Meeting Agenda – Audit and Finance Committee
Genesee County Economic Development Center
Tuesday, October 27, 2026 – 8:30 a.m.
Location: 99 MedTech Drive, Innovation Zone

Page #	Topic	Discussion Leader	Desired Outcome
	1. Call To Order – Enter Public Session	K. Manne	
	2. Chairman's Report & Activities	K. Manne	
	2a. Agenda Additions / Other Business		
2-6	2b. Minutes: September 29, 2026		Vote
	3. Discussions / Official Recommendations to the Board:		
7-10	3a. September 2026 Financial Statements	L. Farrell	Disc / Vote
11-18	3b. 12/31/26 Audit Services	L. Farrell	Disc / Vote
19	3c. GCEDC 1+3 Budget	P. Heimlich	Disc / Vote
	4. Adjournment	K. Manne	Vote

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Genesee County Economic Development Center

GCEDC Audit & Finance Committee Meeting
Tuesday, September 29, 2026
Location: 99 MedTech Drive, Innovation Zone
8:30 a.m.

MINUTES

ATTENDANCE

Committee Members:	K. Manne, P. Zeliff, J. Tretter
Staff:	M. Masse, L. Farrell, K. Galdun, P. Heimlich, J. Krencik
Guests:	M. Brooks (GGLDC Board Member), D. Cunnigham (GGLDC Board Member), P. Battaglia (GGDLC Board Member)
Absent:	L. Mancuso

1. CALL TO ORDER / ENTER PUBLIC SESSION

K. Manne called the meeting to order at 8:30 a.m. in the Innovation Zone.

1a. Enter Executive Session

P. Zeliff made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 8:30 a.m. for the following reasons:

1. The proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

The motion was seconded by J. Tretter and approved by all members present.

1b. Enter Public Session

J. Tretter made a motion to enter back into public session at 8:41 a.m., seconded by P. Zeliff and approved by all members present.

2. Chairman's Report & Activities

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

2b. Minutes: September 1, 2026

P. Zeliff made a motion to approve the September 1, 2026 minutes; the motion was seconded by J. Tretter. Roll call resulted as follows:

J. Tretter- Yes
L. Mancuso- Absent
P. Zeliff - Yes
K. Manne - Yes

The item was approved as presented.

3. DISCUSSIONS / OFFICIAL RECOMMENDATIONS OF THE COMMITTEE:

3a. August 2026 Financial Statements – L. Farrell reviewed with the Committee the significant items of the August 2026 long form financial statements.

- Balance Sheet shows minimal changes for the month of August.
- The Operating Fund shows Project Origination Fee Revenue of $138,000 related to the closing of the Mega Properties project.
- The Operating Fund expenditure line items are mostly at 67% of budget as expected. There are a few that are front-loaded as expected but are starting to balance out with the budget.
- Normal monthly activity otherwise.

J. Tretter made a motion to recommend to the full Board the approval of the August 2026 Financial Statements as presented; the motion was seconded by P. Zeliff. Roll call resulted as follows:

J. Tretter - Yes
L. Mancuso - Absent
P. Zeliff - Yes
K. Manne - Yes

The item was recommended for approval as presented.

3b. Auditor Selection – In 2022, the GCEDC and its affiliated corporations issued a joint Request for Proposals (RFP) for Professional Auditing Services. The RFP requested services for three audit years from January 1, 2022 to December 31, 2024, with an option of contracting for an additional two years (2025-2026). The Board approved a 3-year engagement with Mostert, Manzanero & Scott, LLP. L. Farrell noted that the fee for 2026 audit services per the proposal will be the same as the previous year of $11,000 with the single audit option costing an additional $2,500 if needed.

After discussion, L. Farrell stated that she will reach out for an engagement letter for 2026 services and discuss putting out an RFP next year for audit services.

3c. Insurance Renewal – J. Teresi from Tompkins Insurance will work on obtaining the insurance quotes for the January 1, 2027 insurance renewal for General Liability, and Umbrella Coverage. L. Farrell plans to provide the pricing at the December meeting for the January renewal.

3d. Land Lease Rates - M. Masse presented the proposed schedule for the land lease rates that were included with the meeting materials. After brief discussion, it was decided to investigate the current market conditions to ensure appropriate pricing per acre and get input from Board member at the full Board meeting.

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	$ 100.00
Norm Geiss	STAMP	One year	$ 100.00
Lamb Farms	STAMP	One year	$ 100.00
Lamb Farms	STAMP	One year	$ 5.72

P. Zeliff made a motion to recommend to the full Board the approval of the Land Lease Rates for 2027 as presented; the motion was seconded by J. Tretter. Roll call resulted as follows:

J. Tretter - Yes
L. Mancuso- Absent
P. Zeliff - Yes
K. Manne – Yes

The item was recommended for approval as presented.

3e. Costar Contract – The GCEDC has used CoStar's LoopNet site listing service for multiple Genesee County sites, and last year explored 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 to the full Board approval of not-to-exceed $2,000 for CoStar site listing services.

J. Tretter made a motion to recommend to the full Board the approval of the not-to-exceed amount of $2,000 for CoStar Services as presented; the motion was seconded by P. Zeliff. Roll call resulted as follows:

J. Tretter - Yes
L. Mancuso- Absent
P. Zeliff - Yes
K. Manne – Yes

The item was recommended for approval as presented.

3f. e3communications Agreement – 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 for in the 2027 GCEDC Marketing-Operations budget for the full contract.

Committee Action Request: Recommend approval to the full Board of a contract for services for the January 1, 2027 to December 31, 2027 period.

P. Zeliff made a motion to recommend to the full Board the approval of the e3communications Agreement with a not-to-exceed amount of $48,000 as presented; the motion was seconded by J. Tretter. Roll call resulted as follows:

J. Tretter - Yes
L. Mancuso- Absent
P. Zeliff - Yes
K. Manne – Yes

The item was recommended for approval as presented.

3g. Greater Rochester Enterprise Funding Request – Greater Rochester Enterprise is our non-profit regional economic development organization supported by a team of private and public-sector leaders in the Finger Lakes region to grow the economy in Genesee County and our eastern neighbors.

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

Committee Action Request: Recommend approval to the full Board of the contract for services for the January 1, 2027 to December 31, 2027 period.

P. Zeliff suggested changing the section on termination from 180 days to 30 days.

M. Masse clarified for the Committee that C. Suozzi attends the investor meetings where as he attends the Board meetings.

P. Zeliff made a motion to recommend to the full Board the approval of the Greater Rochester Enterprise Funding Request in the amount of $55,000, with the above mentioned change, as presented; the motion was seconded by J. Tretter. Roll call resulted as follows:

J. Tretter - Yes
L. Mancuso- Absent
P. Zeliff - Yes
K. Manne – Yes

The item was recommended for approval as presented.

4. ADJOURNMENT

As there was no further business, P. Zeliff made a motion to adjourn at 8:53 a.m., seconded by J. Tretter and passed unanimously.

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

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	9/30/26	8/31/26	[Per Audit] 12/31/25
ASSETS:			
Cash - Unrestricted	$ 12,081,397	$ 12,098,383	$ 11,842,122
Cash - Restricted (A) (1)	6,589,197	6,802,240	16,905,847
Cash - Reserved (B) (2)	6,048,640	6,061,614	6,944,779
Cash - Subtotal	24,719,234	24,962,237	35,692,748
Grants Receivable (3)	5,278	5,278	517,192
Accounts Receivable - Current (4)	505,284	569,656	524,626
Interest Receivable	29,833	16,640	56,171
Deposits (5)	589,084	670,202	2,832
Prepaid Expense(s) (6)	29,523	37,313	46,466
Loans Receivable - Current	38,814	43,919	54,301
Total Current Assets	**25,917,050**	**26,305,245**	**36,894,336**
Land Held for Dev. & Resale (7)	64,638,428	64,454,620	55,717,406
Furniture, Fixtures & Equipment	72,862	72,862	72,862
Leasehold Improvements	17,818	17,818	9,223
Total Property, Plant & Equip.	64,729,108	64,545,300	55,799,491
Less Accumulated Depreciation	(72,185)	(72,088)	(71,148)
Net Property, Plant & Equip.	**64,656,923**	**64,473,212**	**55,728,343**
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 $23,393 Allow. for Bad Debt)	48,252	50,562	78,261
Right to Use Assets, Net of Accumulated Amortization	89,614	89,614	89,614
Other Assets	**4,238,716**	**4,241,026**	**4,268,725**
TOTAL ASSETS	**94,812,689**	**95,019,483**	**96,891,404**
DEFERRED OUTFLOWS OF RESOURCES			
Deferred Pension Outflows (14)	301,089	301,089	301,089
Deferred Outflows of Resources	**301,089**	**301,089**	**301,089**
LIABILITIES:			
Accounts Payable (9)	62,916	63,851	2,212,365
Loan Payable - Genesee County - Current (10)	350,000	350,000	335,000
Loans Payable - ESD - Current (11)	5,196,487	5,196,487	5,196,487
Accrued Expenses	87,344	72,787	37,757
Lease Payable - Current	9,300	9,300	9,300
Customer Deposits (12)	242,120	276,304	42,532
Unearned Revenue (13)	5,062,270	5,253,252	14,064,762
Total Current Liabilities	**11,010,437**	**11,221,981**	**21,898,203**
Loan Payable - Genesee County - Noncurrent (10)	1,500,000	1,500,000	1,850,000
Lease Payable - Noncurrent	85,993	85,993	85,993
Net Pension Liability (14)	426,638	426,638	426,638
Total Noncurrent Liabilities	**2,012,631**	**2,012,631**	**2,362,631**
TOTAL LIABILITIES	**13,023,068**	**13,234,612**	**24,260,834**
DEFERRED INFLOWS OF RESOURCES			
Deferred Pension Inflows (14)	9,637	9,637	9,637
Deferred Inflows of Resources	**9,637**	**9,637**	**9,637**
NET ASSETS	**$ 82,081,073**	**$ 82,076,323**	**$ 72,922,022**

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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 - 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.

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

	9/30/26	9/30/25	YTD 2026	YTD 2025	2026 Board Appr. Budget	2026 YTD % of Budget
Operating Revenues:						
Genesee County	$ 19,459	$ 19,459	$ 175,132	$ 175,132	$ 233,513	75%
Genesee County - WFD	2,083	2,083	18,748	18,748	25,000	75%
Fees - Projects	-	250	318,950	4,859,685	1,057,000	30%
Fees - Services	7,372	7,309	66,347	65,782	88,460	75%
Interest Income on Loans	32	152	1,049	1,531	1,330	79%
Rent	1,700	2,000	22,470	23,954	28,780	78%
Common Area Fees - Parks	-	-	2,836	2,814	2,855	99%
Grants (1)	189,576	4,577,780	9,572,943	17,454,366	35,913,690	27%
GGLDC Grant - Econ. Dev. Program Support	25,000	25,000	225,000	225,000	300,000	75%
Land Sale Proceeds	-	-	10,010	-	-	N/A
BP^2 Revenue	-	7,841	19,460	15,215	45,752	43%
Other Revenue (2)	34,184	12,833	781,370	215,963	86,915	899%
Total Operating Revenues	279,406	4,654,707	11,214,315	23,058,190	37,783,295	30%
Operating Expenses						
General & Admin	157,380	176,714	1,200,423	1,137,347	1,800,355	67%
Professional Services (3)	49,814	27,699	887,641	220,858	257,065	345%
Site Maintenance/Repairs	4,247	1,301	15,479	17,474	64,500	24%
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	103,884	75,270	274,384	620,871	27,205,544	1.0%
Leasehold Improvements	-	-	8,595	-	-	
Real Estate Development (4)	183,808	4,931,275	8,921,022	18,027,456	10,661,606	84%
Balance Sheet Absorption	(183,808)	(4,931,275)	(8,929,617)	(18,027,456)	-	N/A
Total Operating Expenses	315,325	280,984	2,488,421	2,081,707	40,198,344	6%
Operating Revenue (Expense)	**(35,919)**	**4,373,723**	**8,725,894**	**20,976,483**	**(2,415,049)**	
Non-Operating Revenue						
Other Interest Income	40,669	45,877	433,157	559,010	388,000	112%
Total Non-Operating Revenue	40,669	45,877	433,157	559,010	388,000	112%
Change in Net Assets	**4,750**	**4,419,600**	**9,159,051**	**21,535,493**	**$ (2,027,049)**	
Net Assets - Beginning	**82,076,323**	**60,627,861**	**72,922,022**	**43,511,968**		
Net Assets - Ending	**$ 82,081,073**	**$ 65,047,461**	**$ 82,081,073**	**$ 65,047,461**		

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.

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

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	9/30/26	YTD
CASH FLOWS USED BY OPERATING ACTIVITIES:		
Genesee County	$ 21,542	$ 215,422
Fees - Projects	-	309,200
Fees - Services	22,115	66,345
Interest Income on Loans	126	1,011
Rent	200	21,370
Common Area Fees - Parks	-	2,836
Grants	-	1,040,380
BP^2 Revenue	-	19,460
GGLDC Grant - Economic Development Program Support	75,000	225,000
Other Revenue	-	417,218
Repayment of Loans	7,415	45,496
Net Land Sale Proceeds	-	10,010
Customer Deposit	-	735,127
General & Admin Expense	(143,270)	(1,143,765)
Professional Services	(49,814)	(1,029,025)
Site Maintenance/Repairs	(4,247)	(15,479)
Site Development	(103,884)	(344,373)
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	(102,690)	(9,245,782)
Net Cash Used By Operating Activities	(277,507)	(11,013,644)
CASH FLOWS USED BY CAPITAL & RELATED FINANCING ACTIVITIES:		
Purchase of Capital Assets/Leasehold Improvements	-	(10,200)
Net Cash Used By Capital & Related Financing Activities	-	(10,200)
CASH FLOWS USED BY NONCAPITAL FINANCING ACTIVITIES:		
Principal Payments on Loan	-	(335,000)
Net Cash Used By Noncapital Financing Activities	-	(335,000)
CASH FLOWS PROVIDED BY INVESTING ACTIVITIES:		
Interest Income (Net of Remittance to ESD)	34,504	385,330
Net Change in Cash	(243,003)	(10,973,514)
Cash - Beginning of Period	24,962,237	35,692,748
Cash - End of Period	$ 24,719,234	$ 24,719,234
RECONCILIATION OF NET OPERATING REVENUE (EXPENSE) TO NET CASH USED BY OPERATING ACTIVITIES:		
Operating Revenue (Expense)	$ (35,919)	$ 8,725,894
Depreciation Expense	97	1,037
Decrease in Operating Accounts/Grants Receivable	64,372	531,256
(Increase) Decrease in Deposits	81,118	(586,252)
Decrease in Prepaid Expenses	7,790	16,943
Decrease in Loans Receivable	7,415	45,496
Increase in Land Held for Development & Resale	(183,808)	(8,921,022)
Decrease in Operating Accounts Payable	(7,963)	(2,073,679)
Increase in Accrued Expenses	14,557	49,587
Decrease in Unearned Revenue	(190,982)	(9,002,492)
Increase (Decrease) in Customer Deposits	(34,184)	199,588
Total Adjustments	(241,588)	(19,739,538)
Net Cash Used By Operating Activities	$ (277,507)	$ (11,013,644)

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October 16, 2026

Board of Directors and
Lezlie Farrell
Genesee County Industrial Development Agency
dba Genesee County Economic Development Center
99 MedTech Drive, Suite 106
Batavia, NY 14020

We are pleased to confirm our understanding of the services we are to provide for the Genesee County Industrial Development Agency dba Genesee County Economic Development Center (GCEDC) for the year ended December 31, 2026.

Audit Scope and Objectives

We will audit the financial statements of the GCEDC, which comprise of the combined statement of net position as of December 31, 2026, and the related combined statement of revenues, expenses and changes in net position and combined statement of cash flows, including the disclosures to the financial statements, as of and for the year then ended. Accounting standards generally accepted in the United States of America provide for certain required supplementary information (RSI), such as management's discussion and analysis (MD&A), to supplement the GCEDC's basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. As part of our engagement, we will apply certain limited procedures to the GCEDC's RSI in accordance with auditing standards generally accepted in the United States of America (GAAS). These limited procedures will consist of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's response to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We will not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance. The following RSI is required by GAAP and will be subjected to certain limited procedures, but will not be audited:

- Management's Discussion and Analysis
- Schedule of GCEDC's's Proportionate Share of the Net Position Asset (Liability) – Employees' Retirement System
- Schedule of the GCEDC's Pension Contributions – Employees' Retirement Systems

We have also been engaged to report on supplementary information other than RSI that accompanies GCEDC's financial statements. We will subject the following supplementary information to the auditing procedures applied in our audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with GAAS, and will provide an opinion on it in relation to the financial statements as a whole:

- Combining Statement of Net Position;
- Combining Statement of Revenues, Expenses and Changes in Net Position;
- Schedule of Bonds and Leases Outstanding;
- Schedule of Leases Terminating During the Year;
- Schedule of Land Development Agreements Outstanding; and
- Schedule of Land Agreements Termination During the Year.

Furthermore, we have been engaged to report on GCEDC's Compliance with the New York State Comptroller's Investment Guidelines for Public Authorities and Section 2925 of the New York State Public Authorities Law. We will issue a separate auditors' report which will provide an opinion on GCEDC's Compliance with Investment Guidelines for Public Authorities.

The objectives of our audit are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatements, whether due to fraud or error; and issue an auditors' report that includes our opinion about whether your financial statements are presented, in all material respects, in conformity with GAAP, and report on the fairness of the supplementary information referred to in the second paragraph when considered in relation to the financial statements as a whole. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. Misstatements, including omissions, can arise from fraud or error and are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment of a reasonable user made based on the financial statements.

The objectives also include reporting on internal control over financial reporting and compliance with provisions of laws, regulations, contracts, and award agreements, noncompliance with which could have a material effect on the financial statements in accordance with *Government Auditing Standards.*

Auditors' Responsibilities for the Audit of the Financial Statements

We will conduct our audit in accordance with GAAS and the standards for financial audits contained in *Government auditing Standards* , issued by the Comptroller General of the United States, and will include test of your accounting records of the GCEDC and other procedures we consider necessary to enable us to express such opinions. As part of an audit in accordance with GAAS and *Government Auditing Standards*, we exercise professional judgment and maintain professional skepticism throughout the audit.

We will evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management. We will also evaluate the overall presentation of the financial statements, including the disclosures, and determine whether the financial statements represent the underling transactions and events in a manner that achieves fair presentation. We will plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether from (1) errors, (2) fraudulent financing reporting, (3) misappropriation of assets, or (4) violations of laws or governmental regulations that are attributable to the entity or to acts by management or employees acting on behalf of the entity. Because the determination of waste and abuse is subjective, *Government Auditing Standards* do not expect auditors to perform specific procedures to detect waste or abuse in financial audits nor do they expect auditors to provide reasonable assurance of detecting waste or abuse.

Because of the inherent limitations of an audit, combined with the inherent limitation of internal control, and because we will not perform a detailed examination of all transactions, there is an unavoidable risk that some material misstatements may not be detected by us, even though the audit is properly planned and performed in accordance with GAAS and *Government Auditing Standards*. In addition, an audit is not designed to detect immaterial misstatements or violations of laws or governmental regulations that do not have a direct and material effect on the financial statements. However, we will inform the appropriate level of management of any material errors, fraudulent financial reporting, or misappropriation of assets that comes to our attention. We will also inform the appropriate level of management of any violations of laws or governmental regulations that come to our attention, unless clearly inconsequential. Our responsibility as auditors' is limited to the period covered by our audit and does not extend to any later periods for which we are not engaged as auditors.

We will also conclude, based on the audit evidence obtained, whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the GCEDC's ability to continue as a going concern for a reasonable period of time.

Our procedures will include tests of documentary evidence supporting the transactions recorded in the accounts, tests of the physical existence of inventories, and direct confirmation of receivables and certain other assets and liabilities by correspondence with selected customers, creditors, and financial institutions. We will request written representations from your attorneys as part of the engagement.

Audit Procedures – Internal Control

We will obtain an understanding of the GCEDC and its environment, including internal control relevant to the audit, sufficient to identify and assess the risks of material misstatement of the financial statements, whether due to error or fraud, and to design and perform audit procedures responsive to those risks and obtain evidence that is sufficient and appropriate to provide a basis for our opinions. Tests of controls may be performed to test the effectiveness of certain controls that we consider relevant to preventing and detecting errors and fraud that are material to the financial statements and to preventing and detecting misstatements resulting from illegal acts and other noncompliance matters that have a direct and material effect on the financial statements. Our tests, if performed, will be less in scope than would be necessary to render an opinion on internal control and, accordingly, no opinion will be expressed in our report on internal control issued pursuant to *Government Auditing Standards*.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentation, or the override of internal control. An audit is not designed to provide assurance on internal control or to identify significant deficiencies or material weaknesses. Accordingly, we will express no such opinion. However, during the audit, we will communicate to management and those charged with governance internal control related matters that are required to be communicated under AICPA professional standards and *Government Auditing Standards*.

Audit Procedures - Compliance

As part of obtaining reasonable assurance about whether the financial statements are free of material misstatement, we will perform tests of GCEDC's compliance with the provisions of applicable laws, regulations, contracts, agreements, and grants. However, the objective of our audit will not be to provide an opinion on overall compliance, and we will not express such an opinion in our report on compliance issued pursuant to *Government Auditing Standards*.

Other Services

We will assist in preparing the financial statements and related notes of the GCEDC in conformity with U.S. generally accepted accounting principles based on information provided by you. These nonaudit services do not constitute an audit under *Government Auditing Standards* and such services will not be conducted in accordance with *Government Auditing Standards*. We will perform the services in accordance with applicable professional standards. The other services are limited to the financial statement services previously defined. We, in our sole professional judgment, reserve the right to refuse to perform any procedure or take any action that could be construed as assuming management responsibilities.

Responsibilities of Management for the Financial Statements

Our audit will be conducted on the basis that you acknowledge and understand your responsibility for designing, implementing, establishing, and maintaining effective internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error, and for evaluating and monitoring ongoing activities to help ensure that appropriate goals and objectives are met; following laws and regulations; and ensuring that management and financial information is reliable and properly reported. Management is also responsible for implementing systems designed to achieve compliance with applicable laws, regulations, contracts, and grant agreements. You are also responsible for the selection and application of accounting principles, and for the preparation and fair presentation of the financial statements and all accompanying information in conformity with accounting principles generally accepted in the United States of America, and for compliance with applicable laws and regulations and the provisions of contracts and grant agreements.

You are also responsible for making all financial records and related information available to us, and for the accuracy and completeness of that information (including information from outside of the general and subsidiary ledgers). You are also responsible for providing us with (1) access to all information of which you are aware that is relevant to the preparation and fair presentation of the financial statements, such as records, documentation, identification of all related parties and all related-party relationships and transactions, and other matters; (2) additional information that we may request for the purpose of the audit, and (3) unrestricted access to persons within the government from whom we determine it necessary to obtain audit evidence. At the conclusion of our audit, we will require certain written representations from you about your responsibilities for the financial statements; compliance with laws, regulations, contracts, and grant agreements; and other responsibilities required by GAAS and *Government Auditing Standards*.

Your responsibilities include adjusting the financial statements to correct material misstatements and confirming to us in the representation letter that the effects of any uncorrected misstatements aggregated by us during the current engagement and pertaining to the latest period presented are immaterial, both individually and in the aggregate, to the financial statements taken as a whole.

You are responsible for the design and implementation of programs and controls to prevent and detect fraud, and for informing us about all known or suspected fraud or illegal acts affecting the GCEDC involving (1) management, (2) employees who have significant roles in internal control, and (3) others where the fraud or illegal acts could have a material effect on the financial statements. Your responsibilities include informing us of your knowledge of any allegations of fraud or suspected fraud affecting the GCEDC received in communications from employees, former employees, grantors, regulators, or others. In addition, you are responsible for identifying and ensuring that the entity complies with applicable laws, regulations, contracts, agreements and grants for taking timely and appropriate steps to remedy any fraud, illegal acts, violations of contracts or grant agreements, or abuse that we report.

You are responsible for the preparation of the supplementary information, which we have been engaged to report on, in conformity with U.S. generally accepted accounting principles. You agree to include our report on supplementary information in any document that contains, and indicates that we have reported on the supplementary information. You also agree to include the audited financial statements with any presentation of the supplementary information that includes our report thereon. Your responsibilities include acknowledging to us in the written representation letter that (1) you are responsible for the presentation of the supplementary information in accordance with GAAP; (2) that you believe the supplementary information, including its form and content, is fairly presented in accordance with GAAP, (3) the methods of measurement or presentation have not changed from those used in the prior period (or if they have changed, the reasons for such changes); and (4) you have disclosed to us any significant assumptions or interpretations underlying the measurement or presentation of the supplementary information.

You agree to assume all management responsibilities relating to the financial statements and related notes, and any other non-audit services we provide. You will be required to acknowledge in the management representation letter our assistance with the preparation of the financial statements, and related notes and that you have evaluated the adequacy of our services and have reviewed and approved the results of the services, and have accepted responsibility for them. Further, you agree to oversee the nonaudit services by designating an individual, preferably from senior management, with suitable skill, knowledge, or experience; evaluate the adequacy and results of those services; and accept responsibility for them.

Engagement Administration, Fees and Other

We understand that your employees will prepare all cash or other confirmations we request and will locate any invoices selected by us for testing. We will provide copies of our reports, upon request; however, management is responsible for distribution of the reports and the financial statements. Unless restricted by law or regulation, or containing privileged and confidential information, copies of our reports are to be made available for public inspection.

The audit documentation for this engagement is the property of Mostert, Manzanero & Scott, LLP and constitutes confidential information. However, pursuant to authority given by law or regulation, we may be requested to make certain audit documentation available to your funding sources or the U.S. Government Accountability Office for the purpose of quality review of the audit, to resolve audit findings, or to carry out oversight responsibilities. If requested, access to such audit documentation will be provided under the supervision of Mostert, Manzanero & Scott, LLP personnel. Furthermore, upon request we may provide photocopies of selected audit documentation to your funding source, the aforementioned parties. Those parties may intend, or decide, to distribute the photocopies or information contained therein to others, including other governmental agencies.

The audit documentation for this engagement will be retained for a minimum of six years after the report release is issued or for any additional period requested by the cognizant agency, oversight agency or pass-through entity. If we are aware that a federal awarding agency, pass-through entity, or auditee is contesting an audit finding, we will contact the party (ies) contesting the audit finding for guidance prior to destroying the audit documentation.

Jason L. Waite, CPA is the engagement partner and is responsible for supervising the engagement and signing the report or authorizing another individual to sign the report.

Estimated fees for these services will be based on the actual time spent at our standard hourly rates. Our standard hourly rates vary according to the degree of responsibility involved and the experience level of the personnel assigned to your audit. Our invoices for these fees will be rendered each month as work progresses and are payable on presentation. Based on our preliminary estimates, fee is estimated at $11,000. If a single audit is required, the fee is estimated to be $13,500 and we will require you to sign an addendum to this engagement letter that covers items specific to a single audit. This estimate is based on anticipated cooperation from your personnel and the assumption that unexpected circumstances will not be encountered during the audit. If significant additional time is necessary, we will adjust the fees accordingly.

If you intend to publish or otherwise reproduce the financial statements and make reference to our Firm name, you agree to provide us with printer's proofs or masters for our review and approval before printing. You also agree to provide us with a copy of the final reproduced material for our approval before it is distributed. It is agreed by Genesee County Industrial Development Agency dba Genesee County Economic Development Center and Mostert, Manzanero & Scott, LLP or any successor in interest that no claim by or on behalf of either party arising out of services rendered pursuant to this agreement shall be initiated more than three years after the date of the review report or one year after the date of termination of Mostert, Manzanero & Scott, LLP's services.

Reporting

We will issue a written report upon completion of our audit of Genesee County Industrial Development Agency financial statements. Our report will be addressed to the board of directors of GCEDC. Circumstances may arise in which our report may differ from its expected form and content based on the results of our audit. Depending on the nature of these circumstances, it may be necessary for us to modify our opinion, add a separate section, or add an emphasis-of-matter or other-matter paragraph to our auditors' report, or if necessary, withdraw from this engagement. If our opinion is other than unmodified, we will discuss the reasons with you in advance. If, for any reason, we are unable to complete the audit or are unable to form or have not formed an opinion, we may decline to express an opinion or withdraw from this engagement.

We will also provide a report (which does not include an opinion) on internal control related to the financial statements and compliance with the provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a material effect on the financial statements, as required by *Government Auditing Standards*. The report on internal control and on compliance and other matters will state that 1) the purpose of the report is solely to describe the cope of testing of internal control and compliance, and the results of that testing and not to provide an opinion on the effectiveness of the GCEDC's internal control on compliance and 2) the report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering GCEDC's internal control and compliance.

The report will also state that the report is not suitable for any other purpose. If during our audit we become aware that GCEDC is subject to an audit requirement that is not encompassed in the terms of this engagement, we will communicate to management and those charged with governance that an audit in accordance with U.S. generally accepted auditing standards and the standards for financial audits contained in *Government Auditing Standards* may not satisfy the relevant legal, regulatory, or contractual requirements.

We appreciate the opportunity to be of service to the Genesee County Industrial Development Agency dba Genesee County Economic Development Center and believe this letter accurately summarizes the significant terms of our engagement. If you have any questions, please let us know. If you agree with the terms of our engagement as described in this letter, please sign the enclosed copy and return it to us.

Sincerely,

Mostert, Manzanero & Scott, LLP

Mostert, Manzanero & Scott, LLP

RESPONSE:
This letter correctly sets forth the understanding of the Genesee County Industrial Development Agency dba Genesee County Economic Development Center.

By: _____ _____
Board Member Title Date

By: _____ _____
Lezlie Farrell Title Date

4 Year Budget 2027 - 2030
GCEDC Consolidated
Board Approved: XX/XX/26

Power People Incentives

Genesee County Economic Development Center

	2027 Budget	2028 Budget	2029 Budget	2030 Budget	
Revenues					
Genesee County Contributions	$258,513	$258,513	$258,513	$258,513	*
Fees - Projects	$556,000	$554,045	$552,591	$543,139	*
Fees - Service	$92,849	$95,634	$98,503	$101,458	
Bank Interest Income	$343,500	$353,805	$364,419	$375,352	
Interest Income on Loans	$826	$633	$533	$433	*
Rent Income	$39,387	$40,569	$41,786	$43,039	
CAM Income	$2,978	$3,067	$3,159	$3,254	
Miscellaneous	$7,000	$7,210	$7,426	$7,649	
Misc. Local Labor Reporting	$35,000	$0	$0	$0	*
Economic Development Grant (GGLDC / GCFC)	$300,000	$300,000	$300,000	$300,000	*
PIF Grant Income	$303,260	$303,260	$303,260	$303,260	*
CBA	$448,553	$448,553	$448,553	$448,553	*
BP2 Income	$52,799	$52,603	$35,528	$18,763	*
Grants	$12,910,000	$50,000	$50,000	$50,000	*
Land Sales	$0	$0	$0	$0	
Total Revenues	$15,350,665	$2,467,892	$2,464,271	$2,453,413	
Expenses					
Payroll	$950,000	$978,500	$1,007,855	$1,038,091	
Benefits	$455,350	$468,066	$481,162	$494,655	*
Insurance	$105,450	$108,614	$111,873	$115,229	
Utilities	$10,500	$10,815	$11,139	$11,473	
Depreciation	$1,530	$1,530	$1,530	$1,530	*
Telecom / Internet / Phone	$4,200	$4,326	$4,456	$4,590	
Rent	$21,100	$21,733	$22,386	$23,057	
Postage	$1,700	$1,751	$1,804	$1,858	
Dues & Subscriptions	$116,000	$119,480	$123,064	$126,756	
Conferences & Meetings	$35,000	$36,050	$37,132	$38,246	
Professional Services	$167,000	$156,560	$161,257	$166,095	*
Local Labor Reporting	$35,000	$0	$0	$0	*
Travel	$25,000	$25,750	$26,523	$27,319	
Marketing	$80,000	$82,400	$84,872	$87,418	
Supplies	$4,000	$4,120	$4,244	$4,371	
Maintenance & Repair	$52,500	$54,075	$55,698	$57,370	
Site Development	$0	$0	$0	$0	
Professional Services	$0	$0	$0	$0	
Professional Services Other ($56M Match)	$620,000	$0	$0	$0	*
Miscellaneous	$0	$0	$0	$0	
Furniture & Equipment	$22,500	$23,175	$23,870	$24,586	
CEO's Discretionary Fund	$3,000	$3,000	$3,000	$3,000	*
Fees	$250	$258	$266	$274	
Special District Fees	$4,150	$4,275	$4,403	$4,535	
Interest Expense / Unused Fee	$98,500	$88,500	$78,500	$68,500	*
BSA Dev Cost	$0	$0	$0	$0	
Grant Expense	$12,860,000	$0	$0	$0	*
PIF Expense	$303,260	$303,260	$303,260	$303,260	*
Total Expenses	$15,975,990	$2,496,238	$2,548,294	$2,602,212	
Net Profit / Loss	($625,325)	($28,346)	($84,023)	($148,799)	
Appropriated Fund Balance	$483,568	$0	$0	$0	
NET Profit / Loss w/ Cash Adjustments	($141,757)	($28,346)	($84,023)	($148,799)	

Notes:
* 3% increase for most line items 2028-2030, unless shaded.

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