

Fund Commitment: Additional \$500,000 included in the \$56 million.

Board Action Request: Recommend approval to fund the CRA for an additional \$500,000.

This item was reviewed by the Committee and is recommended for approval.

C. Yunker made a motion to approve funding the CRA for an additional \$500,000 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

P. Battaglia - Yes P. Zelif - Absent

K. Manne - Yes C. Yunker - Yes
M. Clattenburg – Yes M. Gray - Yes
C. Kemp - Yes

The item was approved as presented.

6.2 Town of Alabama Site Plan Review Fees – The GCEDC had completed the site plan approval of design and engineering of the onsite water storage tank. The Town of Alabama hired Wendel Engineering to review the plans and recommend any actions to the Planning Board along with their Special Project Manager. The Planning Board approved the project. The GCEDC has received the attached invoice in connection with this review in the amount of \$875.00.

Fund Commitment: The \$875.00 is covered under the existing \$56 million NYESD grant.

Board Action Request: Recommend approval to the full Board to pay \$875.00 to the Town of Alabama.

C. Yunker made a motion to approve paying \$875.00 to the Town of Alabama as presented; the motion was seconded by K. Manne. Roll call resulted as follows:

P. Battaglia - Yes P. Zelif – Absent
K. Manne - Yes C. Yunker - Yes
M. Clattenburg – Yes M. Gray - Yes
C. Kemp - Yes

The item was approved as presented.

6.3 Mowing for STAMP with Town of Alabama Highway Dept. – The GCEDC received a proposal for mowing of the stormwater pond and the open area from the substation to Crosby Road at STAMP for 2025, twice a year.

Fund Commitment: \$7,995 from operational funds of STAMP.

Board Action Request: Approval of mowing contract for \$7,995 with Town of Alabama Highway Department.

This was recommended for approval by the Committee.

C. Yunker made a motion to approve the mowing contract for STAMP with Town of Alabama Highway Department not to exceed \$7,995 as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

P. Battaglia - Yes P. Zelif – Absent
K. Manne - Yes C. Yunker - Yes
M. Clattenburg – Yes M. Gray - Yes
C. Kemp - Yes

The item was approved as presented.

6.4 Reimbursement to Genesee County – Engineering Review of the Basis of Design Report – The GCEDC had completed the basis of design report for the sewer line to the Village of Oakfield wastewater treatment plant. Genesee County will be hiring an outside engineering firm to review the BODR on behalf of the Genesee Orleans Health Department.

Fund Commitment: Not to exceed \$20,000 that is covered under the existing \$56 million NYESD grant.

Board Action Request: Recommend approval to the full Board to pay up to \$20,000 to Genesee County to reimburse them for expenditures related to the review of the BODR.

This was recommended for approval by the Committee.

C. Yunker made a motion to approve reimbursing Genesee County for expenditures related to the review of the BODR, not to exceed \$20,000 as presented; the motion was seconded by C. Kemp. Roll call resulted as follows:

P. Battaglia -	Yes	P. Zeff -	Absent
K. Manne -	Yes	C. Yunker -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

The item was approved as presented.

7.0 Employment & Compensation – M. Gray

7.1 Nothing at this time

8.0 Housing Committee – P. Battaglia

8.1 Nothing at this time

9.0 Other Business

9.1 Nothing at this time.

10.0 Adjournment

As there was no further business, P. Battaglia made a motion to adjourn at 4:49 p.m., which was seconded by C. Yunker and passed unanimously.