



Meeting Agenda – Audit and Finance Committee

Genesee Gateway Local Development Corp

Tuesday, December 2, 2025 – 8:30 a.m.

Location: 99 MedTech Drive, Innovation Zone

Page #	Topic	Discussion Leader	Desired Outcome
	1. Call to Order - Enter Public Session	M. Brooks	
2-6	2. Chairman's Report & Activities 2a. Agenda Additions / Other Business 2b. Minutes: October 28, 2025	M. Brooks	Vote
7-46	3. Discussions / Official Recommendations to the Board: 3a. Insurance Renewal	L. Farrell / J. Teresi	Disc / Vote
47-51	3b. October 2025 Financial Statements	L. Farrell	Disc / Vote
52-59	3c. Loan Policy Review	L. Farrell	Discussion
60-61	3d. Grant Consulting Agreement	L. Farrell	Disc / Vote
	5. Adjournment	M. Brooks	Vote

GGLDC Audit & Finance Committee Meeting

Tuesday, October 28, 2025

Location – 99 MedTech Drive, Innovation Zone

8:30 a.m.

MINUTES

ATTENDANCE

Committee Members P. Battaglia, D. Cunningham, M. Brooks
Staff: L. Farrell, M. Masse, P. Kennett, K. Galdun, J. Krencik
Guests: M. Gray (GCEDC Board Member), K. Manne (GCEDC Board Member)
Absent: J. Tretter

1. CALL TO ORDER / ENTER PUBLIC SESSION

M. Brooks called the meeting to order at 8:45 a.m. in the Innovation Zone.

2. CHAIRMAN'S REPORT & ACTIVITIES

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

2b. Minutes: September 30, 2025

D. Cunningham made a motion to approve the minutes from September 30, 2025; the motion was seconded by P. Battaglia. Roll call resulted as follows:

J. Tretter - Absent
P. Battaglia - Yes
M. Brooks - Yes
D. Cunningham – Yes

The item was approved as presented.

3. DISCUSSIONS / OFFICIAL RECOMMENDATIONS TO THE BOARD:

3a. September 2025 Financial Statements – L. Farrell reviewed with the Committee the significant items on the long form financial statements for September 2025.

- On the balance sheet, Line 7, restricted cash increased. We received the \$93,000 payment from Darien Lake related to the Community Benefit Agreement. These funds will eventually be remitted to the Town of Pembroke to support the Corfu Wastewater Treatment facility improvements per a Sewer Supply Agreement that is in place.

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- Funds decreased on Line 9 in relation to the Host Community Investment Agreement money from Plug. That cash is reserved for STAMP related infrastructure and improvements. Equity contributions were made to STAMP Sewer Works, Inc.
- Equity contributions were made to the Sewer Works Corporation and correlate to Line 47.
- Other funds had normal monthly activity and are where we would expect them to be budget-wise for the year.

P. Battaglia made a motion to recommend to the full Board the approval of the September 2025 Financial Statements as presented; the motion was seconded by D. Cunningham. Roll call resulted as follows:

J. Tretter - Absent
P. Battaglia - Yes
M. Brooks - Yes
D. Cunningham - Yes

The item was approved as presented.

3b. GGLDC 2026 Budget – L. Farrell presented the 2026 budget to the Committee for final review and recommendation to the full Board for approval. Included as separate attachments to the meeting materials were the 2026 draft cash budget and 2026 draft accrual budget. She also noted that the full board will be provided with the bullet points summary sheet that will show a higher level summary of the activity that is being anticipated for 2026.

L. Farrell stated that the only changes, since the last meeting, to the statement of operational cash flows for 9/1 – 12/31/25 and the 2026 draft cash budget have been highlighted in yellow and include the following:

- o Land Sale proceeds of \$195,000 and closing costs of \$14,000 related to the potential Batavia Cold Storage land sale at the GAB, LLC.
- o Common Area Maintenance charges increased related to the potential land sale to Batavia Cold Storage.
- o Miscellaneous Work Force Development expenses were adjusted to \$87,000. This correlates with C. Suozzi's sources and uses that he provides.
- o Broker Fees related to the MedTech Centre leases also had a revision.

The cash budget is converted into an accrual budget. L. Farrell reviewed the significant changes when converting from cash to accrual, including:

- o Only interest income is shown for loan repayments received from companies.
- o Only interest expense is shown for debt service for MedTech Centre.
- o Depreciation expense is also included in the accrual budget.

P. Battaglia made a motion to recommend to the full Board the approval of the GGLDC 2026 Budget as presented; the motion was seconded by D. Cunningham. Roll call resulted as follows:

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J. Tretter - Absent
P. Battaglia - Yes
M. Brooks - Yes
D. Cunningham - Yes

The item was approved as presented.

3c. GGLDC 1+3 Budget – L. Farrell presented the 1+3 budget to the Committee for review. It was noted that most line items show a 3% increase year over year unless there is an asterisk or is shaded. These line items could be estimated more accurately based upon additional information that is available.

Included with the meeting materials are four-year budgets for the GGLDC & GAB, LLC Consolidated, GGLDC and GAB, LLC. The GGLDC & GAB, LLC Consolidated 1 + 3 Budget will be entered into PARIS (Public Authorities Reporting Information System) and certified.

L. Farrell mentioned one error on line 2, stating that it should not be shaded as it is a 3% increase and will be fixed before posting it.

D. Cunningham made a motion to recommend to the full Board the approval of the Consolidated GGLDC 1+3 Budget as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

J. Tretter - Absent
P. Battaglia - Yes
M. Brooks - Yes
D. Cunningham - Yes

The item was approved as presented.

3d. GCEDC Economic Development Support Grant – L. Farrell stated that the Economic Development Program Support Grant of \$300,000 was included in strategic investments for 2026 and included in the GGLDC Budget that was just approved. She also stated that looking into the future, this may not be needed as STAMP ramps up with more sales.

P. Battaglia made a motion to recommend to the full Board the approval of the GCEDC Economic Development Support Grant in the amount of \$300,000 as presented; the motion was seconded by D. Cunningham. Roll call resulted as follows:

J. Tretter - Absent
P. Battaglia - Yes
M. Brooks - Yes
D. Cunningham - Yes

The item was approved as presented.

3e. Strategic Investments – L. Farrell reviewed the Strategic Investments Analysis with the Committee. She noted the following:

- Reserved funds of \$50,000 for the STAMP Water Works and STAMP Sewer Works were pushed out to 2026 as we do not anticipate transferring funds in 2025. This is the balance of the original

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placeholder of \$100,000 for start-up costs for these entities. Only \$50,000 has been paid to date. \$25,000 was paid to the STAMP Water Works, Inc. and \$25,000 was paid to the STAMP Sewer Works, Inc.

- Workforce training funds for HP Hood and Upstate Niagara of \$50,000 were moved from 2025 to 2026. C. Suozzi is working with these companies on uses for these funds in 2026 in accordance with the agreements that were executed in 2021.
- The uses of the Workforce Development Reserve tied to the Sources and Uses Worksheet for 2025-2026 previously presented by C. Suozzi.
- It is anticipated that at the end of 2025, there will be a cash balance of \$3.2M.
- It is anticipated that at the end of 2029, there will be a cash balance of \$1.7M.
- There is an opportunity for an OCR project in the near future. No current risks to report.

3f. 12/31/25 Audit Services – Similar conversation as was had on the EDC side. In 2022, the GGLDC 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 \$10,700. The engagement letter includes an option to add on a Single Audit if necessary for an additional \$2,500 (\$13,500 total).

P. Battaglia made a motion to recommend to the full Board the approval of the 12/31/25 Audit Services with Mostert, Manzanero & Scott, LLP up to \$13,500 as presented; the motion was seconded by D. Cunningham. Roll call resulted as follows:

- J. Tretter - Absent
- P. Battaglia - Yes
- M. Brooks - Yes
- D. Cunningham - Yes

The item was approved as presented.

3g. 2026 Cleaning Services – Included in the meeting materials was an MOU with Genesee Community College (GCC) for cleaning of common areas of the MedTech Centre building. GCC will clean the building common areas five times per week for a total cost of \$20,000/year. Included in this cost, GCC will provide cleaning supplies and supplies for the restrooms. GCC will also complete annual tile/grout cleaning and floor waxing as part of this agreement.

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 \$18,700 plus reimbursement for supplies.

D. Cunningham made a motion to recommend to the full Board the approval of the MOU with Genesee Community College for 2026 cleaning services not to exceed \$20,000 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

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J. Tretter - Absent
P. Battaglia - Yes
M. Brooks - Yes
D. Cunningham - Yes

The item was approved as presented.

3h. Snow & Ice Removal Contract for MedTech Centre – There is a proposed snow and ice removal contract with the Genesee County Highway Department for the sidewalks and parking lot at the MedTech Centre.

M. Masse stated that this is the first year the County will be billing us for the parking lot, making it tough to predict the overall cost for the season in addition to being weather dependent. If the amount starts to get close to the \$20,000, will come back to the Board for further approval.

P. Battaglia questioned if the rate per hour was based on time spent and M. Masse responded that it is based off time and equipment/materials. He also stated that the rates provided may change as of January 1st, 2026 with yearly rate increases.

Fund Commitment: Not to exceed \$20,000 from operational funds of MedTech Centre.

Committee Action Request: Approval of not to exceed \$20,000 to Genesee County for snow removal services.

D. Cunningham made a motion to recommend to the full Board the approval of Snow & Ice removal contract with Genesee County not to exceed \$20,000 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

J. Tretter - Absent
P. Battaglia - Yes
M. Brooks - Yes
D. Cunningham - Yes

The item was approved as presented.

4. ADJOURNMENT

As there was no further business, P. Battaglia made a motion to adjourn at 9:05 a.m., seconded by D. Cunningham and passed unanimously.

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GGLDC

Lezlie Farrell – Finance & Operations
Audit & Finance Committee Report
December 2, 2025

Insurance Renewal

Please see the attached renewal quotes provided by Selective for the Package Renewal and Worker's Compensation.

Tompkins is still waiting for Umbrella Policy quotes. We will share those as soon as they are available.

Joe Teresi will attend the board meeting on Thursday (12/4) to answer any questions.

Below is an excerpt from an email from Joe:

Just wanted to share an update. We received preliminary figures from Selective. As a reminder,

The expiring premium for 2025 was \$74280

The quoted premium for 2026 is \$77,025.79 (later updated to be \$72,880)

We are still working with Selective on some ideas. But above pricing did include inflationary increases on property and Selective did hold pricing increases to a minimum. We did ask them once again to reconsider the umbrella, and they are unable to offer umbrella terms.

Now that we have the Selective primary pricing we are also working with WH Greene to get renewal figures for the umbrella coverage. For 2025 we had two umbrellas:

\$33,703 for a primary \$5,000,000 umbrella

\$12,500 for an excess \$5,000,000 umbrella

And last, we had approached the following insurance companies:

<i>Acadia</i>	<i>has declined</i>
<i>Chubb</i>	<i>still reviewing</i>
<i>Cincinnati</i>	<i>still reviewing</i>
<i>Philadelphia</i>	<i>has declined</i>
<i>Travelers</i>	<i>has declined</i>

As we have discussed in years past few carriers are interested in your business type and I would expect Selective to remain the most competitive market.

Renewal Comparison



Genesee County Industrial Development Agency, Inc.

January 1, 2026 - January 1, 2027

PREMIUM ANALYSIS

	Expiring: 1/1/25-1/1/26	Renewal: 1/1/26-1/1/27
Commercial Property	\$10,851.76	\$10,599.48
Inland Marine	\$100.00	\$100.00
General Liability	\$62,334.00	\$61,611.00
Crime	\$60.00	\$60.00
Automobile	<u>\$510.00</u>	<u>\$510.00</u>
Total Package	\$73,855.76	\$72,880.48
Worker's Compensation	\$3,713.00	\$3,118.00
Umbrella	\$33,701.00	TBD
Excess Umbrella	\$12,500.00	TBD
FINAL PREMIUM	\$123,769.76	TBD

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This summary is for informational purposes only. This is not a policy. Please refer to your policy for coverage terms and conditions.

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SELECTIVE

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Quotation of Commercial Insurance

Prepared for:

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER GENESEE
GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS INC STAMP
SEWER WORKS INC
99 MED TECH DR
BATAVIA, NY 140209712



Presented By:

TOMPKINS INSURANCE AGENCIES, INC.
90 MAIN STREET
BATAVIA, NEW YORK 14020

Proposal Print Date: 11/25/2025

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SELECTIVE

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Quotation of Commercial Insurance
Governmental
Renewal

Prepared for:

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER GENESEE
GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS INC STAMP
SEWER WORKS INC
99 MED TECH DR
BATAVIA, NY 140209712

TOMPKINS 
Insurance Agencies

Presented By:

TOMPKINS INSURANCE AGENCIES, INC.
90 MAIN STREET
BATAVIA, NEW YORK 14020

Proposal Print Date: 11/25/2025
Underwritten By:
Selective Way Insurance Company

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The following quotation of insurance has been developed for the above captioned risk.
IT IS AGREED AND UNDERSTOOD NO COVERAGE HAS BEEN BOUND.

This quotation will expire after (30) days Or the effective date of requested coverages unless otherwise notified.

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SELECTIVE'S RISK MANAGEMENT CENTER

LEARN HOW TO LOWER YOUR BUSINESS RISKS

Your business faces its own unique set of risks every day. The key to maintaining your success is staying ahead of those risks to help prevent costly losses and business interruptions.

Selective's Risk Management Center in your MySelective account features unique tools and resources you and your team can use to learn how to lower your business risks.



Assessments—complete online assessments to identify then lower your risk levels by following our Best Practices.*

Support—get additional guidance on reducing your risks by checking out FAQs. You can even Ask Our Experts if you can't find the answer you need.

Knowledge Center—explore training articles and videos specific to your industry to share with your team.



Plus, Policyholder Perks gives you access to a suite of complimentary tools and services to help you protect your business.



To give employees access to these features, you can go to your MySelective account settings and assign them the Risk Management role.

VISIT SELECTIVE'S RISK MANAGEMENT CENTER TODAY TO LEARN HOW TO LOWER YOUR BUSINESS RISKS

*Your assessment responses will not be used to impact your insurance policy or premium.

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PROVIDING UNIQUE INSURANCE SOLUTIONS SINCE 1926

Since its founding, Selective has built a reputation for providing unique insurance solutions backed by outstanding customer service. This reputation has been rewarded with an “A+” (Superior) Rating from AM Best, with an “A” or better for more than 9 decades.

Today, **Selective Insurance Group, Inc.** is a holding company for 10 property and casualty insurance companies that partner with independent agents to offer standard and specialty insurance for commercial and personal risks. Selective invites its customers to Be Uniquely Insured® in partnership with independent agents, who together deliver a superior customer experience.

Headquartered in Branchville, New Jersey since 1926, Selective employs a diverse workforce of engaged professionals. As one of the largest U.S. property & casualty groups, Selective is a super-regional Commercial and Personal Lines insurance carrier, writes Excess & Surplus Lines in 50 states, and is one of the largest “Write Your Own” insurance carriers in the National Flood Insurance Program.

Selective’s unique position as both a leading insurance group and an employer of choice is recognized in a wide variety of awards and honors, including a listing in the Fortune 1000 and being named one of the Best Workplaces in Financial Services & Insurance™ by Great Place to Work® and Forbes.

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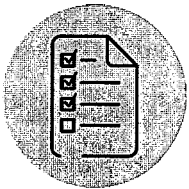
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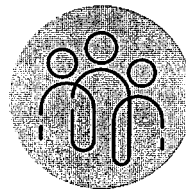
Safety Management Starts Here

Here's what we can do for you:



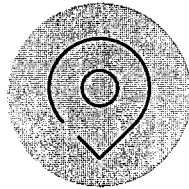
Fleet Risk Assessment

Quickly uncover ways to protect your drivers and minimize the risk of devastating commercial vehicle losses with an interactive online assessment.



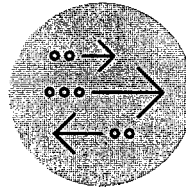
Online Training from the Experts

Trust the safety advocates at The National Safety Council to provide online distracted driving courses to educate your team on the risks.



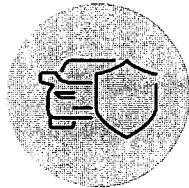
Selective® Drive Fleet Management Tool

Encourage safe driving behaviors and manage fuel expenses with this advanced fleet management tool.



Digital Services to Support Your Business

We offer a suite of online, self-service resources, including industry-specific safety programs and training to help you make our roadways safer.



Safe Driving Policies

We can help you implement and educate your team on Permissive Use and Distracted Driving policies to ensure road safety.



Watch how Safety Management makes a difference

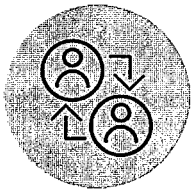
Watch Now

 **SCAN ME**

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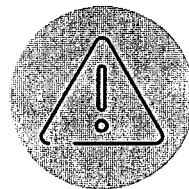
Safety Management Starts Here

Here's what we can do for you:



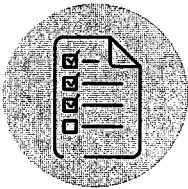
Contractual Risk Transfer (CRT)

Help protect your bottom line with CRTs that allocate liability and responsibility to the appropriate party.



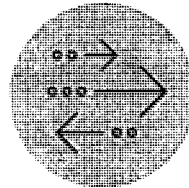
Slip, Trip, and Fall Assessment

Evaluate the risks of slips, trips, and falls around your property and help prevent injuries with an interactive online assessment.



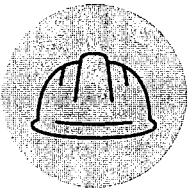
Job Site Risks Assessment

Find opportunities to create a safe and compliant job site for you and your team with an interactive online assessment.



Digital Services to Support Your Business

We offer a suite of online, self-service resources, including industry-specific safety programs and training to help you create a safer environment for all.



Contractors Completed Operations Assessment

Determine if you've done all you can to prevent property damage or injury after the job is complete with an interactive online assessment.



Watch how Safety Management makes a difference

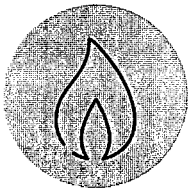
Watch Now

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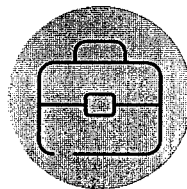
Safety Management Starts Here

Here's what we can do for you:



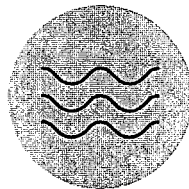
Ignitable Liquids Assessment

Proactively uncover and address vulnerabilities that may lead to spontaneous combustion in and around your property with an interactive online assessment.



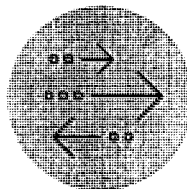
Free Business Prep Toolkit

Prepare for flooding, wildfires, winter weather, and more with business prep guides developed by the Insurance Institute for Business & Home Safety.



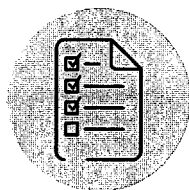
Water Escape and Intrusion Assessment

Identify potential causes for water escape and intrusion and avoid potentially costly and disruptive interruptions with an interactive online assessment.



Digital Services to Support Your Business

We offer a suite of online, self-service resources, including industry-specific safety programs and training to help you create a safer property.



Business Continuity Assessment

Evaluate the strength of your Business Continuity Plan and be ready for unexpected disruptions with an interactive online assessment.



Watch how Safety Management makes a difference

Watch Now



WHAT YOU CAN EXPECT AS A SELECTIVE CUSTOMER

Prior To Policy Issued

Our trusted independent agents will work closely with you to customize insurance protection that meets your unique needs.

As A Selective Customer

When you choose to Be Uniquely Insured, you get more than just a policy. You can rely on us to be there for you before, during, and after a claim. We even offer a broad range of value-added services that further enhance your experience.



EXCEPTIONAL SERVICE



Unique Policy Add-Ons

Ask your agent about enhancements for your policy. Add our flood insurance and umbrella insurance for even more protection.



"A+" Superior Rating

Selective has been rewarded with an "A" (Excellent) or better Rating from AM Best for over 90 years.



Flexible Payment Options

We offer various flexible payment plans, and multiple ways to pay. Receive billing reminders via email or text.



Be In The Know

Stay current with proactive auto and product recalls, customized weather alerts, billing reminders, claims notifications, and more.

VALUE BEYOND COVERAGE



Safety Management

Our Safety Management team can help you address your industry-specific risks with expertly-crafted resources like safety programs, training, and more.



NT24

Manage Workers Compensation claims expenses and return-to-work initiatives with a 24/7 nurse hotline.



Praesidium

Create a safer environment for customers and employees with the help of expert abuse or molestation prevention resources.



Security Mentor

Teach employees to protect valuable online business data with interactive security training courses.

INSURANCE AT YOUR CONVENIENCE



MySelective Online Account

Manage your insurance account your way with online features like paperless billing and policy, quick auto ID card access, claims reporting, and more.



Award-Winning Mobile App

Our MySelective app has received numerous awards and has a 4.6/5 app store rating.

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

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This non-binding proposal is only a summary of premium. It is not a guarantee that the actual premium will not exceed the amount of the proposal. No coverage is provided by this summary nor does it replace any provisions of the final policy. For specific terms and restrictions, refer to the individual policy and coverage forms.

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Premium Summary

<u>Coverage</u>	<u>Premium</u>
Property	\$10,599.48
Crime Fidelity	\$60.00
Inland Marine	\$100.00
General Liability	\$61,611.00
Automobile	\$510.00
Total Premium	\$72,880.48

This non-binding proposal is only a summary of premium. It is not a guarantee that the actual premium will not exceed the amount of the proposal. No coverage is provided by this summary nor does it replace any provisions of the final policy. For specific terms and restrictions, refer to the individual policy and coverage forms.

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Policy Location Schedule

<u>Loc#</u>	<u>Bldg#</u>	<u>Street</u>	<u>City</u>	<u>State</u>	<u>Zip</u>
001	001	7856 GRISWOLD ROAD	LE ROY	NY	14482
002	001	PEMBROKE PARK	CORFU	NY	14036
003	001	W/S ALLEGANY ROAD	CORFU	NY	14036
004	001	99 MED TECH DR	BATAVIA	NY	14020
Class Code		0702	Property Interest	Not Available	
Year Built		2010	Stories	2	
Total Area		40642	Protection Class	04	
Sprinklered		Y	Alarm	Not Available	
Construction Type		NON-COMBUSTIBLE			
005	001	EAST MAIN ST RD & ELLICOTT ST RD	BATAVIA	NY	14020
006	001	6608 CROSBY RD	BASOM	NY	14013
007	001	6680 CROSBY RD	BASOM	NY	14013
008	001	6590 CROSBY RD	BASOM	NY	14013
009	001	6561 CROSBY RD	ALABAMA TFPD	NY	14003
010	001	6620 CROSBY RD	BASOM	NY	14013
011	001	6576 CROSBY RD	BASOM	NY	14013
012	001	LAKE ROAD	LEROY	NY	14482
013	001	APPLE TREE ACRES	BERGEN	NY	14416
014	001	CROSBY ROAD WEST SIDE	BASOM	NY	14013
015	001	CROSBY ROAD EAST SIDE	BASOM	NY	14013
016	001	gateway li	BATAVIA	NY	14020
017	001	805 LEWISTON RD	BASOM	NY	14013

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Property

Policy Level

Deductible: 2,500
Coinsurance: Bldg: 100 BPP: 100
Loss Free Years: 3

<u>Optional Coverages/Extensions</u>	<u>Limit</u>	<u>Premium</u>
SelectPac Property Extension Endorsement		\$455.00
Systems Power Pac Clas Rated Deductibles		
Combined All Coverages Ded: Follows Property Deductible		

Location Level

Location 004/001 - 99 MED TECH DR, BATAVIA, NY

<u>Coverage</u>	<u>Limit</u>	<u>Premium</u>
Building	9,612,039	\$7,017.00
Replacement Cost		
Agreed Value		
Business Pers Prop - Business Personal Property	119,468	\$294.00
Replacement Cost		
Business Income with Extra Expense	640,000	\$788.00
Coinsurance 80 %		
Business Income including Rental Value		
waiting period- 72 hours		
Systems Power Pac		\$1,807.00
Location 004/001 - Total Premium		\$9906

Other

NY Fire Tax	\$20.48
Terrorism Premium (Certified Acts)	\$218.00

Total Property Premium \$10,599.48

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Crime Fidelity

Policy Level

Coverage Type	Governmental Crime Coverage		
<u>Coverages</u>	<u>Deductible</u>	<u>Limit</u>	<u>Premium</u>
Employee Theft - Per Loss	\$500.00	25,000	Included
Forgery & Alteration	\$500.00	25,000	Included
Computer Fraud	\$500.00	5,000	Included
Crime SelectPac Endorsement			\$60.00

Location Level

Location 004/001 - 99 MED TECH DR, BATAVIA, NY

<u>Coverages</u>	<u>Deductible</u>	<u>Limit</u>	<u>Premium</u>
IP - Theft of Money and Securities	\$500.00	25,000	Included
IP - Robbery or Safe Burg of Other Prop	\$500.00	25,000	Included
Outside the Premises	\$500.00	25,000	Included

Total Crime Fidelity Premium \$60.00

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SELECTIVE
BE UNIQUELY INSUREDSM

Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Inland Marine

Policy Level Coverages

	<u>Limit</u>	<u>Premium</u>
Virus or Harmful Code	50,000	\$.00

Location Level

Location 004/001 - 99 MED TECH DR, BATAVIA, NY

	<u>Limit</u>	<u>Premium</u>
Electronic Information Systems - Scheduled Equipment - Formula	25,000	\$86.00

Other

Total Inland Marine Premium **\$100.00**

General Liability

Policy Level

	<u>Limit</u>	<u>Premium</u>
General Aggregate	2,000,000	
Products/Completed Ops	2,000,000	
Each Occurrence	1,000,000	
Personal & Advertising Injury	1,000,000	
Fire Damage	500,000	
Medical Expense	5,000	

<u>Additional Coverages</u>	<u>Quantity/Limit</u>	<u>Premium</u>
Designated Person/Org CG 2026	2	\$70.00

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

ElitePac General Liability Extension Endorsement \$1,500.00

Location Level

Location 001/001 - 7856 GRISWOLD ROAD, LE ROY, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 28.127)	28	\$788.00

Location Level

Location 002/001 - PEMBROKE PARK, CORFU, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 28.127)	36	\$1,013.00

Location Level

Location 003/001 - W/S ALLEGANY ROAD, CORFU, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 28.127)	3	\$84.00

Location Level

Location 004/001 - 99 MED TECH DR, BATAVIA, NY
Class 61212 - BUILDINGS PREM MERC MANF OTHER THA

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 384.356)	38,900	\$14,951.00

Location Level

Location 004/001 - 99 MED TECH DR, BATAVIA, NY
Class 61227 - BUILDINGS PREMISES NOT FOR PROFIT

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 1284.147)	3,100	\$3,981.00

Location Level

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Location 004/001 - 99 MED TECH DR, BATAVIA, NY
Class 91585 - CONTRACTORS SUB OF BUILDINGS

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 6.043)	IF ANY	--
Products/Completed Operations (Final Rate 2.918)	IF ANY	--

Location Level

Location 005/001 - EAST MAIN ST RD & ELLICOTT ST RD, BATAVIA, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 28.127)	58	\$1,631.00

Location Level

Location 006/001 - 6608 CROSBY RD, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 30.939)	1	\$31.00

Location Level

Location 007/001 - 6680 CROSBY RD, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 30.939)	1	\$31.00

Location Level

Location 008/001 - 6590 CROSBY RD, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 30.939)	1	\$31.00

Location Level

Location 009/001 - 6561 CROSBY RD, ALABAMA TFPD, NY

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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 30.939)	1	\$31.00

Location Level

Location 010/001 - 6620 CROSBY RD, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 30.939)	1	\$31.00

Location Level

Location 011/001 - 6576 CROSBY RD, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 30.939)	1	\$31.00

Location Level

Location 012/001 - LAKE ROAD, LEROY, NY
Class 49452 - VACANT LAND NOT FOR PROFIT ONLY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 4.043)	77	\$311.00

Location Level

Location 013/001 - APPLE TREE ACRES, BERGEN, NY
Class 49452 - VACANT LAND NOT FOR PROFIT ONLY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 4.043)	2	\$8.00

Location Level

Location 014/001 - CROSBY ROAD WEST SIDE, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 39.660)	665	\$26,374.00

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Quotation of Commercial Insurance

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GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Location Level

Location 015/001 - CROSBY ROAD EAST SIDE, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 39.378)	267	\$10,514.00

Location Level

Location 016/001 - gateway II, BATAVIA, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 28.127)	6	\$169.00

Location Level

Location 017/001 - 805 LEWISTON RD, BASOM, NY
Class 47051 - REAL ESTATE DEVELOPMENT PROPERTY

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 30.939)	1	\$31.00

Total General Liability Premium	\$61,611.00
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Quotation of Commercial Insurance

GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY DBA GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER
GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION GENESEE VALLEY AGRI-BUSINESS L LCSTAMP WATER WORKS
INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Automobile

Policy Level

<u>Coverage</u>	<u>Symbol</u>	<u>Limit</u>	<u>Premium</u>
Liability Limit Type CSL			
- Liability	8,9	1,000,000	
Non-Owned Employee Count		8	\$452.00
ElitePac Commercial Auto Extension Endorsement			\$25.00

State Level Coverages (NY)

<u>Coverage</u>	<u>Symbol</u>	<u>Limit</u>	<u>Premium</u>
Excess Hired		IF ANY	\$33.00

Total Automobile Premium \$510.00

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Selective Customer Self Service and Billing Options

Selective understands you have unique insurance needs. Working with your agent, based on eligibility you can select from our various premium installment plans to meet your needs. Your options may include:

- 1-Pay: Due in full at policy inception
- Quarterly: Four equal installments due quarterly with the first installment due at policy inception
- 10-Even Pay: Ten equal installments due monthly with the first installment due at policy inception
- 12-Even Pay*: Twelve equal installments due monthly with the first installment due at policy inception
*(*Only offered for enrolled customers on Auto Recurring with ACH/bank account payment method. Customers who chose to alter their payment method to other than Auto Recurring with ACH/Bank account will be moved to the 10-Even Pay plan upon renewal)*

Note: Policies on the same billing account may have different payment plans. Installment fees may apply.

Manage Your Account Your Way with MySelective

Register for MySelective to manage your insurance account with unique features like instant certificates of insurance, online claims reporting, paperless policy and billing, and more.

There are two ways to get started:

1. Online
 - Visit [Selective.com](https://selective.com)
 - Click Login and then select Customers > Business & Individual Customers
 - Click Create an Account
 - Activate your account using your email, mobile phone, or policy number
2. Mobile App
 - Visit the Apple App Store® or the Google Play™ store and search for 'MySelective'
 - Download and open the app
 - Select Create an Account

Activate your account using your email, mobile phone, or policy number.

PaySync® Flexible Payment Program

Get the cash flow flexibility you need with PaySync for your eligible Selective Workers Compensation (WC) and Commercial Package Policy (CPP) – no down payments or special underwriting guidelines apply.

- PaySync for WC – pay your premium installments based on your payroll
- PaySync CPP – choose to have your premiums broken into 12, 24, 26, or 52 payments

You'll need to submit your payroll information to Selective each pay cycle to maintain PaySync WC eligibility. You can also have a third party, such as an accountant or payroll processor, submit your payroll on your behalf.

Visit selective.com/paysync or contact your agent to discover more PaySync benefits.

Quotation of Commercial Insurance

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INC STAMP SEWER WORKS INC

Quote # 53805300

Policy Period: 01/01/26 to 01/01/27

Terrorism (Certified Acts) Information

Refer to attached IN 0587 1220 Policyholder Disclosure Notice – Offer of Terrorism Insurance Coverage when Terrorism Insurance Coverage Was Previously Rejected

TERRORISM COVERAGE AS DESCRIBED ABOVE, HAS BEEN REJECTED. AS A RESULT, THIS POLICY WILL EXCLUDE CERTAIN TERRORISM LOSSES. THE PREMIUM FOR THE TERRORISM (FIRE ONLY) COVERAGE IS \$218.00.

TO INCLUDE TERRORISM, YOUR PREMIUM WOULD BE AS FOLLOWS:

TERRORISM - CERTIFIED ACTS: \$2,521.00

TERRORISM – AUTO \$0.00

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**POLICYHOLDER DISCLOSURE NOTICE
OFFER OF TERRORISM INSURANCE COVERAGE
WHEN TERRORISM INSURANCE COVERAGE
WAS PREVIOUSLY REJECTED**

This policy provides no coverage for losses resulting from "acts of terrorism", as defined in Section 102(1) of the Terrorism Risk Insurance Act, except for fire losses resulting from an "act of terrorism" which we are prohibited by state law from excluding. This is because you have instructed us that you did not want to purchase coverage for such losses and further instructed us not to provide coverage for such losses on any renewal terms. We are providing this offer to you, however, because the Act requires us to annually offer you the opportunity to purchase insurance coverage for losses resulting from "acts of terrorism" certified under the Act.

Offer of Coverage:

You are hereby notified that under the Terrorism Risk Insurance Act, as amended, you have a right to purchase insurance coverage for losses resulting from "acts of terrorism", as defined in Section 102(1) of the Act. The term "act of terrorism" means any act that is certified by the Secretary of the Treasury - in consultation with the Secretary of Homeland Security, and the Attorney General of the United States - to be an "act of terrorism"; to be a violent act or an act that is dangerous to human life, property, or infrastructure; to have resulted in damage within the United States, or outside the United States in the case of certain air carriers or vessels or the premises of a United States mission; and to have been committed by an individual or individuals as part of an effort to coerce the civilian population of the United States or to influence the policy or affect the conduct of the United States Government by coercion.

YOU HAVE PREVIOUSLY REJECTED THIS COVERAGE AND INSTRUCTED US NOT TO PROVIDE IT ON ANY POLICY RENEWALS. THEREFORE, IN ACCORDANCE WITH THE ACT, WE HAVE ATTACHED EXCLUSION(S) ELIMINATING COVERAGE FOR CERTIFIED "ACT OF TERRORISM" LOSSES, EXCEPT FOR FIRE LOSSES RESULTING FROM AN "ACT OF TERRORISM".

IF YOU HAVE RECONSIDERED YOUR REJECTION AND WOULD NOW LIKE TO PURCHASE COVERAGE FOR LOSSES RESULTING FROM "ACTS OF TERRORISM" AS DEFINED IN SECTION 102(1) OF THE TERRORISM RISK INSURANCE ACT, PLEASE CONTACT YOUR AGENT FOR ASSISTANCE.

Disclosure of Premium:

The portion of your annual premium for Terrorism (fire only) coverage _____ and is due regardless of whether you choose to purchase coverage for certified "acts of terrorism".

We can delete the exclusion(s) for a total annual Terrorism premium charge of _____, which includes the premium for Terrorism (fire only) coverage.

This additional premium charge does not include any charges for the portion of loss that may be covered by the federal government under the Act. Please be aware that even if you purchase coverage for losses resulting from certified "acts of terrorism", your policy will still contain other policy terms, conditions, limitations and exclusions that may impact whether coverage is available in the event of a loss resulting from a certified "act of terrorism".

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Federal Participation in Payment of Terrorism Losses:

You should know that where coverage is provided by this policy for losses resulting from certified "acts of terrorism", such losses may be partially reimbursed by the United States Government under a formula established by federal law. However, under the formula, the United States Government generally reimburses 80% of covered terrorism losses exceeding the statutorily established deductible paid by the insurance company providing the coverage.

Cap on Insurer Participation in Payment of Terrorism Losses:

You should also know that the Terrorism Risk Insurance Act, as amended, contains a \$100 billion cap that limits United States Government reimbursement as well as insurers' liability for losses resulting from certified "acts of terrorism" when the amount of such losses in any one calendar year exceeds \$100 billion. If the aggregate insured losses for all insurers exceed \$100 billion, your coverage may be reduced.

PRAESIDIUM

WHAT YOU DON'T KNOW CAN HURT THOSE IN YOUR CARE AND YOUR ORGANIZATION.

Adopting a solid screening and selection process is your first line of defense in creating a safe environment. A thorough, consistent screening process may also discourage would-be offenders from targeting your organization. Failure to discover a known offender can affect those in your care and the organization's reputation, financial stability, and trust within the community. Who you should screen can depend on many factors, such as if the person is a new full-time hire, a season hire, or even a current employee. In determining the types of checks to utilize, organizations should follow all state, federal, and licensing regulations and consider an individual's level of access. Level of access may be influenced by:

WHO IS PRAESIDIUM?

Praesidium is the national leader in abuse risk management. With more than two decades of experience, and serving thousands of clients, our dedicated team of researchers, psychologists, attorneys, social workers, and human resource professionals have analyzed thousands of cases of abuse in organizations and synthesized the latest scientific research. We know how abuse happens in organizations . . . and how to prevent it.

- **Frequency:** How frequently does the individual work around or interact with consumers? Is it a one-time event or every day?
- **Duration:** What is the duration of the individual's interactions? Is it a one-time, one-hour event or an entire summer?
- **Level of Supervision:** Are the individual's interactions always supervised by another adult or are they one-on-one with consumers?
- **Nature of the Relationship:** What is the nature of the relationship between the individual and the consumers in the program? Does the individual merely supervise an area during an event that has consumers, or are they getting to know individual consumers and families while counseling, tutoring, or providing personal care services?

Selective Insurance has partnered with Praesidium to offer you discounted background screening services for your organization.

FOUR ELEMENTS FOR A THOROUGH BUT COST-EFFECTIVE BACKGROUND CHECK:

Check Facts: Aliases, DOBs, and address history all drive research and help to paint a complete picture.

Search Wide: Multi State criminal and national sex offender databases will identify the unexpected.

Search Deep: Targeted county level searches will give real-time information where records are most likely to be found.

Ask Questions: References can provide insights on behavior and clues to non-criminal boundary issues.

WHO SHOULD YOU SCREEN, AND HOW OFTEN?

New Hires/Volunteers: A thorough, consistently applied background screening process at the time of hire is your first and best opportunity to identify the problem.

Seasonal Hires/Volunteers: Seasonal staff present a unique risk because you don't see them for months at a time, but it's often not practical to complete a full new hire process each season. An annual check-in plan is key.

Re-Screening: Conducting targeted checks on your full-time employees at least every 3 years helps you identify issues before they impact your organization.

For more information go to: selective.com/praesidium - (800.743.6354) - selective@praesidiuminc.com
In order to receive this exclusive benefit please identify yourself as a Selective Insurance agent or insured.

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BACKGROUND SCREENING FOR SELECTIVE INSURED

Praesidium offers a selection of background screening packages plus a la carte services to empower your organization to conduct right-sized research. Praesidium's team can help contextualize the screening process as part of an overall culture of safety and discuss how screening works in hand with other abuse prevention efforts. Praesidium's team can also help you understand who to screen, how often, and the importance of re-screening.

In addition to Background Screenings - you can now access Praesidium Academy to add further training on abuse prevention. Praesidium Academy online training includes supporting tools that enhance both the short and long-term effectiveness of the training experience and produce sustainable changes in employee and volunteer behavior. Access to this system is **free** to Selective insureds.

	LOW ACCESS VOLUNTEERS	HIGH ACCESS VOLUNTEERS	EMPLOYEES	FINANCIAL ACCESS	ALA CARTE
	STARTING AT \$16	STARTING AT \$16	STARTING AT \$16	STARTING AT \$37	INDIVIDUAL COST PER SERVICE
Employment Credit (\$60 one-time set up fee required)				X	\$10.00
Confidence Multi State Criminal and Sex Offender Database w/Alias**	X	X	X	X	\$ 9.00
7 Yr County Criminal Records Search: Current County of Residence*	X	X	X	X	\$ 7.00
Add'l Counties Added As Needed Based on 7 yr Address History*		X	X	X	\$ 5.50
County Civil Records Search (upper):1 County*				X	\$11.00
Motor Vehicle Records Search*					\$ 5.00
Employment Verification: 1 Position*					\$ 8.00
Education Verification: 1 Degree*					\$ 7.00
Personal Reference: 1 Reference					\$11.00
Professional Reference: 1 Reference					\$12.00
International Criminal Search 1 Jurisdiction*					\$50.00
Social Media Search: Basic (3 Years)					\$ 7.50
Social Media Search: Pro (7 Years)					\$12.50

* 3rd Party keeper fees may apply and will be passed on at cost when incurred.

** Criminal records found in the Multi State database check are subject to verification at the source and additional costs may apply.

For more information go to: selective.com/praesidium - (800.743.6354) - selective@praesidiuminc.com
 In order to receive this exclusive benefit please identify yourself as a Selective Insurance agent or insured.

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PRAESIDIUM

PREVENTING ABUSE TOGETHER

PRAESIDIUM'S MISSION:

TO HELP YOU PROTECT THOSE IN YOUR CARE FROM ABUSE AND TO HELP PRESERVE TRUST IN YOUR ORGANIZATION.

An incident of abuse can be detrimental to an organization. That's why Selective Insurance has partnered with Praesidium to provide policy holders access to targeted solutions to help your organization strengthen its abuse prevention efforts.

Selective insureds can access (at no additional cost):

Praesidium Model Policies, Screening and Selection Toolkit, and Praesidium Academy online training. Insureds can also take advantage of discounted Background Screening services.

PRAESIDIUM'S SCIENTIFIC METHODOLOGY

Using current research and root cause analysis, Praesidium developed its own abuse risk management model, The Praesidium Safety Equation® Root-cause analysis of several thousand incidents of abuse across industries demonstrated that risks fell into eight organizational operations: Policies, Screening and Selection, Training, Monitoring and Supervision, Internal Feedback Systems, Consumer Participation, Responding, and Administrative Practices. By implementing best practices in each of these operations, Praesidium determined that risks could be reduced or eliminated.

WHO IS PRAESIDIUM?

Praesidium is a mission driven risk management firm that helps organizations reduce the risk of sexual abuse as well as the risk of false allegations. With over 25 years of experience and serving thousands of clients in the United States and 11 other countries, our dedicated team of researchers, psychologists, attorneys, social workers, and human resource professionals have analyzed thousands of cases of abuse in organizations and synthesized the latest scientific research.

We know how abuse happens in organizations and more importantly, how to prevent it.

Policies +	Screening & Selection	+ Training
Monitoring & Supervision +	Internal Feedback Systems	Consumer + Participation
Responding +	Administrative Practices	= A SAFE ENVIRONMENT

For more information go to: selective.com/praesidium — 800.743.6354 — selective@praesidiuminc.com
In order to receive this exclusive benefit please identify yourself as a Selective Insurance agent or insured.

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PRAESIDIUM

FEATURED SERVICES

Products and services offered to Selective Insureds:

- **MODEL POLICIES**

Clear policies set the stage for safe environments by defining acceptable and unacceptable employee and volunteer conduct. Policies also facilitate effective monitoring and supervision by helping others to recognize and take action when they see policy violations. Praesidium can provide model policies, review and revise existing policies, or help your organization draft policies that address the protection of your consumers.

- **SCREENING AND SELECTION TOOLKIT**

The most comprehensive package of its kind, Praesidium's Screening and Selection Tool Kit comes complete with everything your organization needs to effectively screen employees and caregivers, including more than 80 "red flag" indicators for identifying high-risk applicants and hundreds of examples of high- and low-risk applicant responses.

- **PRAESIDIUM ACADEMY LEARN TO PROTECT SYSTEM**

Praesidium Academy overcomes the limitations of traditional online training by including, an Action Plan to help learners apply what they're learning, a Discussion Guide to be used in a group setting, and a Coaching Playbook for supervisors, with each course. Your staff and volunteers get just the right training — at just the right time! And our on-site instructor-led and train-the-trainer training is perfect for large groups or specialized content.

- **DISCOUNTED BACKGROUND SCREENING**

Adopting a solid screening and selection process is your first line of defense in creating a safe environment. A thorough, consistent screening process may also discourage would-be offenders from targeting your organization. Failure to discover a known offender can affect those in your care and your organization's reputation, financial stability and trust within the community. Praesidium offers several standard and customizable criminal background screening packages plus other a la carte background screening services.

Sign up for our
complimentary tip of the month emails by going to:
<http://bit.ly/2MQeLqq>

For more information go to: selective.com/praesidium — 800.743.6354 — selective@praesidiuminc.com
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PRAESIDIUM

PROTECTING VULNERABLE POPULATIONS WITH TRAINING

**PRAESIDIUM'S ACADEMY
LEARN TO PROTECT SYSTEM**

The Praesidium Academy Learn to Protect System is far more than a check-the-box collection of e-learning courses. Instead, it is a comprehensive system based on learning theory and best practices in adult learning. It helps build and sustain a culture of safety in your organization, and it helps meet the training requirements included in Praesidium's Safety Equation®, a scientifically-based framework for preventing abuse in organizations.

At the core of the Praesidium Academy Learn to Protect System is a continually expanding library of engaging courses, each with clearly defined outcomes. In fact, volunteers, employees, and executives from a diverse range of organizations have completed more than one million Praesidium Academy courses! Courses include research-based content, highly interactive multimedia activities, application scenarios, and a content mastery quiz.

The Praesidium Academy Learn to Protect System includes supporting tools that enhance both the short and long term effectiveness of the training experience and produce sustainable changes in employee and volunteer behavior.

Praesidium Academy can also be streamlined with our background screening services to provide a one-stop solution for both training and your screening prevention efforts. These screening services are available at a discount to Selective Insureds.

**COMPLIMENTARY
PRAESIDIUM ACADEMY
ACCESS FOR
SELECTIVE INSURED**

Selective Insurance has partnered with Praesidium to provide policyholders access to targeted solutions to help your organization strengthen its abuse prevention efforts.

Selective insureds can access (at no additional cost) Praesidium's Model Policies, the Praesidium Screening and Selection Toolkit, and online training. Insureds can also take advantage of discounted Background Screening.

Visit selective.com/praesidium to access your complimentary Praesidium resources.

<p>Action Plans are printed and used with the online course. Action Plans summarize the key learning points and prompt learners to take notes throughout the course. They provide a great reference after the course.</p>	<p>Coaching Playbooks provide supervisors a high-level summary of the course, including learning objectives and key learning points. The Coaching Playbooks give supervisors practical steps they can take to reinforce the learning.</p>	<p>Discussion Guides are developed for small group and classroom discussions. A facilitator is able to reinforce important content and remind learners of what they learned in the online course.</p>
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For more information go to: selective.com/praesidium — 800.743.6354 — selective@praesidiuminc.com In order to receive this **EXCLUSIVE** benefit please identify yourself as a Selective Insurance agent or insured.

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IMPORTANT NOTICE TO POLICYHOLDERS STATEMENT OF VALUES

NO COVERAGE IS PROVIDED BY THIS POLICYHOLDER NOTICE NOR CAN IT BE CONSTRUED TO REPLACE ANY PROVISION OF YOUR POLICY. YOU SHOULD READ YOUR POLICY AND REVIEW YOUR DECLARATIONS FOR COMPLETE INFORMATION ON THE COVERAGES YOU ARE PROVIDED. IF THERE IS ANY CONFLICT BETWEEN THE POLICY AND THIS NOTICE, THE PROVISION OF THE POLICY SHALL PREVAIL.

REGARDING YOUR COVERAGES, LIMITS, AND VALUATIONS

A Statement of Values is your official acknowledgment and agreement that all coverages, limits, and valuations provided by your policy are adequate and accurate. Selective Insurance previously required you to submit an updated Statement of Values for each renewal term. Selective Insurance is no longer requiring an annual Statement of Values.

You are responsible for selecting the appropriate amount of coverage to ensure limits are accurate and adequate. Please refer to the Quote Summary or Declarations to review your coverages, limits, and valuations which will now serve as the Statement of Values for the associated policy term. Contact your agent for any needed changes.

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SelectPac Property Extension

The following forms are included:

- CP 7628 SelectPac Property Extension Endorsement
- CP 7629 SelectPac Schedule (lists the coverages & limits in the above endorsement)

Coverage	Limit
Additional Property Covered:	
The cost of excavations, grading, backfilling or filling	Included in Bldg Limit
Foundations of buildings, structures, machinery or boilers	Included in Bldg Limit
Personal property while airborne or waterborne	Included in BPP Limit
Underground pipes, flues or drains	Included in Bldg Limit
Arson, Theft and Vandalism Rewards (not applicable in New York)	\$5,000
Back Up Of Sewer, Drain Or Sump - Direct Damage	\$50,000
Brands and Labels	Included in BPP Limit
Business Income/Extra Expense Related Additional Coverages (applicable if BI written):	
Back Up Of Sewer, Drain Or Sump - Business Income	\$50,000
Dependent Properties	\$50,000
Extended Period of Indemnity	180 Days
Extra Expense (applies if no Business Income - ALS coverage)	\$25,000
Newly Acquired Locations - Business Income	\$50,000
Utility Services - Time Element	\$25,000
Business Personal Property Seasonal Increase	10%
Change of Temperature and Humidity	Included
Claim Expenses	\$10,000
Consequential Loss to Stock	Included in Valuation
Deductible (waiver of multiple property deductibles)	Included
Deferred Payments	\$5,000
Fire Department Service Charge	\$5,000
Fire Extinguishing Equipment	\$10,000
Inland Marine Related Coverages:	
Accounts Receivable	\$25,000
Electronic Information Systems (aka Computer Equipment and Electronic Data)	\$25,000

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SelectPac Property Extension

Coverage	Limit
Fine Arts	\$10,000
Installation Property	\$25,000
Mobile Equipment	\$10,000
Personal Effects - Within the Coverage Territory	\$5,000 Per Person / \$25,000 Occurrence
Property in Transit - Within the Coverage Territory	\$25,000
Salesperson's Samples - Within the Coverage Territory	\$10,000
Tools and Equipment	\$10,000
Valuable Papers and Records	\$25,000
Lock Replacement	\$1,000
Marring and Scratching	Included
Newly Acquired or Constructed Property - Building Per Location	\$500,000
Newly Acquired or Constructed Property - Business Personal Property Per Location	\$250,000
Non-Owned Detached Trailers	\$5,000
Ordinance or Law Coverage:	
Coverage A - Undamaged Parts of a Building	Included in Bldg Limit
Coverage B - Demolition Cost	\$50,000
Coverage C - Increased Cost of Construction	\$50,000
Coverage D - Tenants' Improvements and Betterments	\$10,000
Outdoor Property	\$50,000
Outdoor Trees, Shrubs and Plants (\$2,500 any one item)	\$10,000
Personal Property At Unnamed Premises - Within the Coverage Territory	\$25,000
Personal Property of Others	Included in BPP Limit
Pollutant Clean-up and Removal	\$25,000
Premises Boundary Increased Distance	1,000 Feet
Replacement Cost Valuation for Personal Property of Others	Included
Selling Price Valuation	Included
Spoilage (formerly Refrigerated Property)	\$5,000
Tenant's Building Glass Liability	Included in BPP Limit
Theft Damage to Building	Included in BPP Limit

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SelectPac Property Extension

Coverage	Limit
Theft Limitation Amendments	
Patterns, Dies, Molds and Forms	Included in BPP Limit
Utility Service - Direct Damage	\$25,000
Voluntary Parting by Trick, Scheme or Device	Included

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Crime SelectPac Endorsement

Coverage	Limit
Crime SelectPac Endorsement CR 7914 [1]	
Employee Theft	\$25,000
Forgery Or Alteration	\$25,000
Inside The Premises – Theft of Money and Securities	\$25,000
Inside The Premises – Robbery Or Safe Burglary of Other Property	\$25,000
Outside The Premises	\$25,000
Computer Fraud	\$5,000

[1] When the SelectPac Property Extension Endorsement is purchased, the Crime SelectPac Endorsement is available under the Crime Coverage Part. The Crime SelectPac is not available if the SelectPac Property Extension Endorsement is not purchased.

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ElitePac[®] General Liability Extension Endorsement

The following forms/coverages are included:

- CG 73 00 (or CG 73 00NY, CG 73 00FL, CG 73 00GA) ElitePac[®] General Liability Extension Endorsement
- CG 79 35 (or CG 79 35NY, CG 79 35FL) Product Recall Expense Coverage Endorsement - \$25,000 Limit
- \$15,000 Increased Limit for Medical Payments (N/A for the following Market Segments: Auto Services, Emergency Services, Governmental, Hotels, Resorts and Restaurants)

Coverage	Limit
Additional Insured – Primary and Non-Contributory Provision	Included
Blanket Additional Insureds – As Required By Contract	Included
Broad Form Vendors Coverage	Included
Damage To Premises Rented To You (Including Fire, Lightning or Explosion)	\$500,000 (Limit to be shown on Dec Page)
Electronic Data Liability	\$100,000
Employee Definition Amended	Included
Employees As Insureds Modified	Included
Employer’s Liability Exclusion Amended (N/A in NY)	Included
Incidental Malpractice Exclusion Modified (N/A for Social Service and Senior Living Market Segments)	Included
Knowledge of Occurrence, Claim, Suit or Loss	Included
Liberalization Clause	Included
Medical Payments Amendments	Included
Any Insured Amendment	Included
Products Amendment	Included
Mental Anguish Amendment (N/A in NY)	Included
Newly Formed or Acquired Organizations	Included
Non-Accumulation of Limits (N/A in NY or WI)	Included
Non-Owned Aircraft	Included
Non-Owned Watercraft (under 60 feet)	Included
Not-For-Profit Organization Members as Additional Insureds	Included
Personal and Advertising Injury – Discrimination Amendment (N/A in NY)	Included

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ElitePac[®] General Liability Extension Endorsement

Coverage	Limit
Supplementary Payments Amended	Included
Bail Bonds	\$5,000
Loss of Earnings	\$1,000
Unintentional Failure To Disclose Hazards	Included
Waiver of Transfer of Rights of Recovery (subrogation)	Included

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COVERAGE SUMMARY

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BE UNIQUELY INSURED®

ElitePac® Commercial Auto Extension Endorsement

The following forms are included:

- CA 7809NY ElitePac® Commercial Automobile Extension
- CA 7816NY Schedule ElitePac® Commercial Automobile Extension

Coverage	Limit
Amendments To Section II – Liability Coverage	
Newly Acquired Or Formed Organizations – qualify as named insured if majority owned with no similar insurance available	Included
Limited Liability Companies – members and managers are insureds while using an auto not owned or hired by named insured	Included
Employees As Insureds – while using an auto not owned or hired by named insured in named insured’s business	Included
Blanket Additional Insureds	Included
Expenses For Bail Bonds And Loss Of Earnings	
Bail Bonds	\$3,000 Per “Accident”
Loss Of Earnings	\$1,000 Per Day
Employee Indemnification and Employer’s Liability Amendment – exclusion does not apply to volunteer workers not entitled to Workers Compensation coverage	Included
Fellow Employee Coverage (N/A in Virginia) – the exclusion is deleted	Included
Care, Custody Or Control Amendment – exclusion does not apply to property owned by anyone other than an insured	\$1,000 limit Per “Accident”; \$500 Deductible Per “Accident”
Amendments To Section III – Physical Damage Coverage	
Towing And Labor	
Private Passenger Auto, Social Service Van or Bus, Light Truck Commercial Auto With GVWR or GCW Greater Than 10,000 Pounds	\$75 Per Tow \$150 Per Tow
Glass Breakage Deductible – waived when glass is repaired	Included
Additional Transportation Expenses	\$60 Per Day up to a maximum of \$1,800
Hired Auto Physical Damage Coverage	\$75,000 Per “Loss”
Hired Auto Loss of Use Coverage – for expenses named insured is legally responsible to pay for loss of use of covered auto	\$750 Per “Accident”

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COVERAGE SUMMARY



ElitePac® Commercial Auto Extension Endorsement

Coverage	Limit
Amendments To Section III – Physical Damage Coverage, Continued	
Auto Loan/Lease Gap Coverage (N/A in New York) – includes unpaid amount due on lease or loan, with exceptions	Included
Personal Effects Coverage – for covered personal items in a covered auto at time of theft, no deductible applies	\$500 Per “Accident”
Airbag Coverage	Included
Expanded Audio, Visual, and Data Electronic Equipment Coverage - \$50 deductible applies	Included
Comprehensive Deductible – Location Tracking Device – maximum \$50 deductible applies if tracking device aided in recovery of the auto	Included
Physical Damage Limit Of Insurance – removes restriction related to betterment and sublimit of \$1,000 for electronic equipment	Included
Green Automobile Replacement Coverage	10% up to \$3,000 per “auto”, \$10,000 maximum per loss”
Amendments To Section IV – Business Auto Conditions	
Duties In The Event of Accident, Claim, Suit or Loss – this condition does not apply unless certain persons have knowledge of the accident, claim, suit or loss	Included
Waiver of Subrogation – blanket waiver when liability has been assumed under an insured contract	Included
Multiple Deductibles – if two or more covered autos involved in loss, only the highest applicable deductible applies	Included
Concealment, Misrepresentation or Fraud – coverage not denied if named insured unintentionally fails to disclose existing hazard	Included
Policy Period, Coverage Territory – covers any type of covered auto hired without a driver for 30 days or less anywhere in the world	Included
Two or More Coverage Forms or Policies Issued By Us – Deductibles - only the highest applicable deductible will apply subject to a minimum deductible of \$50; a minimum \$100 Collision deductible applies to private passenger autos.	Included
Amendments To Section V – Definitions	
Bodily Injury Including Mental Anguish (N/A in New York)	Definition
Coverage Territory – Broadened Definition	Included

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Genesee Gateway Local Development Corp.
Dashboard - October 2025
Balance Sheet - Accrual Basis

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[Per Audit]
12/31/24

	<u>10/31/25</u>	<u>9/30/25</u>	<u>12/31/24</u>
ASSETS:			
Cash - Unrestricted	\$ 885,183	\$ 875,883	\$ 792,302
Cash - Restricted (A)	515,157	513,942	409,511
Cash - Reserved (B)	2,543,458	2,537,310	3,275,207
Cash - Subtotal	3,943,798	3,927,135	4,477,020
Accounts Receivable (1)	506	477	16,636
Lease Receivable GASB - Current Portion	320,056	320,056	320,056
Loans Receivable - Current Portion	224,043	224,573	221,474
Other Current Assets (2)	14,969	20,912	2,899
Total Current Assets	4,503,372	4,493,153	5,038,085
Land Held for Dev. & Resale	1,968,357	1,968,357	1,968,357
Buildings & Improvements	7,281,718	7,281,718	7,281,718
Furniture, Fixtures & Equipment	35,949	35,949	35,949
Total Property, Plant & Equip.	9,286,024	9,286,024	9,286,024
Less Accumulated Depreciation	(2,894,319)	(2,877,856)	(2,729,688)
Net Property, Plant & Equip.	6,391,705	6,408,168	6,556,336
Lease Receivable GASB - Noncurrent Portion	1,610,335	1,610,335	1,610,335
Loans Receivable - Noncurrent Portion (Net of \$170,238 Allow for Bad Debt)	355,787	362,960	563,167
Equity Investment in Genesee Agri-Business, LLC (3)	2,562,240	2,562,240	2,562,240
Equity Investment in STAMP Sewer Works, Inc. (4)	1,086,000	1,086,000	250,000
Equity Investment in STAMP Water Works, Inc. (5)	25,000	25,000	25,000
Other Assets	5,639,362	5,646,535	5,010,742
Total Assets	16,534,439	16,547,856	16,605,163
LIABILITIES:			
Accounts Payable	32,309	201	4,626
Unearned Revenue (6)	46,099	42,781	42,719
Security Deposits	112,028	112,028	108,680
Loans Payable - Current Portion	103,711	103,366	100,316
Bonds Payable - Current Portion	166,192	165,665	161,534
Total Current Liabilities	460,339	424,041	417,875
Loans Payable - Noncurrent Portion	1,652,707	1,661,508	1,739,419
Bonds Payable - Noncurrent Portion	1,850,861	1,866,298	2,002,830
Total Noncurrent Liabilities	3,503,568	3,527,806	3,742,249
Total Liabilities	3,963,907	3,951,847	4,160,124
DEFERRED INFLOW OF RESOURCES			
Deferred Inflow - Leases	1,836,497	1,836,497	1,836,497
Total Deferred Inflow of Resources	1,836,497	1,836,497	1,836,497
EQUITY	\$ 10,734,035	\$ 10,759,512	\$ 10,608,542

Significant Events:

1. Accounts Receivable YTD - Decreased as we received payments from First Wave Tech. for past due rent.
2. Other Current Assets - Prepaid General Liability, Umbrella, D&O and Cyber insurance.
3. Equity Investment in Genesee Agri-Business, LLC - Ties to corresponding GAB, LLC financial statements.
4. Equity Investment in STAMP Sewer Works, Inc. - Distributions to this entity to cover start up costs and legal fees.
5. Equity Investment in STAMP Water Works, Inc. - Distributions to this entity to cover start up costs.
6. Unearned Revenue - Rent received in advance.

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

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**Genesee Gateway Local Development Corp.
Dashboard - October 2025
Profit & Loss - Accrual Basis**

			YTD		2025	2025
	<u>10/31/25</u>	<u>10/31/24</u>	<u>2025</u>	<u>2024</u>	Board Approved <u>Budget</u>	YTD % of Budget
<u>Operating Revenues:</u>						
Grants (1)	\$ -	\$ 93,000	\$ 168,000	\$ 1,095,228	\$ 1,003,228	17%
Interest Income on Loans	2,708	3,444	28,807	35,772	38,092	76%
Rent	64,896	63,766	617,437	626,556	727,994	85%
Common Area Fees - Parks	-	-	1,799	3,030	1,828	98%
Fees	-	-	-	-	-	N/A
Other Revenue	-	669	4,463	11,465	-	N/A
Land Sale Proceeds	-	-	-	200,000	-	N/A
Total Operating Revenues	67,604	160,879	820,506	1,972,051	1,771,142	
<u>Operating Expenses:</u>						
Operations & Maintenance	33,943	12,807	195,309	163,010	338,525	58%
Professional Services	18,349	8,114	107,509	86,737	140,213	77%
Econ. Dev. Prog. Support Grant	25,000	25,000	250,000	250,000	300,000	83%
Site Development Expense	-	-	-	485,753	187,478	0%
Cost of Sales	-	-	1,500	254,423	-	N/A
Grant Expense	-	-	-	226,500	50,000	0%
Real Estate Dev. (Capitalized)	-	-	-	-	20,000	0%
Buildings/Furniture/Equip. (Capitalized)	-	-	-	33,098	50,000	0%
Balance Sheet Absorption	-	-	-	(33,098)	(70,000)	0%
Depreciation	16,463	17,294	164,631	163,486	193,385	85%
Total Operating Expenses	93,755	63,215	718,949	1,629,909	1,209,601	
Operating Revenue (Expense)	(26,151)	97,664	101,557	342,142	561,541	
<u>Non-Operating Revenues (Expenses):</u>						
Other Interest Income	11,190	11,599	132,154	110,940	80,000	165%
Interest Expense	(10,516)	(10,913)	(108,218)	(119,931)	(129,390)	84%
Total Non-Operating Exp.	674	686	23,936	(8,991)	(49,390)	
Change in Net Assets	(25,477)	98,350	125,493	333,151	\$ 512,151	
Net Assets - Beginning	10,759,512	10,490,758	10,608,542	10,255,957		
Net Assets - Ending	\$ 10,734,035	\$ 10,589,108	\$ 10,734,035	\$ 10,589,108		

Significant Events:

1. Grant Revenue - YTD includes Darien Lake CBA payment (\$93K); Workforce Dev/Ec Dev Program Support Grant from Leatherleaf, FFP NY LeRoy #1 & #2 Solar Projects.

Genesee Gateway Local Development Corp.
October 2025 Dashboard
Statement of Cash Flows

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	10/31/25	YTD
CASH PROVIDED BY OPERATING ACTIVITIES:		
Grant Income	\$ -	\$ 168,000
Interest Income on Loans	3,264	29,560
Rental Income	67,658	640,080
Common Area Fees - Parks	-	1,799
Other Revenue	-	930
Operations & Maintenance	(28,230)	(212,357)
Professional Services	(11,040)	(100,202)
Economic Development Program Support Grant	-	(225,000)
Cost of Land Sales	-	(1,500)
Security Deposit Received	-	3,348
Repayment of Loans	7,703	204,812
Net Provided By Operating Activities	39,355	509,470
CASH FLOWS USED BY CAPITAL & RELATED FINANCING ACTIVITIES:		
Principal Payments on Bonds & Loans	(23,366)	(230,628)
Interest Paid on Bonds & Loans	(10,516)	(108,218)
Net Cash Used By Capital & Related Financing Activities	(33,882)	(338,846)
CASH FLOWS PROVIDED (USED) BY INVESTING ACTIVITIES:		
Equity Investment - STAMP Sewer Works, Inc.	-	(836,000)
Interest Income	11,190	132,154
Net Cash Provided (Used) By Investing Activities	11,190	(703,846)
Net Change in Cash	16,663	(533,222)
Cash - Beginning of Period	3,927,135	4,477,020
Cash - End of Period	\$ 3,943,798	\$ 3,943,798
RECONCILIATION OF OPERATING REVENUE (EXPENSE) TO NET CASH PROVIDED BY OPERATING ACTIVITIES:		
Operating Revenue (Expense)	\$ (26,151)	\$ 101,557
Adjustments:		
Depreciation Expense	16,463	164,631
Decrease (Increase) in Accounts Receivable	(29)	16,130
Decrease (Increase) in Other Current Assets	5,943	(12,070)
Decrease in Loans Receivable	7,703	204,811
Increase in Operating Accounts Payable	32,108	27,683
Increase in Unearned Revenue	3,318	3,380
Increase in Security Deposits	-	3,348
Total Adjustments	65,506	407,913
Net Cash Provided By Operating Activities	\$ 39,355	\$ 509,470

Genesee Gateway Local Development Corp.
Dashboard - October 2025
Balance Sheet - Accrual Basis

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	GGLDC	GABLLC	Eliminations	COMBINED	
	<u>10/31/25</u>	<u>10/31/25</u>		<u>10/31/25</u>	<u>Per Audit 12/31/2024</u>
ASSETS:					
Cash - Unrestricted	\$ 885,183	\$ -	\$ -	\$ 885,183	\$ 3,675,439
Cash - Restricted (A)	515,157	-	-	515,157	409,511
Cash - Reserved (B)	2,543,458	2,973,964	-	5,517,422	3,275,207
Cash - Subtotal	3,943,798	2,973,964	-	6,917,762	7,360,157
Accts Receivable - Current	506	-	-	506	16,636
Lease Receivable GASB - Current	320,056	14,460	-	334,516	334,516
Loans Receivable - Current	224,043	-	-	224,043	221,474
Other Current Assets	14,969	-	-	14,969	2,899
Total Current Assets	4,503,372	2,988,424	-	7,491,796	7,935,682
Land & Improvements	1,968,357	1,339,730	-	3,308,087	3,308,087
Buildings & Improvements	7,281,718	-	-	7,281,718	7,281,718
Furniture, Fixtures & Equipment	35,949	-	-	35,949	35,949
Total Property, Plant & Equip.	9,286,024	1,339,730	-	10,625,754	10,625,754
Less Accumulated Depreciation	(2,894,319)	-	-	(2,894,319)	(2,729,688)
Net Property, Plant & Equip.	6,391,705	1,339,730	-	7,731,435	7,896,066
Lease Receivable GASB - Noncurrent	1,610,335	80,508	-	1,690,843	1,690,843
Loans Receivable - Noncurrent	355,787	-	-	355,787	563,167
Equity Investment in GAB, LLC	2,562,240	-	(2,562,240)	-	-
Equity Investment in STAMP Sewer Works, Inc.	1,086,000	-	-	1,086,000	250,000
Equity Investment in STAMP Water Works, Inc.	25,000	-	-	25,000	25,000
Other Assets	5,639,362	80,508	(2,562,240)	3,157,630	2,529,010
TOTAL ASSETS	16,534,439	4,408,662	(2,562,240)	18,380,861	18,360,758
LIABILITIES:					
Accounts Payable	32,309	-	-	32,309	4,626
Unearned Revenue	46,099	-	-	46,099	44,018
Customer Deposit	-	20,000	-	20,000	40,000
Security Deposits	112,028	-	-	112,028	108,680
Loans Payable - Current Portion	103,711	-	-	103,711	100,316
Bonds Payable - Current Portion	166,192	-	-	166,192	161,534
Total Current Liabilities	460,339	20,000	-	480,339	459,174
Loans Payable - Noncurrent Portion	1,652,707	-	-	1,652,707	1,739,419
Bonds Payable - Noncurrent Portion	1,850,861	-	-	1,850,861	2,002,830
Total Noncurrent Liabilities	3,503,568	-	-	3,503,568	3,742,249
TOTAL LIABILITIES	3,963,907	20,000	-	3,983,907	4,201,423
DEFERRED INFLOW OF RESOURCES					
Deferred Inflow - Leases	1,836,497	94,968	-	1,931,465	1,931,465
Total Deferred Inflow of Resources	1,836,497	94,968	-	1,931,465	1,931,465
EQUITY	\$ 10,734,035	\$ 4,293,694	\$ (2,562,240)	\$ 12,465,489	\$ 12,227,870

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

(B) Reserved = Plug Power Host Community Investment Funds, Workforce Development Funds, OCR loan repayments, Economic Development Loan Funds, Batavia Metropolitan Area Redevelopment Loan Funds, Strategic Investment Funds.

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**Genesee Gateway Local Development Corp.
Dashboard - October 2025
Profit & Loss - Accrual Basis**

DRAFT

	GGLDC	GABLLC	Eliminations	COMBINED	
	<u>10/31/25</u>	<u>10/31/25</u>		<u>10/31/25</u>	<u>Combined YTD</u>
<u>Operating Revenues:</u>					
Grants	\$ -	\$ -	\$ -	\$ -	\$ 168,000
Interest Income on Loans	2,708	-	-	2,708	28,807
Rent	64,896	1,325	-	66,221	630,635
Common Area Fees - Parks	-	-	-	-	11,157
Other Revenue	-	-	-	-	44,463
	67,604	1,325	-	68,929	883,062
<u>Operating Expenses:</u>					
Operations & Maintenance	33,943	-	-	33,943	199,906
Professional Services	18,349	-	-	18,349	107,509
Econ. Dev. Program Support Grant	25,000	-	-	25,000	250,000
Cost of Sales	-	-	-	-	1,500
Depreciation	16,463	-	-	16,463	164,631
	93,755	-	-	93,755	723,546
Operating Revenue (Expense)	(26,151)	1,325	-	(24,826)	159,516
<u>Non-Operating Revenues (Expenses):</u>					
Other Interest Income	11,190	5,148	-	16,338	186,321
Interest Expense	(10,516)	-	-	(10,516)	(108,218)
Total Non-Operating Rev (Exp)	674	5,148	-	5,822	78,103
Change in Net Assets	(25,477)	6,473	-	(19,004)	237,619
Net Assets - Beginning	10,759,512	4,287,221	(2,562,240)	12,484,493	12,227,870
Net Assets - Ending	\$ 10,734,035	\$ 4,293,694	\$ (2,562,240)	\$ 12,465,489	\$ 12,465,489

No changes can be made

	GCEDC	GCEDC	GGLDC	GGLDC
	GAIN Loan Fund	Revolving Loan Fund #1) (RLF)	Economic Development Loan Fund (RLF #2)	Batavia Metropolitan Area Community Redevelopment Fund
Purpose	· A low-interest loan fund to capitalize agriculture and related businesses that are adopting new technologies, diversifying or expanding.	· Generally a conventional loan fund offering "friendly debt vis a' vis friendly interest rates and terms" to established business enterprises seeking "gap financing in support of business expansion, retention or attraction investments. Exceptions will be considered on a case by case basis related to strategic business or industry opportunities.	· Generally a conventional loan fund offering "friendly debt vis a' vis friendly interest rates and terms" to established business enterprises seeking "gap" financing in support of business expansion, retention or attraction investments. Exceptions will be considered on a case by case basis related to strategic business or industry opportunities.	· A low interest loan fund to foster investments in business districts across the Batavia Metropolitan area which facilitates redevelopment of underutilized building and sites including adaptive reuse projects including mixed-use projects that may include a housing component. · To foster additional economic development projects in downtowns and core business district areas enabling GCEDC project participation.
Funding	In 2016, the GCEDC entered into an agreement whereby the GCEDC is acting as a sub-recipient to the Genesee/Finger Lakes Regional Planning Council (G/FLRPC) for a portion of a \$3M Empire State Development (ESD) grant. Under the agreement with the G/FLRPC, the GCEDC is authorized to administer a GAIN! Loan Fund for the purpose of lending funds to eligible agricultural businesses in Genesee County.	RLF #1 was established with grant funds that Genesee County received from the federal Small Cities Program in 1985 and 1986. Since 1985, the GCEDC has administered the fund pursuant to a perpetual agreement with the County and in accordance with Community Development Block Grant (CDBG) guidelines. These funds were defederalized in 2009 and are no longer subject to CDBG guidelines.	RLF #2 was established with funds that Genesee County received in 2003 from a \$650,000 New York Governor's Office for Small Cities Grant. Under an agreement with Genesee County, GCEDC authorized to administer the loan fund for the purpose of lending funds to eligible business firms in Genesee County that will create or retain employment. An amended agreement was entered into with Genesee County in 2012 restricting GCEDC's use of the related funds to necessary administrative costs as part of the defederalization process. Future loan requests will be submitted to the County for approval and funds will be redirected to the Genesee Gateway Local Development Corporation for loan disbursement. <i>* All funds have been redirected to the GGLDC as of February 2019. *</i>	Strategic Investments from Genesee County EDC's affiliate, Genesee Gateway Local Development Corporation
Fund Value at 10/31/25	Cash = \$328,919.18 Loans Rec = \$170,246.17	Cash = \$0 Loans Rec = \$0 Due from other Funds = \$914,035	Cash = \$682,163.67 Loans Rec = \$240,066.45	Cash = \$411,613.01 Loans Rec = \$207,142.79
Key Decision Criteria	Job creation; farm diversification including value-added agricultural products; farm-based retail/wholesale (farm markets, wineries, distilleries); investment in new technology including renewable energy projects, production, harvesting equipment; increase the amount of land in productive agriculture use; growth in net revenue for agricultural enterprises; leveraging other sources of funding; projects that produce secondary economic multipliers			Scope of planned redevelopment, impact on business district/neighborhood, level of investment, long term tax base enhancement, jobs (indirect)
Minimum Loan	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00
Maximum Loan	\$200,000.00	\$150,000.00	\$200,000.00	\$200,000.00
Interest Rate	1%	Variable; Prime at the time of the loan commitment provided closing within 60 calendar days, otherwise interest rate set at closing; 3% Floor; readjusted annually (January)	Variable; Prime at the time of the loan commitment provided closing within 60 calendar days, otherwise interest rate set at closing; 3% Floor; readjusted annually (January)	Variable; Prime; 3% Floor; readjusted annually (January); Grace Period = interest only during project redevelopment period (1 year max)
Application Fee	\$250 (non-refundable)	\$250 (non-refundable)	\$250 (non-refundable)	\$250 (non-refundable)
Origination Fee	2% + legal and filing fees	2% + legal and filing fees	2% + legal and filing fees	2% + legal and filing fees
Economic Development Partner Fee				50% of the origination fee (1%)
Amortization Period	up to 10 years	3 to 10 years	3 to 10 years	3 to 10 years including grace period
Fund Participation / Equity	Must be combined with bank approved financing and/or project developer "Equity" of minimum 10% of total project costs.	Up to 50% fund participation as % of current project investment; 10% minimum equity investment preferred; co-participation with other funding sources (bank, economic development loan fund, and/or available equity) required.	Up to 50% fund participation as % of current project investment; 10% minimum equity investment preferred; co-participation with other funding sources (bank, economic development loan fund, and/or available equity) required	Must be combined with bank approved financing and/or project developer "Equity" of minimum 30% of total project costs.
Allowable Funds Usage / Eligible Projects	Agriculture or related businesses including food processing (new business and expansions) and operating farms.	Real estate acquisition/improvements, Equipment purchases/upgrades, working capital	Real estate acquisition/improvements, Equipment purchases/upgrades, working capital	
Collateral	Subordinated to bank or other debt sources allowed	One or more required: Pledged Collateral, Corporate Guarantees and/or Personal Guarantees.	One or more required: Pledged Collateral, Corporate Guarantees and/or Personal Guarantees.	Required; subordination to the bank or other debt source is allowed
Guarantees	Required (Personal)			Required (Personal)
Business Plan Submission				Required
Other		· Evidence of investment and/or funds utilization consistent with GCEDC mission to support enterprise sustainability and job retention and/or enterprise growth and job creation. · Loan Repayment required "if: company operations substantially relocate outside Genesee County.	Evidence of investment and/or funds utilization consistent with GCEDC mission to support enterprise sustainability and job retention and/or enterprise growth and job creation.	

GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER

Revolving Loan Funds



Growing the Agriculture Industry Now! (GAIN) Loan Fund

Purpose: A low-interest loan fund to capitalize agriculture and related businesses that are adopting new technologies, diversifying or expanding

Eligible Projects: Agriculture or related businesses including food processing (new business and expansions) and operating farms

Gap Financing: Must be combined with bank approved financing or project development "equity" of minimum 10% of project cost

Program Parameters

Minimum Loan: \$25,000

Maximum Loan: \$200,000

Interest Rate: 1%

Amortization Period: Up to 10 years

Key Decision Criteria

- Job Creation
- Farm Diversification including value-added agricultural products; farm-based retail/wholesale (farm markets, wineries, distilleries)
- Investment in new technology including renewable energy projects, production, harvesting equipment
- Increase the amount of land in productive agriculture use
- Growth in net revenue for agricultural enterprises
- Leveraging other sources of funding
- Projects that produce secondary economic multipliers (e.g. other business expansions)

Requirements

- Collateral: Subordinated to bank or other debt sources is allowed
- Personal Guarantees \$250 Application Fee (Non-Refundable) 2% + Legal and Filing Fees

**Funding provided by a grant from New York State | Empire State Development*

GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER

99 MEDTECH DRIVE, SUITE 106, BATAVIA, NY 14020 | (585) 343-4866 | GCEDC.COM



POLICY

Revolving Loan Fund #1

(Last Revised 9/6/18)

Purpose: Generally a conventional loan fund offering "friendly debt vis a' vis friendly interest rates and terms" to established business enterprises seeking "gap" financing in support of business expansion, retention or attraction investments. Exceptions will be considered on a case by case basis related to strategic business or industry opportunities.

Funding: RLF #1 was established with grant funds that Genesee County received from the federal Small Cities Program in 1985 and 1986. Since 1985, the GCEDC had administered the fund pursuant to a perpetual agreement with the County and in accordance with Community Development Block Grant (CDBG) guidelines. These funds were defederalized in 2009 and are no longer subject to CDBG guidelines.

Administered by: GCEDC

Approving Board: GCEDC

Fund Value at 6/30/13: \$875,492 (Cash + Loans Receivable)

Program Elements:

1. Minimum Loan: \$25,000
2. Maximum Loan: \$150,000
3. Interest Rate: Variable; Prime at the time of loan commitment provided closing within 60 calendar days, otherwise interest rate set at closing; 3% Floor; readjusted annually (in January).
4. Application Fee: \$250 (non-refundable)
5. Origination Fee: 2% + legal and filing fees
6. Amortization Period: 3 to 10 years

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7. Fund Participation as % of Current Project Investment: Up to 50%; 10% minimum equity investment preferred; co-participation with other funding sources (bank, economic development loan fund, and/or available equity) required.
8. One or More Required: Pledged Collateral, Corporate Guarantees and/or Personal Guarantees
9. Allowable Funds Usage: Real estate acquisition / improvements, Equipment purchases / upgrades, working capital
10. Evidence of investment and / or funds utilization consistent with GCEDC mission to support enterprise sustainability and job retention and / or enterprise growth and job creation.
11. Additional information required:
 - a. Completed application
 - b. Project financials / project profile to include investment commitments
 - c. 3 year job creation or retention commitments
 - d. Business plan / pro-forma financials and cash flows (if available)
 - e. 3 years historical and current year financials (Income & Cash Flow Statements / Balance Sheet)
 - f. Audited or reviewed financial statements preferred
 - g. Presentation to board of directors may be required
 - h. Copy of third party financing commitment letter
12. Loan repayment required "if" company operations substantially relocate outside Genesee County



POLICY

Revolving Loan Fund #2

(Economic Development Loan Fund)

(Last Revised 9/6/18)

Purpose: Generally a conventional loan fund offering “friendly debt vis a’ vis friendly interest rates and terms” to established business enterprises seeking “gap” financing in support of business expansion, retention or attraction investments. Exceptions will be considered on a case by case basis related to strategic business or industry opportunities.

Funding: RLF #2 was established with funds that Genesee County received in 2003 from a \$650,000 New York Governor’s Office for Small Cities grant. Under an agreement with Genesee County, GCEDC was authorized to administer the loan fund for the purpose of lending funds to eligible business firms in Genesee County that will create or retain employment. An amended agreement was entered into with Genesee County in 2012 restricting the GCEDC’s use of the related funds to necessary administrative costs as part of the defederalization process. Future loan requests will be submitted to the County for approval and funds will be redirected to the Genesee Gateway Local Development Corporation for loan disbursement.

Administered by: GCEDC

Approving Board: GGLDC

Fund Value at 6/30/13: \$689,575 (Total Cash + Receivables)
(Currently held by GCEDC = \$538,087)
(Currently held by GGLDC = \$151,488)

Program Elements:

1. Minimum Loan: \$25,000
2. Maximum Loan: \$200,000

3. Interest Rate: Variable; Prime at the time of loan commitment provided closing within 60 calendar days, otherwise interest rate set at closing; 3% Floor; readjusted annually (in January).
4. Application Fee: \$250 (non-refundable)
5. Origination Fee: 2% + legal and filing fees
6. Amortization Period: 3 to 10 years
7. Fund Participation as % of Current Project Investment: Up to 50%; 10% minimum equity investment preferred; co-participation with other funding sources (bank, economic development loan fund, and/or available equity) required.
8. One or More Required: Pledged Collateral, Corporate Guarantees and/or Personal Guarantees
9. Allowable Funds Usage: Real estate acquisition / improvements, Equipment purchases / upgrades, working capital
10. Evidence of investment and / or funds utilization consistent with GCEDC mission to support enterprise sustainability and job retention and / or enterprise growth and job creation.
11. Additional information required:
 - a. Completed application
 - b. Project financials / project profile to include investment commitments
 - c. 3 year job creation or retention commitments
 - d. Business plan / pro-forma financials and cash flows (if available)
 - e. 3 years historical and current year financials (Income & Cash Flow Statements / Balance Sheet)
 - f. Audited or reviewed financial statements preferred
 - g. Presentation to board of directors may be required
 - h. Copy of third party financing commitment letter
12. Additional requirements may be imposed as necessary to comply with the defederalization process of related funds.



POLICY

Batavia Micropolitan Area Community Redevelopment Fund

(Last Revised 9/6/18)

Purpose: A low interest loan fund to foster investments in business districts across the Batavia Micropolitan area which facilitates redevelopment of underutilized building and sites including adaptive reuse projects including mixed-use projects that may include a housing component.

Related Purpose: To foster additional economic development projects in downtowns and core business district areas enabling GCEDC project participation.

Funded by: Strategic Investments from Genesee County EDC's affiliate, Genesee Gateway Local Development Corporation (GGLDC)

Approving Board: GGLDC

Administered by: GCEDC

Revitalization Fund: \$500,000

Key Decision Criteria: Scope of planned redevelopment, impact on business district / neighborhood, level of investment, long term tax base enhancement, jobs (indirect)

Program Elements:

1. Minimum Loan: \$25,000
2. Maximum Loan: \$200,000
3. Interest Rate: Variable; Prime; 3% Floor; readjusted annually (in January);
Grace Period = interest only during project redevelopment period (1 year max.)
4. Application Fee: \$250 (non-refundable)
5. Origination Fee: 2% + legal and filing fees

6. Economic Development Partner Fee (non-profit or municipal E.D. organizations): 50% of the origination fee (1%)
7. Amortization Period: 3 to 10 years including grace period
8. Gap Financing: Must be combined with bank approved financing and / or project developer "Equity" of minimum 30% of total project costs.
9. Preference area: adaptive re-use or underutilized building redevelopment
10. Collateral: required; subordination to bank or other debt source is allowed
11. Personal Guarantees: Yes
12. Business Plan Submission: Yes

GGLDC
Audit & Finance Committee Report
December 2, 2025

Grant Consulting Services

The GGLDC issued a Request for Proposals on 10/22/24 for technical consulting services in the areas of community and economic development. The Office of Community Renewal (OCR) requires bidding for these services every three years. One proposal was received from H. Sichertman & Company, Inc. dba The Harrison Studio.

The team at The Harrison Studio provides technical services in the areas of economic development, community development, management and administrative services related to the Community Development Block Grant (CDBG) Program.

We are requesting approval of a one-year extension to this contract with H. Sichertman & Company, Inc. for 2026 grant consulting services.

Total contract charges for 2026 under the proposed agreement shall not exceed \$25,000.

Total contract charges for 2026 that are not reimbursable to the GGLDC from third-party sources shall not exceed \$15,000.

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November 13, 2025

Donald Cunningham, Chairman
Genesee Gateway Local Development Corporation
99 MedTech Drive, Suite 106
Batavia, New York 14020

Dear Mr. Cunningham:

By this letter, H. Sichertman & Company, Inc. dba The Harrison Studio is expressing its agreement to extending the termination date of the contract dated January 1, 2025 between the Genesee Gateway Local Development Corporation and H. Sichertman & Company, Inc. for the provision of technical services to December 31, 2026 subject to the following conditions:

1. Contract charges incurred in 2026 shall not exceed the sum of twenty-five thousand dollars (\$25,000.00) without the written authorization of the GGLDC.
2. Contract charges incurred in 2026 that are not reimbursable to the GGLDC from third-party sources shall not exceed the sum of fifteen thousand dollars (\$15,000.00) without the written authorization of the GGLDC.
3. All other terms and conditions of the January 1, 2025 contract shall remain in full force and effect

Please have both copies of this letter agreement executed below and return one fully executed copy to me for our files.

Sincerely,

A handwritten signature in cursive script that reads 'R. Charles Bell'.

R. Charles Bell
President

Agreed and accepted:

GENESEE GATEWAY LOCAL DEVELOPMENT CORPORATION

By: _____
Donald Cunningham, Chairman

_____ Dated

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