

**Genesee County Economic Development Center
Meeting Agenda**

Thursday, October 1st, 2026
Location: 99 MedTech Drive, Innovation Zone

PAGE #

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|-------------|---|---------------|
| 1.0 | Call to Order | 4:00pm |
| 1.1 | Enter Executive Session | 4:00pm |
| | Motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105 for the following reasons: | |
| | 1. Discussions regarding proposed, pending or current litigation. | |
| 1.2 | Enter Public Session | |
| 2.0 | Chairperson's Report & Activities | 4:10pm |
| 2.1 | Upcoming Meetings:
Next Scheduled Board Meeting: Thursday, October 29th at 4:00 p.m.
Audit & Finance Committee Meeting: Tuesday, October 27 th at 8:30 a.m.
STAMP Committee Meeting: Wednesday, October 28 th at 8:00 a.m. | |
| 2.2 | Agenda Additions / Deletions / Other Business **Vote | |
| 2.3 | Minutes: September 3, 2026 **Vote | |
| 2.4 | Committee Appointments | |
| 3.0 | Report of Management – | 4:15pm |
| 3.1 | Public Outreach Update – J. Krencik | |
| 4.0 | Audit & Finance Committee – K. Manne | 4:20pm |
| 4.1 | August 2026 Financial Statements **Vote | |
| 4.2 | Land Lease Rates **Vote | |
| 4.3 | Costar Contract **Vote | |
| 4.4 | e3communications Agreement **Vote | |
| 4.5 | Greater Rochester Enterprise Funding Request **Vote | |
| 5.0 | Governance & Nominating Committee – C. Yunker | 4:30pm |
| 5.1 | GGLDC Board Member Appointment **Vote | |
| 6.0 | STAMP Committee – P. Zeliff | 4:35pm |
| 6.1 | Brush Hogging Bids **Vote | |
| 6.2 | O'Connell Change Order – National Grid Changes **Vote | |
| 6.3 | O'Connell Change Order – NYPA Changes **Vote | |
| 6.4 | Mowing for STAMP – Town of Alabama Highway Dept. **Vote | |
| 6.5 | Storage of Force Main Pipe & Appurtances **Vote | |
| 6.6 | Naming of Road at STAMP **Vote | |
| 7.0 | Employment & Compensation Committee – M. Gray | 4:40pm |
| 7.1 | Nothing at this time. | |
| 8.0 | Housing Committee – P. Battaglia | 4:40pm |
| 8.1 | Nothing at this time. | |
| 9.0 | Other Business | 4:40pm |
| 9.1 | Nothing at this time. | |
| 10.0 | Adjournment | 4:40pm |

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GCEDC Board Meeting
Thursday, September 3, 2026
Location: 99 MedTech Drive, Innovation Room
4:00 PM

GCEDC MINUTES

Attendance

Board Members: C. Yunker, K. Manne, P. Battaglia, C. Kemp, P. Zelif, M. Gray
Staff: M. Masse, L. Farrell, K. Galdun, C. Suozzi, J. Krencik, P. Heimlich
Guests: D. Cunningham (GGLDC Board Member), M. Brooks (GGLDC Board Member),
S. Maier (Harris Beach Murtha), M. Fitzgerald (Phillips Lytle), J. Tretter (GGLDC
Board Member), B. Quinn (The Batavian), R. Crossen (Town of Alabama
Supervisor), R. Gaenzle (Harris Beach Murtha), M. Zickl (Community Member)
Absent: L. Mancuso

1.0 Call to Order

P. Zelif called the meeting to order at 4:00 p.m. in the Innovation Zone.

All guests, excluding GGLDC Board members, legal counsel, and R. Crossen, left the meeting at 4:00 p.m.

1.1 Enter Executive Session

C. Yunker made a motion to enter executive session under the Public Officers' Law Article 7, Open Meetings Law Section 105, at 4:00 p.m. for the following reasons:

1. Discussions regarding proposed, pending, or current litigation.

The motion was seconded by M. Gray and approved by all members present.

1.2 Enter Public Session

C. Kemp made a motion to enter back into public session at 4:22 p.m., seconded by M. Gray and approved by all members present.

Guests returned to the meeting at 4:22 p.m.

2.0 Chairman's Report & Activities

2.1 Upcoming Meetings:

Next Scheduled Board Meeting: Thursday, October 1st at 4:00 p.m.

Audit & Finance Committee Meeting: Tuesday, September 29th at 8:30 a.m.

STAMP Committee Meeting: Wednesday, September 30th at 8:00 a.m.

2.2 Agenda Additions / Deletions / Other Business –

C. Yunker made a motion to table item 5.1 GGLDC Board Member Appointment; the motion was seconded by M. Gray. Roll call resulted as follows:

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

The item was tabled.

2.3 Minutes: August 6, 2026

K. Manne made a motion to accept the August 6, 2026 minutes as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

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

The item was approved as presented.

3.0 Report of Management

3.1 Public Outreach Update:

1. Pre-Apprenticeships – The GCEDC and GGLDC's support for the Genesee Valley Pre-Apprenticeship Program's annual six-week welding and mechatronics programs led to 10 students completing pre-apprenticeships in August with several students continuing on with their companies.
2. Edwards Vacuum – As Edwards Vacuum ramps up production and hiring, the GCEDC is featuring a series of interviews with Edwards Vacuum leaders to local and business audiences on social media.

Filmed alongside a WIVB-TV feature on Anthony Cercone, a manufacturing engineer at Edwards Vacuum, the videos are the latest partnership of the GCEDC to support the messaging of the companies growing in Genesee County.

3. Tech Hub Outreach – In August, the GCEDC and our peers at the Wyoming County IDA hosted a regional meeting of the NY SMART I-Corridor Tech Hub for Genesee and Wyoming County businesses and workforce leaders at the MedTech Centre.

The session provided participants with understanding of new opportunities in the semiconductor supply chain and guidance on technical assistance programs.

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4. Youth Engagement – The GCEDC is partnering with WBTA on the second season of High School Gameday. The program is scheduled for later this month and October.

Last season provided a new opportunity to promote students participating in career & technical education programs at Genesee Valley BOCES and share information about upcoming training programs with students and parents.

4.0 Audit & Finance Committee

4.1 July 2026 Financial Statements – L. Farrell reviewed the significant items of the July 2026 financial statements.

- Restricted cash decreased by \$3.2M due to the submission of a GURF for utilizing FAST NY grant funds from ESD toward STAMP development.
- Unearned revenue decreased by the same amount as qualifying expenditures were made and the correlating grant revenue was recorded on the Profit & Loss Statement.
- Expenditures are in line with where they are anticipated to be; otherwise mostly normal activity for the month.

This was recommended by Committee for approval.

K. Manne made a motion to approve the July 2026 Financial Statements as presented; the motion was seconded by M. Gray. Roll call resulted as follows:

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

The item was approved as presented.

4.2 2027 GCEDC Budget – The Board materials include a PowerPoint presentation that summarizes the significant assumptions that were made in the 2027 budget. The County funding request for 2027 remains the same as the past few years. Enhanced funding of \$25,000 from the County for Workforce Development initiatives was also included in the budget.

L. Farrell stated that there were two Audit & Finance Committee meetings held to go over the budget in detail.

The 2027 GCEDC Budget was reviewed in detail by the Committee and is recommended for approval.

K. Manne made a motion to approve the 2027 Budget as presented; the motion was seconded by C. Kemp. Roll call resulted as follows:

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

The item was approved as presented.

4.3 Bellwether Advisors, LLC Consulting Contract Extension – The GCEDC currently maintains an agreement with Bellwether Advisors, LLC, to assist with information requested by New York State related to completion of the \$56 million grant and associated MWBE requirements. The original contract with Bellwether Advisors, LLC, which was approved in 2024, included a not-to-exceed amount of \$5,000. This was intended to evaluate the firm's services, as this type of service had not been utilized previously. Based on satisfactory performance and progress, the board approved an additional not-to-exceed amount of \$15,000 in January 2026 to continue these services. An additional not-to-exceed amount of \$5,000 was approved in May 2026.

A draft waiver request has been submitted to ESD/NYS staff for review. We should be able to submit the final waiver request very soon. Additional services from Bellwether Advisors, LLC will be necessary to finalize and submit the request, along with potential for follow-up inquiries and revisions from ESD/NYS. To ensure successful completion of the waiver process and provide for any necessary post-submission support, staff is requesting an additional not-to-exceed amount of \$5,000. Staff would like the flexibility to consult with Bellwether on other MWBE matters through year-end.

Fund Commitment: \$5,000 – Professional Services budget.

Action Requested: Recommend approval of an additional not-to-exceed amount of \$5,000 for services provided by Bellwether Advisors, LLC.

This was recommended by the Committee for approval.

K. Manne made a motion to approve the additional not-to-exceed amount of \$5,000 for services provided by Bellwether Advisors, LLC as presented; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Zelff -	Yes	C. Yunker -	Yes
K. Manne -	Yes	C. Kemp -	Yes
L. Mancuso -	Absent	M. Gray -	Yes
P. Battaglia -	Yes		

The item was approved as presented.

5.0 Governance & Nominating Committee – C. Yunker

5.1 GGLDC Board Member Appointment – This item was tabled under section 2.2 of the agenda.

6.0 STAMP Committee – P. Zelff

6.1 SEQR Update – The same discussion that took place at the STAMP Committee meeting and is copied here for ease of reference.

M. Masse updated the Committee on the SEQR process for the STREAM US Data Centers project. He stated that draft versions of the public comment summaries and responses, as well as the proposed SEQR resolution and memorandum, have been received. These materials will be posted to the website, along with an additional geotechnical memorandum prepared in response to inquiries and concerns regarding this area.

Following further discussion regarding the geotechnical memorandum, M. Masse stated that a wetland delineation had also been submitted to the DEC, despite their disagreement with the requirement to do so, and has been posted to the website. He stated that they are confident the concerns raised have been adequately addressed in a manner that minimizes potential environmental impacts. M. Masse continued by reviewing several additional concerns and the measures being taken to address them.

In closing, M. Masse stated that he would continue working with STREAM to finalize the site plan and other project details, after which the project would be brought forward for approval.

6.2 Topsoil Request – Lamb Farms is working on completing a bunk expansion at their heifer farm and needs 3,400 cubic yards of topsoil and asked if the GCEDC could provide them with that from the stockpile at the STAMP site. They need some topsoil for the vegetation treatment area.

They are aware of the permitting restrictions regarding soil relocation, but wanted to note that they hold a SPDES permit for this construction.

Fund Commitment: None.

Board Action Request: Approval of allowing Lamb Farms to utilize 3,400 cubic yards of topsoil for their project.

This was recommended by the Committee for approval.

P. Zeliff made a motion to approve allowing Lamb Farms to utilize 3,400 cubic yards of topsoil as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

P. Zeliff -	Yes	C. Yunker -	Yes
K. Manne -	Yes	C. Kemp -	Yes
L. Mancuso -	Absent	M. Gray -	Yes
P. Battaglia -	Yes		

The item was approved as presented.

6.3 Moving of Force Main Pipe and Appurtenances – The GCEDC owns pipe and appurtenances that were to be used in the force main to Orleans County. That material is currently being stored at a lot that Highlander Construction is renting. We are looking to move the pipe to a storage lot at the Ag Park. The original quote included in their contract was to move it to STAMP.

Fund Commitment: \$24,580.64

Board Action Request: Approval of the proposal.

This was recommended by the Committee for approval, subject to the removal of the \$6,650 miscellaneous line item.

P. Zeliff made a motion to approve the proposal with Highlander Construction subject to the removal of the \$6,650 miscellaneous charge as presented; the motion was seconded by M. Gray. Roll call resulted as follows:

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P. Zeff - Yes
K. Manne - Yes
L. Mancuso - Absent
P. Battaglia - Yes

C. Yunker - Yes
C. Kemp - Yes
M. Gray - Yes

The item was approved as presented.

6.4 Phillips Lytle as Special Counsel – At the August 6th board meeting, the board approved the engagement of Phillips Lytle as Special Counsel in connection with the recent litigation filed by the Sierra Club, the Tonawanda Seneca Nation, and Leeann Mullen with an initial authorization not to exceed \$10,000. Since that meeting, the GCEDC has been formally served with the litigation.

GCEDC's D&O insurance carrier has denied coverage. Phillips Lytle has responded with an appeal and we are currently awaiting the carrier's response.

Staff recommends that the board discuss and approve of one of the following options. Both options include the initial \$10,000 previously authorized:

- 1.) Approve a total authorization of up to \$75,000 for legal expenses to cover the insurance deductible, or
- 2.) Approve a total authorization of up to \$120,000 for legal expenses should GCEDC proceed without insurance coverage.

This was recommended by the Committee for approval.

P. Zeff made a motion to approve appointing Phillips Lytle as Special Counsel, for the current litigation and approve funds to be expended up to \$120,000 in the event the GCEDC must proceed without insurance coverage as presented; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Zeff - Yes
K. Manne - Yes
L. Mancuso - Absent
P. Battaglia - Yes

C. Yunker - Yes
C. Kemp - Yes
M. Gray - Yes

The item was approved as presented.

7.0 Employment & Compensation – M. Gray

7.1 Nothing at this time.

8.0 Housing Committee – P. Battaglia

8.1 Nothing at this time

9.0 Other Business

9.1 Nothing at this time.

10.0 Adjournment

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As there was no further business, M. Gray made a motion to adjourn at 4:33 p.m., which was seconded by K. Manne and passed unanimously.



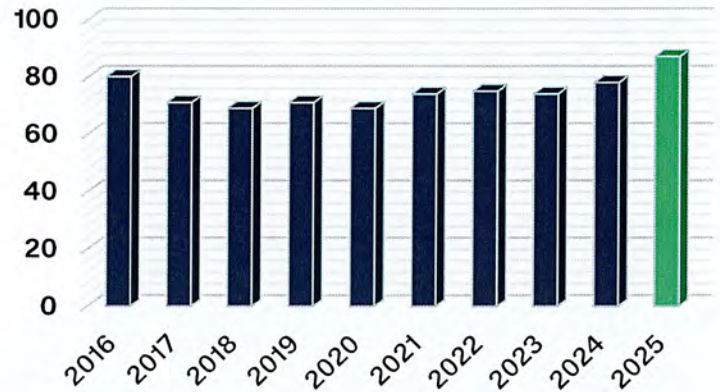
Genesee County 2025 Tax Base Analysis

Presented September 16 to Genesee County Legislature's
Ways & Means Committee

PROJECTS IN CURRENT PILOT PORTFOLIO

There were **87** active projects in the GCEDC's current PILOT Portfolio as of 2025.

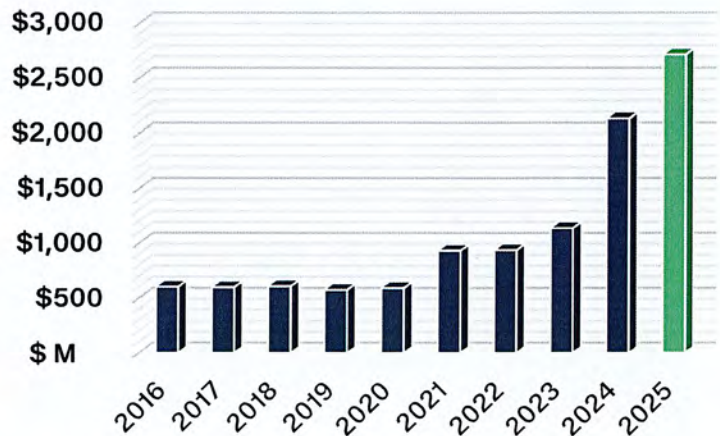
There were an additional **120+** completed projects in the historic (2006 to 2025) PILOT Portfolio as of 2025.



TOTAL CAPITAL INVESTMENT IN CURRENT PILOT PORTFOLIO

Projects in the GCEDC's current PILOT Portfolio as of 2025 generated **\$2.7 billion** of capital investment.

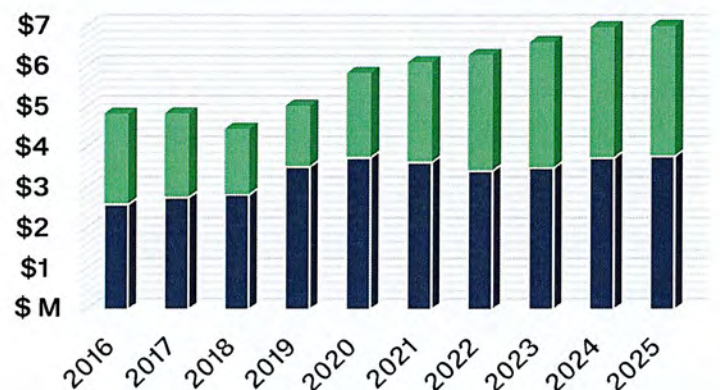
The average capital investment per project in the GCEDC's current PILOT portfolio has grown from **\$7.5 million** in 2016 to **\$31.1 million** in 2025.



PROPERTY TAX & PILOT REVENUE COLLECTIONS

GCEDC projects with an active PILOT (green) contributed **\$3.78 million** in PILOT payments in 2025.

GCEDC projects with a completed PILOT (blue) contributed **\$3.49 million** in property taxes in 2025.



Sources: PARIS Reporting, GCEDC Data

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Genesee County Economic Development Center
Dashboard - August 2026
Balance Sheet - Accrual Basis

	<u>8/31/26</u>	<u>7/31/26</u>	[Per Audit] <u>12/31/25</u>
ASSETS:			
Cash - Unrestricted	\$ 12,098,383	\$ 11,952,868	\$ 11,842,122
Cash - Restricted (A) (1)	6,802,240	7,180,597	16,905,847
Cash - Reserved (B) (2)	6,061,614	6,057,414	6,944,779
Cash - Subtotal	<u>24,962,237</u>	<u>25,190,879</u>	<u>35,692,748</u>
Grants Receivable (3)	5,278	5,074	517,192
Accounts Receivable - Current (4)	569,656	537,479	524,626
Interest Receivable	16,640	69,567	56,171
Deposits (5)	670,202	724,666	2,832
Prepaid Expense(s) (6)	37,313	45,645	46,466
Loans Receivable - Current	43,919	42,987	54,301
Total Current Assets	<u>26,305,245</u>	<u>26,616,297</u>	<u>36,894,336</u>
Land Held for Dev. & Resale (7)	64,454,620	64,400,155	55,717,406
Furniture, Fixtures & Equipment	72,862	72,862	72,862
Leasehold Improvements	17,818	17,818	9,223
Total Property, Plant & Equip.	64,545,300	64,490,835	55,799,491
Less Accumulated Depreciation	(72,088)	(71,991)	(71,148)
Net Property, Plant & Equip.	<u>64,473,212</u>	<u>64,418,844</u>	<u>55,728,343</u>
Accounts Receivable- Noncurrent (8)	4,050,000	4,050,000	4,050,000
Grants Receivable- Noncurrent (3)	50,850	50,850	50,850
Loans Receivable- Noncurrent (Net of \$23,393 Allow. for Bad Debt)	50,562	52,871	78,261
Right to Use Assets, Net of Accumulated Amortization	89,614	89,614	89,614
Other Assets	<u>4,241,026</u>	<u>4,243,335</u>	<u>4,268,725</u>
TOTAL ASSETS	<u>95,019,483</u>	<u>95,278,476</u>	<u>96,891,404</u>
DEFERRED OUTFLOWS OF RESOURCES			
Deferred Pension Outflows (14)	301,089	301,089	301,089
Deferred Outflows of Resources	<u>301,089</u>	<u>301,089</u>	<u>301,089</u>
LIABILITIES:			
Accounts Payable (9)	63,851	96,916	2,212,365
Loan Payable - Genesee County - Current (10)	350,000	350,000	335,000
Loans Payable - ESD - Current (11)	5,196,487	5,196,487	5,196,487
Accrued Expenses	72,787	58,229	37,757
Lease Payable - Current	9,300	9,300	9,300
Customer Deposits (12)	276,304	623,772	42,532
Unearned Revenue (13)	5,253,252	5,252,953	14,064,762
Total Current Liabilities	<u>11,221,981</u>	<u>11,587,657</u>	<u>21,898,203</u>
Loan Payable - Genesee County - Noncurrent (10)	1,500,000	1,500,000	1,850,000
Lease Payable - Noncurrent	85,993	85,993	85,993
Net Pension Liability (14)	426,638	426,638	426,638
Total Noncurrent Liabilities	<u>2,012,631</u>	<u>2,012,631</u>	<u>2,362,631</u>
TOTAL LIABILITIES	<u>13,234,612</u>	<u>13,600,288</u>	<u>24,260,834</u>
DEFERRED INFLOWS OF RESOURCES			
Deferred Pension Inflows (14)	9,637	9,637	9,637
Deferred Inflows of Resources	<u>9,637</u>	<u>9,637</u>	<u>9,637</u>
NET ASSETS	<u>\$ 82,076,323</u>	<u>\$ 81,969,640</u>	<u>\$ 72,922,022</u>

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Significant Events:

1. Restricted Cash - Includes cash deposited by ESD into imprest accounts related to the \$8M, \$33M and \$56M STAMP grants. Expenditures out of these accounts are pre-authorized by ESD.
 2. Reserved Cash - Funds have been internally reserved as matching funds related to the FAST NY grant supporting STAMP development. Funds have also been reserved as collateral for the \$4M letter of credit required by NYPA.
 3. Grants Receivable - National Grid grants support marketing and development activities for STAMP and the LeRoy Food & Tech Park.
 4. Accounts Receivable - Current - Economic Development Funding, MTC Management, Project Origination Fee installments due within 12 months of the balance sheet date (Hecate Solar \$275K, GE Bergen \$100K & HP Hood \$129.8K), misc.
 5. Deposits - Includes deposit paid to NY Power Authority, which will be reduced as expenses are recognized; Down payment on the 345 kv breaker for STAMP; MTC lease security deposit.
 6. Prepaid Expense(s) - CCS Task 2 Annual Raptor Survey and insurance.
 7. Land Held for Dev. & Resale - Additions are related to STAMP development costs.
 8. Accounts Receivable - Noncurrent - Termed out project origination fees from GE Bergen and Hecate Solar that will not be collected within 12 months from the Balance Sheet date.
 9. Accounts Payable - 2025 legal expenses related to Ellicott Station that will be paid in 2026, interest earned on grant funds that will be remitted to ESD, dental insurance, Ostroff, and e3communications.
 10. Loan Payable - Genesee County (Current & Noncurrent) - Per a Water Supply Agreement with Genesee County, the County remitted \$4M to the GCEDC to put towards water improvements located in the Town of Alabama and the Town of Pembroke and other Phase II improvements as identified by the County. GCEDC started making annual payments to the County of \$448,500 beginning in January 2020.
 11. Loans Payable - ESD - Current - Loans from ESD to support STAMP land acquisition and related soft costs.
 12. Customer Deposits - Funds received from projects that are subject to the Local Labor Policy and responsible for covering expenses related to the required reporting; Funds received from data center projects to cover expenses related to review of their applications.
 13. Unearned Revenue - STAMP ESD grant funds received in advance and deposited into an imprest cash account (related to the \$33M grant, \$8M grant and \$56M FAST NY grant); Municipal and National Fuel grant funds received, but not yet expended / earned; interest received in advance; Genesee County contribution received in advance.
 14. Deferred Pension Outflows / Deferred Pension Inflows / Net Pension Liability - Accounts related to implementation of GASB 68.
- (A) Restricted Cash = Customer Deposits, BP2 Funds, GAIN! Loan Funds, Municipal Funds, Grant Funds Received in Advance, Batavia Home Funds.
(B) Reserved Cash = FAST NY Grant Matching Funds, STAMP Letter of Credit Reserve, Workforce Dev Funds, CBA Funds.

**Genesee County Economic Development Center
Dashboard - August 2026
Profit & Loss - Accrual Basis**

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			YTD		2026	2026
					Board Appr.	YTD %
	8/31/26	8/31/25	2026	2025	Budget	of Budget
<u>Operating Revenues:</u>						
Genesee County	\$ 19,459	\$ 19,459	\$ 155,673	\$ 155,673	\$ 233,513	67%
Genesee County - WFD	2,083	2,083	16,665	16,665	25,000	67%
Fees - Projects	138,700	59,213	318,950	4,859,435	1,057,000	30%
Fees - Services	7,372	7,309	58,975	58,473	88,460	67%
Interest Income on Loans	170	157	1,017	1,379	1,330	76%
Rent	1,500	1,500	20,770	21,954	28,780	72%
Common Area Fees - Parks	-	-	2,836	2,814	2,855	99%
Grants (1)	204	2,011,340	9,383,367	12,876,586	35,913,690	26%
GGLDC Grant - Econ. Dev. Program Support	25,000	25,000	200,000	200,000	300,000	67%
Land Sale Proceeds	-	-	10,010	-	-	N/A
BP ² Revenue	-	-	19,460	7,374	45,752	43%
Other Revenue (2)	378,737	8,338	747,186	203,130	86,915	860%
Total Operating Revenues	573,225	2,134,399	10,934,909	18,403,483	37,783,295	29%
<u>Operating Expenses</u>						
General & Admin	119,252	118,342	1,043,043	960,633	1,800,355	58%
Professional Services (3)	389,587	18,043	837,827	193,159	257,065	326%
Site Maintenance/Repairs	625	1,550	11,232	16,173	64,500	17%
Property Taxes/Special District Fees	-	-	3,659	3,873	4,137	88%
BP ² Expense	-	-	-	-	-	N/A
PIF Expense	-	-	106,835	71,284	205,137	52%
Grant Expense - Batavia Home Fund	-	-	-	10,000	-	N/A
CBA Pass Through	-	-	-	-	-	N/A
Site Development Expense	100	49,682	170,500	545,601	27,365,576	0.6%
Leasehold Improvements	-	-	8,595	-	-	-
Real Estate Development (4)	54,465	2,309,515	8,737,214	13,096,181	10,501,574	83%
Balance Sheet Absorption	(54,465)	(2,309,515)	(8,745,809)	(13,096,181)	-	N/A
Total Operating Expenses	509,564	187,617	2,173,096	1,800,723	40,198,344	5%
Operating Revenue (Expense)	63,661	1,946,782	8,761,813	16,602,760	(2,415,049)	
<u>Non-Operating Revenue</u>						
Other Interest Income	43,022	74,946	392,488	513,133	388,000	101%
Total Non-Operating Revenue	43,022	74,946	392,488	513,133	388,000	101%
Change in Net Assets	106,683	2,021,728	9,154,301	17,115,893	\$ (2,027,049)	
Net Assets - Beginning	81,969,640	58,606,133	72,922,022	43,511,968		
Net Assets - Ending	\$ 82,076,323	\$ 60,627,861	\$ 82,076,323	\$ 60,627,861		

Significant Events:

1. Grants YTD - Med Tech Landing annual contribution to the Batavia Home Fund (to be paid in 2026-2045); PIF from RJ Properties (Liberty Pumps) supports Apple Tree Acres Infrastructure improvements; PIF from Yancey's Fancy supports Infrastructure Fund Agreement with the Town of Pembroke; Community Benefit Agreement payment dedicated to STAMP by sourcing debt service payments to the County; National Grid grant supports marketing and development activities for STAMP; ESD \$33M, \$8M and FAST NY Grants support STAMP engineering, environmental, legal, infrastructure, etc.
2. Other Revenue YTD - Annual meeting registrations, local labor reporting and data center project review expenses covered by participating projects, misc.
3. Professional Services YTD - Includes legal and consulting services for the data center project review, local labor requirements, government relations, audits, and other related matters.
4. Real Estate Development Costs YTD - STAMP development costs.

4.1

12

Genesee County Economic Development Center
August 2026 Dashboard
Statement of Cash Flows

DRAFT

	8/31/26	YTD
CASH FLOWS USED BY OPERATING ACTIVITIES:		
Genesee County	\$ 21,542	\$ 193,880
Fees - Projects	138,950	309,200
Fees - Services	-	44,230
Interest Income on Loans	69	885
Rent	1,900	21,170
Common Area Fees - Parks	-	2,836
Grants	-	1,040,380
BP ² Revenue	-	19,460
GGLDC Grant - Economic Development Program Support	-	150,000
Other Revenue	-	417,218
Repayment of Loans	1,377	38,081
Net Land Sale Proceeds	-	10,010
Customer Deposit	31,269	735,127
General & Admin Expense	(92,058)	(1,000,495)
Professional Services	(389,587)	(979,211)
Site Maintenance/Repairs	(625)	(11,232)
Site Development	(100)	(240,489)
Property Taxes/Special District Fees	-	(3,659)
PIF Expense	-	(124,021)
Deposit Paid	-	(2,216,415)
Improv/Additions/Adj to Land Held for Development & Resale	-	(9,143,092)
Net Cash Used By Operating Activities	<u>(287,263)</u>	<u>(10,736,137)</u>
CASH FLOWS USED BY CAPITAL & RELATED FINANCING ACTIVITIES:		
Purchase of Capital Assets/Leasehold Improvements	-	(10,200)
Net Cash Used By Capital & Related Financing Activities	<u>-</u>	<u>(10,200)</u>
CASH FLOWS USED BY NONCAPITAL FINANCING ACTIVITIES:		
Principal Payments on Loan	-	(335,000)
Net Cash Used By Noncapital Financing Activities	<u>-</u>	<u>(335,000)</u>
CASH FLOWS PROVIDED BY INVESTING ACTIVITIES:		
Interest Income (Net of Remittance to ESD)	<u>58,621</u>	<u>350,826</u>
Net Change in Cash	(228,642)	(10,730,511)
Cash - Beginning of Period	25,190,879	35,692,748
Cash - End of Period	<u>\$ 24,962,237</u>	<u>\$ 24,962,237</u>
RECONCILIATION OF NET OPERATING REVENUE TO NET CASH USED BY OPERATING ACTIVITIES:		
Operating Revenue	\$ 63,661	\$ 8,761,813
Depreciation Expense	97	940
(Increase) Decrease in Operating Accounts/Grants Receivable	(32,381)	466,884
(Increase) Decrease in Deposits	54,464	(667,370)
Decrease in Prepaid Expenses	8,332	9,153
Decrease in Loans Receivable	1,377	38,081
Increase in Land Held for Development & Resale	(54,465)	(8,737,214)
Increase (Decrease) in Operating Accounts Payable	4,263	(2,065,716)
Increase in Accrued Expenses	14,558	35,030
Increase (Decrease) in Unearned Revenue	299	(8,811,510)
Increase (Decrease) in Customer Deposits	(347,468)	233,772
Total Adjustments	<u>(350,924)</u>	<u>(19,497,950)</u>
Net Cash Used By Operating Activities	<u>\$ (287,263)</u>	<u>\$ (10,736,137)</u>

2027 Land Lease Rates
Agricultural leases

Genesee County Economic Development Center

Lessee	Location	Term	Rate / acre
Stein Farms	Oatka Hills	One year	\$ 100.00
Hy Hope Farms	Leroy	One year	\$ 100
Norm Geiss	STAMP	One year	\$ 100
Lamb Farms	STAMP	One year	\$ 100
Lamb Farms	STAMP	One year	\$ 5.72

GCEDC

Jim Krencik, Sr. Director, Marketing & Communications

Audit & Finance Committee Meeting Report

September 29, 2026

CoStar Contract

Discussion: The GCEDC has used CoStar's LoopNet site listing service for multiple Genesee County sites, and last year explored expanded data and analytics services offered by the company. We plan to use only the site listing service for the coming year.

The estimated annual cost for a 12-month subscription is \$2,000 and the proposed contract covers November 2026 to October 2027. The funding for this expense was anticipated in the GCEDC's 2026 and 2027 Marketing Operations budgets.

Committee action request: Recommend approval of not-to-exceed \$2,000 for CoStar site listing services.

LoopNet Advertising Agreement

FOR INTERNAL ONLY: (Ref ID) 3881417	
AE:	Jessica Kemper
Location ID:	164346801
Business Code:	Owner



BILL TO:	
Customer: Chris Suozzi	Location ID: 164346801
Address: 99 Med Tech Dr, Suite 106	City/State/Zip: Batavia, NY 14020-9712
Telephone:	
Bill-To Contact: Chris Suozzi	Email for Bill-To Contact: csuozzi@gcedc.com
USE:	BILLING CYCLE:
Total No. Listings: 4	☐ Monthly ☐ Semi-Annually
Total No. Sites: 1	☐ Quarterly ☒ Yearly
Total No. Authorized Users (All Sites): 1	
TERM:	
One Year Initial Term	
INVOICE TYPE/BILLING PREFERRED:	START DATE:
Single Invoice	Immediate Start

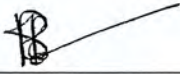
SERVICES			
Site	Market	Product Description	Monthly License Fees (Before Tax)
164346801	Broker	LoopNet Premium Plan(Ind) -- 4 Listings	\$170.00
Total Monthly Fees From Additional Schedule of Services:			
LoopNet Discount:			\$10.08
Total Monthly Advertising Fees:			\$170.00
Discounted Monthly Advertising Fees:			\$159.92

Notes: It is the Customer's responsibility to promptly provide LoopNet with any contact or billing information changes or updates (including phone number, email address, credit card numbers, etc.). Contact updates should be made online via "My Profile" once Customer has logged into www.LoopNet.com. Billing updates should be emailed to Billing@costar.com.

This Advertising Agreement incorporates by reference the Terms and Conditions for the services identified above (available at: <https://www.loopnet.com/solutions/LoopNetTerms-and-Conditions>) and any addenda attached hereto between the parties, and establishes the terms and conditions under which LoopNet will provide the services set forth in this Advertising Agreement. Use of any LoopNet product is also subject to the website Terms of Service/Use ("Website Terms of Use") available online for each applicable service provided under this Advertising Agreement. Customer agrees to comply with such Website Terms of Use and to regularly review them for updates and changes. Any conflict or inconsistency shall be resolved according to the following order of precedence: (1) this Advertising Agreement; (2) the Terms and Conditions; and (3) the Website Terms of Use. Terms used on this Advertising Agreement and not otherwise defined shall have the meanings set forth in the applicable Terms and Conditions.

In the event Customer does not execute this Advertising Agreement by 9/30/2026, this Advertising Agreement shall become null and void; however, if both parties execute and commence performance of their duties and obligations under this Advertising Agreement after such date, this Advertising Agreement shall continue in full force and effect and be binding on the parties. The person executing this Advertising Agreement on behalf of Customer represents and warrants having the authority to do so. LoopNet hereby provides notice that only an authorized officer of LoopNet or its parent company can execute this Advertising Agreement on behalf of LoopNet. Delivery of an executed signature page to this Advertising Agreement by electronic means shall be effective and constitute a legal and binding agreement between the parties.

LoopNet

By: 

Name: Robin Rossmann

Title: Chief Financial Officer

Date:

Address: 1201 Wilson Blvd

Address: Arlington, VA 22209-2304

Chris Suozzi

Signature: _____

Print Name: Chris Suozzi

Title: VP Business & Workforce Development

Date: _____

Address: 99 Med Tech Dr, Suite 106

Address: Batavia, NY 14020-9712

AUTHORIZED USERS			
Contact Name:	Chris Suozzi	Phone:	(585) 409-1301
Email:	csuozzi@gcedc.com	Role:	User

DRAFT

GCEDC

Jim Krencik, Sr. Director, Marketing & Communications

Audit & Finance Committee Report

September 29, 2026

E3communications GCEDC Public Relations and Social Media Services Contract

Discussion: e3communications, a professional media and public relations firm/consultant, has submitted a proposal for 2027 services related to public relations, sales and marketing content, and marketing services for the Genesee County Economic Development Center.

In 2026, e3communications supported GCEDC staff with GCEDC planning, sales and marketing, and government/stakeholder relations. e3communications also maintains GCEDC's targeted media presence to audiences in project development and the greater public on LinkedIn and Facebook.

The proposed expenditure of \$4,000/month is at the same level as in the previous four years.

Fund Commitment: \$48,000 fund commitment. Funding is available and budgeted in the 2027 GCEDC Marketing - Operations budget for the full contract.

Board Action Request: Approval of a contract for services for the Jan. 1, 2027 to Dec. 31, 2027 period.



September 25, 2026

Mr. Mark Masse
President and CEO
Genesee County Economic Development Center
99 MedTech Drive, Suite 106
Batavia, NY 14020

RE: 2027 Agreement for Public Relations and Social Media Services

Dear Mark:

Thank you for the opportunity to provide public relations and social media services to the Genesee County Economic Development Center (GCEDC) in 2027.

The scope of services that would be implemented on behalf of the GCEDC include:

- Providing strategic public relations counsel regarding organizational messaging as issues develop; this would include participating in planning meetings and various other communications with staff e.g. conference calls, emails, etc.
- The writing and review of various materials, including press releases, statements, media alerts, letters, opinion pieces and other materials as determined necessary.
- Acting as a liaison with media outlets in following up on the distribution of press releases and other materials; the facilitation of interview requests by reporters as well as editorial board meetings, pitching news editors for stories about organizational initiatives.
- Assisting in the coordination and execution of special events such as news conferences, media briefings, etc. This would include developing a program/agenda, writing of scripts, invitations, logistics and other tactics.
- Participating in planning meetings to discuss social media content.
- Developing/creating monthly content for social media channels, including being on site at various locations across the County to shoot video content.
- Editing of video to compile into social media content.
- Compile monthly social media analytics report.



- Monitoring and tracking and distributing relevant news articles and placements and provide monthly report on public relations activities.

All work conducted by e3communications for the Genesee County Economic Development Center in 2027 will be budgeted at \$48,000 (monthly fee of \$4,000). There is no cap on the number of hours rendered on a monthly basis. A description of the services will be provided in each invoice for the work conducted in that month. **All terms are 30 days payment.**

The terms outlined in this agreement shall remain in effect from January 1, 2027 until December 31, 2027 or until modified or terminated by either party upon thirty (30) days written or verbal notice.

e3communications pledges its confidentiality to the Genesee County Economic Development Center for all work e3communications performs on behalf of the Genesee County Economic Development Center.

If you are in agreement with the terms and conditions outlined above please indicate by signing below. Thank you again for the opportunity to work on behalf of the Genesee County Economic Development Center.

Sincerely,

e3communications

Earl V. Wells III
President

For the Genesee County Economic Development Center

Mark Masse
President and CEO

GCEDC

Jim Krencik, Marketing and Communications Director

Audit and Finance Committee Report

September 29, 2026

Greater Rochester Enterprise (GRE) – GCEDC Support

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

This funding request supports GRE staff partnerships with GCEDC's business development, sales and marketing, site development, and talent attraction efforts. GCEDC also receives an active role on Greater Rochester Enterprise's board of directors. GRE staff directly enhance GCEDC's active sales funnel at STAMP and our shovel-ready sites.

The proposed expenditure of \$55,000 is at the same level as in the previous two years.

Fund Commitment: \$55,000 fund commitment. Funding is available and budgeted in the 2027 GCEDC Dues & Subscriptions budget for the full contract.

Board Request: Approval of a contract for services for the January 1, 2027 to December 31, 2027 period.

Professional Services Agreement
between
Genesee County Economic Development Center
and
Greater Rochester Enterprise

Dated: January 2027

PROFESSIONAL SERVICES AGREEMENT

THIS AGREEMENT is made this 1st day of January, 2027 and is by and between the **Genesee County Economic Development Center (GCEDC)**, a Public Benefit Corporation, with offices at 99 MedTech Drive, Batavia, NY 14020 ("County") and **GREATER ROCHESTER ENTERPRISE, INC.**, a New York not-for-profit Corporation, with offices at 100 Chestnut Street, Rochester, New York 14604 ("GRE").

WITNESSETH:

WHEREAS, GRE and GCEDC have been working in cooperation since GRE's founding in 2001 in an effort to streamline local and regional economic development efforts to facilitate the strengthening of the local economy and providing for more and better jobs for community residents;

WHEREAS, the parties hereto in furtherance of said partnership are desirous of implementing and providing for a further evolution and definition of said partnership so as to encompass the GCEDC's role promoting the economic growth of Genesee County and the creation of jobs, and attracting new businesses to the region;

WHEREAS, the GCEDC is desirous in obtaining the services of GRE to assist it in its efforts in this regard; and

WHEREAS, GRE is willing, able and qualified to perform such services;

NOW, THEREFORE, in consideration of the mutual covenants and agreements hereinafter set forth, the parties hereto mutually agree as follows:

1. PURPOSE

The purpose of this Agreement is to provide an integrated economic development system to address the duplication that exists in local and regional economic development efforts. Such a system will streamline and consolidate business access to available economic development programs and assistance by creating a "one-stop" shop for economic development. Such a system will also enable the community to speak with one unified voice in attracting new businesses to Genesee County and will maximize efforts to strengthen the local economy and provide for more and better jobs for community residents.

2. SCOPE OF SERVICES

In furtherance of the above stated purposes, GRE hereby agrees to perform certain economic development services for GCEDC as particularly set forth and described on Schedule A which is made a part hereof. The parties recognize and agree that GRE's services as set forth on Schedule A for the purposes mentioned above will be principally and primarily focused on the attraction of new businesses and good paying jobs to Genesee County.

3. TERM OF CONTRACT

The term of this agreement shall be from January 1, 2027 through December 31, 2027.

4. CONTRACT AMOUNT

GRE agrees to accept in full satisfaction of all of its expenses and compensation for its services under this Agreement, annual payment in the amount of \$55,000 payable on May 1, 2027 subject to the submission of a properly executed invoice.

5. OWNERSHIP OF WORK

Subject to client requested confidentiality, the parties shall have reasonable access to the work product and information created pursuant to the Agreement including, but not limited to, software and software applications. The foregoing also includes passwords and password access where applicable. Furthermore, subject only to third party license agreements, the parties shall have the right to download any and all work product and information. This access shall continue for a period of one year after the termination of the Agreement or, with respect to a specific project, until that project is terminated. To the extent that equipment or materials are purchased solely for GCEDC with funds solely provided pursuant to the Agreement and are not consumed in the performance of the Agreement functions, they shall vest in and be returned to the GCEDC upon the termination of the Agreement. Notwithstanding the foregoing, the parties acknowledge that they have and will continue to create material and develop information related to economic development activities that are outside the scope of this Agreement and that GRE, in the event of a termination of this Agreement for any reason, may continue to use all work product, data, software and software applications and all other information developed or acquired by GRE during the term of this Agreement whether developed or acquired by use of the payments received pursuant to this Agreement.

6. INDEPENDENT GRE STATUS

GRE covenants and agrees that it will conduct itself consistent with its status, said status being that of an independent contractor, and that it, its employees or agents will neither hold themselves out nor claim to be an officer or employee of GCEDC nor make claim to any rights accruing thereto, including, but not limited to, Worker's Compensation, Unemployment benefits, Social Security or retirement membership or credit.

7. NON-DISCRIMINATION

GRE agrees that in carrying out its activities under the terms of the Agreement that it shall not discriminate against any person due to such person's age, marital status, disability, genetic predisposition or carrier status, race, color, creed, sex or national origin, and that at all times it will abide by the applicable provisions of the Human Rights Law of the State of New York as set forth in Section 290-301 of the Executive Law of the State of New York.

8. INSURANCE

GRE will, at its own expense, procure and maintain a policy or policies of insurance during the term of this agreement. The policy or policies of insurance required are standard Workers Compensation and Disability Insurance, if required by law; general liability insurance (including without limitation, contractual liability) with single limits of liability in the amount of \$1,000,000 per occurrence, and \$2,000,000 aggregate coverage; automobile liability insurance in the amount or \$1,000,000 with a minimum of \$1,000,000 each occurrence, bodily injury and property damage. Original certificates evidencing such coverage and indicating that such coverage will not be cancelled or amended in any way without thirty (30) days prior written notice to the GCEDC, shall be delivered to the GCEDC before final execution of the Agreement and original renewal

certificated conforming to the requirements of this section shall be delivered to the GCEDC at least sixty (60) days prior to the expiration of the policy or policies of insurance. GRE's general liability insurance and automobile liability insurance shall provide for and name the GCEDC as an additional insured. All policies shall insure GCEDC for all claims arising out of the Agreement. All policies of insurance shall be issued by companies in good financial standing, duly and fully qualified and licensed to do business in New York State or otherwise acceptable to the GCEDC.

If any required insurance coverage contains aggregate limits or apply to other operations of GRE, outside of those required by the Agreement, GRE shall provide the GCEDC with prompt written notice of any incident, claims settlement, or judgment against that insurance which diminishes the protection of such insurance affords the GCEDC. GRE shall further take immediate steps to restore such aggregate limits or shall provide other insurance protection for such aggregate limits.

GRE certifies that it is in compliance with the New York State Worker's Compensation and Disability Benefits Law, and certificates evidencing compliance are herewith attached.

9. NOTICE AND DEMAND

Unless otherwise provide in this Agreement, any notice, demand or other communication required to be given under this Agreement by either party to the other shall be sufficiently given or delivered if it is sent by registered or certified mail, postage prepaid, or delivered personally to the following addresses:

In the case of GRE:

Matthew Hurlbutt, President & CEO
Greater Rochester Enterprise
100 Chestnut Street, Suite 1910
Rochester, New York 14604

In the case of GCEDC

Mark Masse, President & CEO
Genesee County Economic Development Center
99 MedTech Drive
Batavia, NY 14020

Or at such other address with respect to either party as such may, from time to time, designate in writing and forward to the other as provided in this Section.

10. TERMINATION

This Agreement may be terminated on the occurrence of any of the following events:

A. Mutual consent of the parties.

B. By GCEDC at the end of the initial term of this Agreement or at the end of any additional term upon one hundred eighty (180) days written notice to GRE prior to the end of the initial term of this Agreement or prior to the end of any additional term.

C. By GCEDC upon the failure by GRE to provide the services required under Section 2 of this contract; provided, however, GCEDC shall give GRE written notice of any such failure and a period of thirty (30) days to cure the failure described in the notice. In the event a failure is not cured within thirty (30) days of the receipt by GRE of such notice, then GCEDC may terminate this Agreement.

D. By GRE in the event GCEDC fails to pay any installment payment when due; provided, however, GRE shall give GCEDC written notice of such failure and ten (10) days notice within which to make the payment.

Upon termination of this Agreement, all unpaid sums for services performed as of the date of termination, whether or not invoiced at that date, shall become immediately due and payable.

11. CONTRACTOR QUALIFIED, LICENSED, ETC.

GRE represents and warrants to GCEDC that it and its employees are duly and fully qualified under the laws of the state of its incorporation and of the State of New York, to undertake the activities and obligations set forth in this Agreement, that it possesses as of the date of its execution of this Agreement, and it will maintain throughout the term hereof, all necessary approvals, consents and licenses from all applicable government agencies and authority and that it has taken and secured all necessary board of directors and shareholders action and approval.

12. GENERAL PROVISIONS

This Agreement constitutes the entire Agreement between GCEDC and GRE and supersedes any and all prior Agreements between the parties hereto for the services herein to be provided. The Agreement shall be governed by and construed in accordance with the laws of New York State without regard or reference to its conflict of law principles.

13. USAGE OF COMPUTER AND ELECTRONIC EQUIPMENT

GRE acknowledges and agrees that usage of any computer hardware, computer software and/or electronic equipment used in the course of carrying out duties under this Agreement will be governed by all applicable laws, rules and regulations

14. MISCELLANEOUS

GRE and GCEDC will honor all confidentiality requested by each entity as well as confidentiality requested by third parties in formal agreements.

15. AMENDMENT

This Agreement may not be amended except in writing signed by the parties.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement.

GREATER ROCHESTER ENTERPRISE, INC.

By: _____
Matthew C. Hurlbutt, President & CEO

GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER

By: _____
Mark Masse, President & CEO

Schedule A

GREATER ROCHESTER ENTERPRISE SCOPE OF WORK FOR GENESEE COUNTY

Assist in the attraction of new businesses to Genesee County and the Greater Rochester/Finger Lakes region. This Includes building relationships with corporate executives, site selection consultants and others for target industries that leverage Genesee County assets.

Support business retention and expansion projects in Genesee County in partnership with the Genesee County Economic Development Center.

Provide demographic, industry information and research services to support business retention, expansion and attraction opportunities in Genesee County.

Support entrepreneurship and innovation in Genesee County.

Connect businesses with resources in Genesee County, and lead initiatives, as appropriate, to support the growth of new and established businesses in Genesee County. An example of such activity is the GRE Economic Gardening program.

Reference Genesee County, in the marketing content GRE develops to promote the Greater Rochester/Finger Lakes region, including but not limited to www.RochesterBiz.com.

Tom Klapper – Professional Background

I am a 1977 graduate of Pavilion Central School, and I have maintained a strong connection to the Pavilion community and the broader GLOW region throughout my personal and professional career.

I began my career at Noblehurst Farms, where I gained hands-on experience in many aspects of agricultural operations, including animal care, land management, and farm business operations. This experience provided me with a strong understanding of agriculture and the challenges facing farming operations in our region.

After several years at Noblehurst Farms, I transitioned into the machinery and equipment business. I managed Linwood Turf Equipment for several years, where I expanded the company's retail sales and developed relationships with municipalities and golf courses throughout 33 counties in New York. In 2005, the business was sold, and I began my career working with John Deere dealerships.

During my time in the equipment industry, I have managed multiple dealership locations and have been involved in sales, service, parts, personnel, and overall business operations. Most recently, I managed LandPro Equipment's Batavia location on Saile Drive. I also served as the project manager for the construction and development of that facility, giving me experience in coordinating a major business development project from planning through completion.

My involvement in the community has also been an important part of my career. I was a participant in Cornell's Class V of the Leadership New York program. I served 12 years on the Pavilion Town Board, where I was involved in local government and long-term community planning. During that time, I assisted with the development of a Comprehensive Plan for the Town of Pavilion. I also worked on the merger of the Town's water system with the Monroe County Water Authority and the development of two water districts.

In addition to my professional and community involvement, I currently serve as Vice President of Noblehurst Farms, continuing my connection to agriculture and the local business community.

I currently work part time for LandPro Equipment as an equipment appraiser, utilizing my experience in agricultural, construction, and commercial equipment to provide equipment valuations.

Throughout my career, I have had the opportunity to work with farmers, business owners, municipalities, employees, customers, and community leaders throughout the GLOW region. These experiences have given me a broad perspective on agriculture, business, economic development, local government, and the communities we serve.

I believe this combination of agricultural experience, business and equipment industry leadership, municipal government experience, and long-standing involvement in the GLOW region would allow me to bring a practical and well-rounded perspective to the Board.

GCEDC Summary Report

Penny Heimlich

STAMP Committee Meeting – September 30, 2026

Board Meeting – October 1, 2026

Brush Hogging Bid Award

The Genesee County Economic Development Center (GCEDC) solicited bids for brush hogging approximately 45 acres of land near the substation access road within the Science Technology & Advanced Manufacturing Park (STAMP). This area has become overgrown with trees up to six feet in height. Once the property is cleared, we will work with one of the local farmers to till the land and potentially lease for farming use until the land is sold and/or developed.

Bid results are attached listing the eighteen companies that were contacted with two bids received.

Board Request / Fund Commitment:

Approve up to \$10,350 for Fava Brothers to complete the brush hogging work on the 45-acre STAMP site as described above.

STAMP - 45 acres	Contact	Quote Amount	Prevailing Wage Statement	Insurance	W/C	Permissible Contacts Affirmation Policy	Procurement Contract Award - Required Cert. of Compl.	Offeror Disclosure of Prior Non-Responsibility Determinations	W-9	Other Notes:
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Bid Recommendation:

Fava Brothers	favalawncare@yahoo.com	\$10,350.00	X	X	X	X	X	X	X	
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Bids Received:

Superior Utility Services - Arcade	SEAN.M@SUPERIORUTCS.COM	\$32,000.00	X	X	X	X	X	X	X	
------------------------------------	--	-------------	---	---	---	---	---	---	---	--

Requested Bids, did not respond:

Alleghany Services	sbeach@alleghanyhyservices.com									
Bison Earthworks	info@bisonearth.com									
Bubba's Landscape	info@bubbaslandscape.net									
Burdick's Mowing & Rototiller Service - Albion	ionburdick95@gmail.com									
Doles Landscaping & Property Maintenance - West Seneca	doleslandscaping@gmail.com									
ETS Clearing & Grading - Alden	etsclearing2@yahoo.com									
Frontline Clearing & Construction - Geneseo	TJ@FrontlineClearing.com									
G&M Land Management	gmlawenforcement@gmail.com									
Mike Glazier - Arborist	mglazier.arborist@gmail.com									
Modern Landscape & Maintenance - Orchard Park	mn.modernlandscape@gmail.com									
Northeast Woodland Restoration, LLC	info@newoodlandrestorationllc.com									
RKK, LLC / Ray Smith - Oakfield	rkkllc1@gmail.com									
Rogue Earthworks	rogueearthworksllc@yahoo.com									
Scalia's Landscape	coltoncole7@outlook.com									No longer has a brush hog
Spur Line Construction Corp.	AP@spurlineconstruction.com rosborn@spurlineconstruction.com									
WM Biers, Inc.	brittany@wmbiers.com									

19.1

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Change order from O'Connell for substation construction

Discussion: The GCEDC has a contract with O'Connell Electric for construction of the substation at STAMP. They have submitted five change orders which are related to National Grid changes. These increases result in an increase to the contract amount of \$419,113.

Fund Commitment: \$419,113 to be covered under the \$56 million.

Committee Action request: Recommend approval of the five change orders.



O'Connell Electric Company, Inc.

*Industrial & Commercial Construction • Power Line & Substation • Communications
Transportation • Renewable Energy • Service & Maintenance • Technical Services*

September 11, 2026
Genesee County Economic Development Ctr
Mark A. Masse, CPA
Re: STAMP NG LN502 Relay Cabinet Rearrangements (CO #14)

Dear Mark,
National Grid has requested O'Connell to make changes to the LN 502 associated relay cabinets.

The scope of work includes

- Panel A13- Determinate 24 wires and terminate 24 wires and relocate 2 devices.
- Panel B13- Determinate 24 wires and terminate 24 wires and relocate 2 devices.

Below is the breakdown cost for this work.

Material	\$ 242
Labor	\$ 3,750
Equipment – General Expenses	\$ 626
OCE Management	\$ 300
OCE OH, M/U, Bond	\$ 1,055
Total	\$ 5,973

Sincerely,
Tom Sweeney
Project Manager / Estimator
585.370.5459
Thomas.sweeney@oconnellelectric.com

Corporate Headquarters 830 Phillips Road | Victor, NY 14564 | Phone 585.924.2176 | Fax 585.924.4973

Albany 2360 Maxon Road Ext | Schenectady, NY 12308 | Phone 518.346.0077 | Fax 518.346.0728 **Rochester** 390 Systems Road | Rochester, NY 14623 | Phone 585.424.3472 | Fax 585.424.3486

Buffalo 929B Ransom Road | Lancaster, NY 14086 | Phone 716.675.9010 | Fax 716.686.0586 **Syracuse** 301 Stoutenger Street | East Syracuse, NY 13057 | Phone 315.437.1453 | Fax 315.437.7431

www.oconnellelectric.com

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O'Connell Electric Company, Inc.

*Industrial & Commercial Construction • Power Line & Substation • Communications
Transportation • Renewable Energy • Service & Maintenance • Technical Services*

September 11, 2026

Genesee County Economic Development Ctr

Mark A. Masse, CPA

Re: STAMP NG LN501, LN507, LN506 and R8105 & R8115 CT Rearrangements (CO #15)

Dear Mark,

National Grid has requested O'Connell to make changes to the LN501, LN507, LN506 and R8105 & R8115 CT associated relay cabinets.

The scope of work includes

- Panel A1- Determine 80 wires, add wire and terminate 80 wires and relocate 3 devices.
- Panel A2- Determine 80 wires, add wire and terminate 80 wires and relocate 3 devices.
- Panel A3- Determine 192 wires, add wire and terminate 192 wires and relocate 3 devices.
- Panel A4- Determine 24 wires, add wire and terminate 24 wires and relocate 2 devices.
- Panel A6- Determine 229 wires, add wire and 5C #12 cable and terminate 239 wires and relocate 8 devices.
- Panel A7- Determine 354 wires, add wire and terminate 354 wires and relocate 12 devices.
- Panel A8- Determine 260 wires, add wire and terminate 260 wires and relocate 7 devices.
- Panel A9- Determine 38 wires, add wire and terminate 38 wires and relocate 2 devices.
- Panel A10- Determine 80 wires, add wire and terminate 80 wires and relocate 3 devices.
- Panel A11- Determine 94 wires, add wire and terminate 94 wires and relocate 3 devices.
- Panel B1- Determine 30 wires, add wire and terminate 30 wires and relocate 3 devices.
- Panel B2- Determine 30 wires, add wire and terminate 30 wires and relocate 3 devices.
- Panel B3- Determine 38 wires, add wire and terminate 38 wires and relocate 2 devices.
- Panel B4- Determine 24 wires, add wire and terminate 24 wires and relocate 2 devices.
- Panel B6- Determine 220 wires, add wire and cable and terminate 220 wires and relocate 8 devices.
- Panel B7- Determine 246 wires, add wire and cable and terminate 246 wires and relocate 9 devices.
- Panel B8- Determine 220 wires, add wire and cable and terminate 220 wires and relocate 8 devices.
- Panel B9- Determine 38 wires, add wire and terminate 38 wires and relocate 2 devices.
- Panel B10- Determine 154 wires, add wire and terminate 154 wires and relocate 2 devices.
- Panel B11- Determine 30 wires, add wire and terminate 30 wires and relocate 3 devices.
- Panel C9- Determine 19 wires, add 5C #12 cable and terminate 19 wires.
- Breaker R8115- Determine 12 wires terminate 12 wires.

Corporate Headquarters 830 Phillips Road | Victor, NY 14564 | Phone 585.924.2176 | Fax 585.924.4973

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Buffalo 9298 Ransom Road | Lancaster, NY 14086 | Phone 716.675.9010 | Fax 716.686.0586 **Syracuse** 301 Stoutenger Street | East Syracuse, NY 13057 | Phone 315.437.1453 | Fax 315.437.7431

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6.2

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Below is the breakdown cost for this work.

Material	\$ 23,358
Labor	\$ 182,367
Equipment – General Expenses	\$ 14,262
OCE Management	\$ 9,600
OCE OH, M/U, Bond	\$ 44,232
Total	\$ 273,819

Sincerely,
Tom Sweeney
Project Manager / Estimator
585.370.5459
Thomas.sweeney@oconnellelectric.com

6.2

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O'Connell Electric Company, Inc.

*Industrial & Commercial Construction • Power Line & Substation • Communications
Transportation • Renewable Energy • Service & Maintenance • Technical Services*

September 11, 2026
Genesee County Economic Development Ctr
Mark A. Masse, CPA
Re: STAMP NG Add MTS Switches to Breakers (CO #16)

Dear Mark,
National Grid has requested O'Connell to add Maintenance Test Switches to the following breakers

The scope of work includes

- Breaker R115- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R125- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R8105- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R8115- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R1715- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R1725- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R1735- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R1745- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R5020- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Breaker R5080- Determine 10 wires, add wire and terminate 48 wires, furnish and install 1 MTS Electroswitch.
- Furnish and install(1) Telvent C3008-S12-00003 card and (2) Televent B0002-076-R2005 20 Pin Connector

We have not included testing and commissioning in this proposal as previously discussed and are anticipating working with the National Grid onsite relay technicians to test and commission the systems

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Below is the breakdown cost for this work.

Material	\$ 10,413
Labor	\$ 26,514
Equipment – General Expenses	\$ 4,242
OCE Management	\$ 7,680
OCE OH, M/U, Bond	\$ 10,554
Total	\$ 59,403

Sincerely,
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September 11 2026

Genesee County Economic Development Ctr

Mark A. Masse, CPA

Re: STAMP Substation Change Order #10 NG Additional Ground to Lightning Mast & GE Breaker Frames

Dear Mark,

Within the STAMP Substation National Grid yard, the original Black & Veatch design called for one ground tail from the in-ground ground grid to each lightning mast and its associated structural steel. In addition, the five GE 115kV breakers were designed with two ground connections at the base of each breaker frame. This design was reviewed and approved by National Grid during the 30%, 60%, 90%, and IFC stages.

National Grid has since revised its standards and is now directing O'Connell to excavate to the ground grid, install an additional ground tail at each of the nine lightning masts, and ground the upper frame of each breaker.

Below is the breakdown cost for this work.

Civil – Remove / Replace stone	\$ 6,000
Material	\$ 2,956
Labor	\$ 5,041
Equipment – General Expenses	\$ 1,613
OCE Management	\$ 1,200
OCE OH, M/U, Bond	\$ 2,682
Total	\$ 19,492

Sincerely,

Tom Sweeney

Project Manager / Estimator

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Industrial & Commercial Construction • Power Line & Substation • Communications
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May 14, 2026

Genesee County Economic Development Ctr

Mark A. Masse, CPA

Re: STAMP Substation Change Order #9 NG Switch Ground Mats Change

Dear Mark

Within the STAMP Substation National Grid yard, the original Black & Veatch design specified 3' x 5' copper ground mats beneath each of the (19) 115 kV switches. These mats were to be installed below the surface stone to protect personnel while operating the switches. This design was reviewed and approved by National Grid at the 30%, 60%, 90%, and IFC stages.

National Grid has since revised its standards and is now directing O'Connell to remove the existing mats and install 19 new 6' x 10' ground mats in their place.

Below is the breakdown cost for this work.

Civil – Remove / Replace stone	\$ 12,000
Material	\$ 23,528
Labor	\$ 13,760
Equipment – General Expenses	\$ 2,197
OCE Management	\$ 1,136
OCE OH, M/U, Bond	\$ 7,805
Total	\$ 60,426

Sincerely,

Tom Sweeney

Project Manager / Estimator

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Change order from O'Connell for substation construction

Discussion: The GCEDC has a contract with O'Connell Electric for construction of the substation at STAMP. They have submitted three change orders which are related to NYPA changes. These increases result in an increase to the contract amount of \$162,291.

Fund Commitment: \$162,291 to be covered under the \$56 million.

Committee Action request: Recommend approval of the three change orders.



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September 10, 2026

Genesee County Economic Development Ctr

Mark A. Masse, CPA

Re: STAMP NYPA STAMP 115kv Breaker Orientation (CO #11)

Dear Mark,

Within the STAMP Substation NYPA yard, the original Black & Veatch design specified the 345KV Breaker orientation Pole 1 Phase A, Pole 3 Phase B and Pole 5 Phase C and the 115KV Breaker orientation Pole 1 Phase C, Pole 3 Phase B and Pole 5 Phase A.

In response to RFI "NYPA 115KV Breaker Pole Phasing Orientation" requested the 115kv Breakers to be rotated. NYPA prefers the pole orientation within the substation to be the same for both the 345kv and 115kv voltage levels, Pole 1 Phase A, Pole 3 Phase B and Pole 5 Phase C.

The scope of work includes

- Disconnect and remove the conduits already connected to the breakers
- Remove the 115KV breakers from the foundations and set to the side for reinstallation.
- Removing the associated work pads for the control cabinets, these sit adjacent to breaker foundation.
- Prepare the new areas for the relocated work pads as well as modify the pads to accommodate the new locations. Set working pads
- Set the breakers on the foundations in the new orientation.
- Rework the conduits into the new control cabinet locations.
- Rework the drawings to include the new breaker orientation.

Below is the breakdown cost for this work.

Civil	\$ 10,500
Engineering	\$ 22,250
Material	\$ 20,005
Labor	\$ 18,581
Equipment – General Expenses	\$ 1,604
OCE Management	\$ 1,500
OCE OH, M/U, Bond	\$ 11,248
Total	\$ 85,688

Sincerely,

Tom Sweeney

Project Manager / Estimator

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September 4, 2026

Genesee County Economic Development Ctr

Mark A. Masse, CPA

Re: STAMP NYPA Add Cameras for Security (CO #12)

Dear Mark,

Submittal #199 Revision 0: NYPA JCI Security and Fire Alarm Submittal Package was approved by NYPA November 9, 2023. Shortly after the generator / fuel tank were installed NYPA noticed that the camera located at the main slide gate, Southeast corner, had an obstructed view of the East fence line due to the generator / fuel tank.

NYPA has requested to install (2) additional cameras mounted on the exterior wall of the control house, East side to capture the area that's obstructed.

The scope of work includes

- Furnish and install (2) Axis 180-degree Panoramic cameras, including Senstar Licenses and Maintenance Licenses.
- Engineering needed to incorporate the additional cameras including updating drawings.
- Furnish and install conduit and cable
- Programming, commissioning and testing

Below is the breakdown cost for this work.

Johnson Controls	\$ 11,595
Engineering	\$ 39,565
Material	\$ 175
Labor	\$ 3,506
Equipment – General Expenses	\$ 1,095
OCE Management	\$ 600
OCE OH, M/U, Bond	\$ 1,546
Total	\$ 58,082

Sincerely,

Tom Sweeney

Project Manager / Estimator

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Thomas.sweeney@oconnellelectric.com

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September 10, 2026

Genesee County Economic Development Ctr

Mark A. Masse, CPA

Re: STAMP NYPA Transmission OPGW Stub Up's PVC to RMC (CO #13)

Dear Mark,

O'Connell installed the 4" PVC Conduit stub ups on the two transmission poles DH2-33/2A and SG2-33/2A as shown on the drawing 19E-411 detail 411.10.

After the conduits were installed and backfilled NYPA requested that the conduit stub ups to be change from 4" PVC conduit to 4" Rigid Metal Conduit (RMC).

The scope of work includes

- Excavate and remove the PVC conduit from the 2 poles to the adjacent manhole.
- Furnish and install 4" RMC Elbows and conduit stubbing up the poles.

Below is the breakdown cost for this work.

Excavation / Backfill	\$ 4,500
Material	\$ 2,487
Labor	\$ 7,406
Equipment – General Expenses	\$ 1018
OCE Management	\$ 600
OCE OH, M/U, Bond	\$ 2,510
Total	\$ 18,521

Sincerely,

Tom Sweeney

Project Manager / Estimator

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6.3

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Mowing for STAMP with Town of Alabama Highway Dept

Discussion - The GCEDC received a proposal for mowing of the stormwater pond and the open area from the substation to Crosby Road at STAMP for 2026, twice a year.

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

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

Invoice
TOWN OF ALABAMA HIGHWAY DEPT
 Highway Superintendent

TO: GCEDC/Mark Masse
 99 MedTech Drive
 Batavia, NY 14020

Phone- 585-344-4866

Send invoices to: GCEDC/Mark Masse

0726	September 16, 2026		
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2.00	Mowing Cycles-June & October	\$3,997.50	\$7,995.00
	STAMP Retention Ponds		
	Substation Roadway/Screening Field		
	Total		

Please make checks payable to Town Of Alabama and send to 2218 Judge Road Oakfield, NY 14125

Thank you for your business!

6.4

45

Storage of forcemain pipe and appurtances

Discussion: The GCEDC owns pipe and appurtances that were to be used in the force main to Orleans County. That material is currently being stored at a lot that Highlander Construction is renting. The owner of the lot reached out and offered to let the pipe stay at that secured site at a rent of \$750 per month instead of paying to have it moved.

Fund Commitment: \$750 per month for one year. Renewal to be brought forward to the Board next year.

Committee Action request: Recommend approval of the proposal.

Mark Masse

From: Eric Chambers [REDACTED] on behalf of Eric Chambers
Sent: Saturday, September 19, 2026 10:20 AM
To: Mark Masse
Subject: Re: SHELBY PIPE STORAGE

Good morning Mark,

Per our conversation yesterday I am prepared for the pipe for your project to remain at my Shelby location on Mill St. The monthly charge has been and will remain at \$750.00. Please confirm if this arrangement will be acceptable. Thanks,

Eric N. Chambers

On Fri, Sep 18, 2026, 3:54 PM Mark Masse <mmasse@gcedc.com> wrote:

Mark A. Masse, CPA



President and CEO

Genesee County Economic Development Center

Leadership Genesee Class of 2002

[99 MedTech Drive](#)

[Suite 106](#)

[Batavia, NY 14020](#)

Phone: (585) 343-4866, ext. 17