

**Genesee County Economic Development Center
Meeting Agenda**

Thursday, May 7th, 2026

Location: 99 MedTech Drive, Innovation Zone

PAGE #

| | | | |
|--|-------------|---|---------------|
| | 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. The medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation. | |
| | | 2. Discussions regarding proposed, pending or current litigation. | |
| | | 3. The proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof. | |
| | 1.2 | Enter Public Session | |
| | 2.0 | Chairperson's Report & Activities | 4:10pm |
| | 2.1 | Upcoming Meetings: Next Scheduled Board Meeting: Thursday, June 4th at 4:00 p.m. Audit & Finance Committee Meeting: Tuesday, June 2 nd at 8:30 a.m. STAMP Committee Meeting: Wednesday, June 3 rd at 8:00 a.m. Governance & Nominating Committee Meeting: Thursday, June 4 th at 3:00 p.m. | |
| | 2.2 | Agenda Additions / Deletions / Other Business **Vote | |
| | 2.3 | Minutes: March 26, 2026 **Vote | |
| | 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 | 1 st Quarter Financial Statements **Vote | |
| | 4.2 | Batavia Home Fund Application **Vote | |
| | 4.3 | Bellwether Advisors, LLC Consulting Contract Increase **Vote | |
| | 5.0 | Governance & Nominating Committee – C. Yunker | 4:25pm |
| | 5.1 | Nothing at this time. | |
| | 6.0 | STAMP Committee – P. Zeliff | 4:25pm |
| | 6.1 | SB Marketing Contract - County Mailer **Vote | |
| | 7.0 | Employment & Compensation Committee – M. Gray | 4:30pm |
| | 7.1 | Nothing at this time. | |
| | 8.0 | Housing Committee – P. Battaglia | 4:30pm |
| | 8.1 | Nothing at this time. | |
| | 9.0 | Other Business | 4:30pm |
| | 9.1 | Nothing at this time. | |
| | 10.0 | Adjournment | 4:30pm |

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**GCEDC Board Meeting
Thursday, March 26, 2026
Location: 99 MedTech Drive, Innovation Room
4:00 PM**

GCEDC MINUTES

Attendance

Board Members: C. Yunker, P. Zeliff, K. Manne, M. Gray, *P. Battaglia (Video Conference)
Staff: M. Masse, L. Farrell, K. Galdun, J. Krencik, C. Suozzi, P. Heimlich
Guests: M. Brooks (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), J. Tretter (GGLDC Board Member), D. Cunningham (GGLDC Board Member), S. Maier (Harris Beach), E. Borek (Phillips Lytle / Video Conference), A. Walters (Phillips Lytle), Genesee County Sheriff Deputy, M. Pettinella (The Daily News), B. Quinn (The Batavian), B. Lewis (Community Member), S. Howard (Community Member), A. Bacon (Community Member), E. Bemis (Community Member), T. Parker (Community Member), J. Diamico (Community Member), D. Beatty (Community Member), K. Allen (Community Member), N. Wawrzyniec (Community Member)
Absent: L. Mancuso, C. Kemp

**P. Battaglia attended the meeting via Video Conference, therefore he did not count towards the quorum.*

1.0 Call to Order

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

All guests in attendance at this time, excluding Board members, GCEDC staff, and GCEDC legal counsel, left the meeting at 4:01 p.m. during executive session.

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 4:01 p.m. for the following reasons:

1. The medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation.
2. Discussions regarding proposed, pending, or current litigation.
3. The proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

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

E. Borek left the meeting at 4:05 p.m.

1.2 Enter Public Session

M. Gray made a motion to enter back into public session at 4:21 p.m., seconded by C. Yunker and approved by all members present.

Guests were welcomed to enter the meeting at 4:21 p.m.

2.0 Chairman’s Report & Activities

2.1 Upcoming Meetings:

Next Scheduled Board Meeting: Thursday May 7th at 4:00 p.m.

Audit & Finance Committee Meeting: Tuesday, May 5th at 8:30 a.m.

STAMP Committee Meeting: Wednesday, May 6th at 8:00 a.m.

Employment & Compensation Committee Meeting: Thursday, May 7th at 2:00 p.m.

Annual Meeting: Friday, April 24th at 11 a.m.

3.2 Agenda Additions / Deletions / Other Business –

C. Yunker made a motion to add item 3.5 Supplemental Public Hearing Resolution to the agenda; the motion was seconded by M. Gray. Roll call resulted as follows:

| | | | |
|----------------|---|-------------|--------|
| P. Zeliff - | Yes | C. Yunker - | Yes |
| K. Manne - | Yes | C. Kemp - | Absent |
| L. Mancuso - | Absent | M. Gray - | Yes |
| P. Battaglia - | N/A (Video Conference. Not officially in attendance.) | | |

The item was approved as presented.

3.3 Minutes: March 5, 2026 –

K. Manne made a motion to accept the March 5, 2026 minutes 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 - | Absent |
| L. Mancuso - | Absent | M. Gray - | Yes |
| P. Battaglia - | N/A (Video Conference. Not officially in attendance.) | | |

The item was approved as presented.

3.0 Report of Management

3.1 8250 Park Road, LLC – Final Resolution – 8250 Park Rd, LLC is renovating the water park hotel next to Target in the town of Batavia.

The company will be renovating the current 196-unit facility into two hotels for a total of 167 units. There will be a 99-unit Holiday Inn hotel and a 68-unit Candlewood Suites hotel, and the existing water park will also be renovated.

The \$8.5 million project proposes creating 15 new full-time equivalent (FTE) positions and retaining 20 FTEs. The improvements are projected to increase the property's assessed value from \$3.5 million to \$9.185 million.

The project is requesting assistance from the GCEDC with a sales tax exemption estimated at \$379,200, a mortgage tax exemption estimated at \$50,000 and a property tax abatement estimated at \$884,472 based on the incremental increase in assessed value via a new traditional 10-year PILOT.

Once ramped up, the project is projecting to generate over \$123,704 annually in Bed Tax revenue to the county.

A public hearing was held on October 22, 2025. There were no comments.

3.1a UTEP - See the Statement of Compliance of Project Criteria listed in the Uniform Tax Exemption Policy (UTEF) attached to the minutes for additional Project details and Board approvals. The Board concurred with the UTEP.

3.1b Final Resolution –

Resolution No. 03/2026 - 03

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 22, 2025, WITH RESPECT TO THE 8250 PARK RD LLC (THE "COMPANY") PROJECT (THE "PROJECT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION, AND EQUIPPING OF THE PROJECT, (B) A PARTIAL REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A TAX AGREEMENT AND (C) A PARTIAL MORTGAGE RECORDING TAX EXEMPTION AS AUTHORIZED BY THE LAWS OF NEW YORK STATE; AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT, MORTGAGE AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

M. Gray made a motion to accept Final Resolution #03/2026-03, authorizing the incentives as presented; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|---|-------------|--------|
| P. Zelif - | Yes | C. Yunker - | Yes |
| K. Manne - | Yes | C. Kemp - | Absent |
| L. Mancuso - | Absent | M. Gray - | Yes |
| P. Battaglia - | N/A (Video Conference. Not officially in attendance.) | | |

The item was approved as presented.

3.2 Public Authorities Annual Report - The Annual Report was included with the Board materials as a separate attachment for review. The Annual Report is being brought forward for approval to be submitted into the PARIS reporting system. There are 88 projects in our portfolio that are reporting for 2025. The

net change in employment is found by comparing the FTEs before the project with what is reported for the current year. A jobs analysis is performed in May as well.

C. Yunker made a motion to approve the submission of the Annual Report into the PARIS reporting system; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|---|-------------|--------|
| P. Zeff - | Yes | C. Yunker - | Yes |
| K. Manne - | Yes | C. Kemp - | Absent |
| L. Mancuso - | Absent | M. Gray - | Yes |
| P. Battaglia - | N/A (Video Conference. Not officially in attendance.) | | |

The item was approved as presented.

3.3 Public Outreach Update –

1. Youth Engagement: C. Suozzi launched *March Workforce Madness* in his "Coach's Corner" local media column. Since 2019, dozens of columns have been published in *The Daily News*, *The Batavian*, and *Video News Service*. These have shared the success of workforce development partnerships, encouraged parents to discuss career paths with their children, and provide information about upcoming programs.
2. STREAM US Data Centers Project: The GCEDC continues to present factual information related to the STREAM US Data Centers project in multiple forms, including an Op Ed by President & CEO M. Masse, an Executive Summary for the project's Cost Benefit Analysis, and social media infographics.

3.4 Place Branding Development & Implementation Plan Update – Organizations, municipalities, and individuals across Genesee County, including the GCEDC staff, have assisted in the Brand Genesee process since 2024. The project (www.visitgeneseeny.com/brand-genesee) aims to elevate a unified brand for both Genesee County as a place and as a government and related services.

An important milestone in the initiative was completed earlier this month with the approval of an identity, positioning, and brand framework by the County Legislature's Ways & Means Committee.

Following a vendor-driven destination assessment, community input, and review of options vision statements, messages and brands, this approval sets the task of implementing the proposed brand.

In the coming months, the GCEDC is anticipated to receive the Genesee County place branding guidelines, guidance on assets and items to develop the county's identity and positioning for the GCEDC, content strategy and tactics concepts, and options for GCEDC branding that align with the branding proposed for Genesee County.

These deliverables are funded through the vendor's contract with the County.

3.5 Supplemental Public Hearing Resolution – The public hearing for the STREAM U.S. Data Centers project was held on March 19, 2026. The hearing was livestreamed and recorded using Vimeo; however, the internet service at the Town of Alabama Fire Department did not provide sufficient connectivity, resulting in disruptions to both the livestream and the recording.

This resolution authorizes the scheduling of an additional public hearing to ensure a complete and properly recorded record of the event is obtained.

M. Masse requested the public's assistance, noting that if any attendee obtained a full video recording of the March 19 hearing, they were encouraged to submit it to the GCEDC so it may be posted to the website promptly.

Resolution No. 03/2026 - 04

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY")
AUTHORIZING THE SCHEDULING AND CONDUCT OF AN ADDITIONAL PUBLIC
HEARING WITH RESPECT TO THE PROJECT.

C. Yunker made a motion to accept Supplemental Resolution #03/2026-04, authorizing the scheduling of an additional public hearing 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 - | Absent |
| L. Mancuso - | Absent | M. Gray - | Yes |
| P. Battaglia - | N/A (Video Conference. Not officially in attendance.) | | |

The item was approved as presented.

4.0 Audit & Finance Committee

4.1 12/31/25 Audit – K. Manne stated that Jason Waite of Mostert, Manzanero & Scott attended the GGLDC Audit and Finance Committee meeting to review the 2025 audit for both entities.

L. Farrell stated that no material weaknesses in internal controls were identified during the audit. It is their opinion that the audited financial statements present fairly, in all material respects, the financial position of the GCEDC as of December 31, 2025, in accordance with accounting principles generally accepted in the United States of America.

There was not a recommendation from Committee for approval because a quorum was not obtained at the GCEDC Audit and Finance Committee meeting.

K. Manne made a motion to approve the 12/31/25 Audit 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 - | Absent |
| L. Mancuso - | Absent | M. Gray - | Yes |
| P. Battaglia - | N/A (Video Conference. Not officially in attendance.) | | |

The item was approved as presented.

5.0 Governance & Nominating Committee – C. Yunker

5.1 Nothing at this time.

6.0 STAMP Committee – P. Zelif

6.1 Proposal from GHD for Acoustic Study Review – The GCEDC has a proposal from GHD to peer review the acoustics study provided by STREAM Data Centers US for the proposed project at STAMP.

Fund commitment: \$13,730 to be covered under the reimbursement agreement with STREAM.

Board action request: Recommend approval of the proposal from GHD.

There was not a recommendation from Committee for approval due to a lack of a quorum.

P. Zelif made a motion to approve the proposal with GHD to review the acoustics study provided by STREAM Data Centers US in the amount of \$13,730; the motion was seconded by C. Yunker.

Roll call resulted as follows:

| | | | |
|----------------|---|-------------|--------|
| P. Zelif - | Yes | C. Yunker - | Yes |
| K. Manne - | Yes | C. Kemp - | Absent |
| L. Mancuso - | Absent | M. Gray - | Yes |
| P. Battaglia - | N/A (Video Conference. Not officially in attendance.) | | |

The item was approved as presented.

7.0 Employment & Compensation – M. Gray

7.1 Nothing at this time.

8.0 Housing Committee – P. Battaglia

8.1 Nothing at this time

9.0 Other Business

9.1 Nothing at this time.

10.0 Adjournment

As there was no further business, C. Yunker made a motion to adjourn at 4:31 p.m., which was seconded by K. Manne and passed unanimously.



Project Name: 8250 Park Rd , LLC

Board Meeting Date: October 2, 2025

STATEMENT OF COMPLIANCE OF PROJECT CRITERIA LISTED IN UNIFORM TAX EXEMPTION POLICY (UTEP)

PROJECT DESCRIPTION:

8250 Park Rd, LLC is renovating the water park hotel next to Target in the town of Batavia.

The company will be renovating the current 196-unit facility into two hotels for a total of 167 units. There will be a 99-unit Holiday Inn hotel and a 68-unit Candlewood Suites hotel, and the existing water park will also be renovated.

The \$8.5 million project proposes creating 15 new full-time equivalent (FTE) positions and retaining 20 FTEs. The improvements are projected to increase the property's assessed value from \$3.5 million to \$9.185 million.

The project is requesting assistance from the GCEDC with a sales tax exemption estimated at \$267,200, a mortgage tax exemption estimated at \$50,000 and a property tax abatement estimated at \$884,472 based on the incremental increase in assessed value via a new traditional 10-year PILOT.

Once ramped up, the project is projecting to assist over \$123,704 annually in Bed Tax revenue to the county.

Criteria #1: The Project pledges to create and/or retain quality, good paying jobs in Genesee County.

Project details: The project is planning on retaining 20 FTE's and creating 15 direct FTE with annual salaries of \$30,000 to \$40,000 plus benefits.

Board Discussion:

Board Concurrence YES NO If no, state justification:

C. Yunker made a motion to concur with Criteria #1; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|------------------------|-------------|-----|
| P. Battaglia - | N/A (Video Conference) | C. Yunker - | Yes |
| K. Manne - | Yes | P. Zelif - | Yes |
| L. Mancuso - | Absent | M. Gray - | Yes |
| C. Kemp - | Absent | | |

The item was approved as presented.

Criteria #2: Completion of the Project will enhance the long-term tax base and/or make a significant capital investment.

Project details: The project will enhance long term tax base with an investment of \$8.5 million in the town of Batavia.

Board Discussion:

Board Concurrence YES NO If no, state justification:

C. Yunker made a motion to concur with Criteria #2; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|------------------------|-------------|-----|
| P. Battaglia - | N/A (Video Conference) | C. Yunker - | Yes |
| K. Manne - | Yes | P. Zeliff - | Yes |
| L. Mancuso - | Absent | M. Gray - | Yes |
| C. Kemp - | Absent | | |

The item was approved as presented.

Criteria #3: The Project will contribute towards creating a “livable community” by providing a valuable product or service that is underserved in Genesee County.

Project details: The project will contribute to a livable community by providing valuable services to support our tourism industry at a gateway location to the city and town of Batavia.

The project constitutes a “retail” project as defined under Section 862 of the New York General Municipal Law (GML) as more than 1/3 of the total costs of the facility will be for services to customers who personally visit the facility. The project is likely to attract a significant number of visitors from outside the region, and therefore the project constitutes a “tourism destination” as defined in GML.

Board Discussion:

Board Concurrence YES NO If no, state justification:

C. Yunker made a motion to concur with Criteria #3; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|------------------------|-------------|-----|
| P. Battaglia - | N/A (Video Conference) | C. Yunker - | Yes |
| K. Manne - | Yes | P. Zeliff - | Yes |
| L. Mancuso - | Absent | M. Gray - | Yes |
| C. Kemp - | Absent | | |

The item was approved as presented.

Criteria #4: The Board will review the Agency’s Fiscal and Economic Impact analysis of the Project to determine if the Project will have a meaningful and positive impact on Genesee County. This calculation will include the estimated value of any tax exemptions to be provided along with the estimated additional sources of revenue for municipalities and school districts that the proposed project may provide.

Project details: The Fiscal impacts (discounted value) on Local Benefits totals \$9,994,039 (\$8,190,664 in payroll and \$1,803,375 to the public in tax revenues). See attached MRB Cost Benefit Calculator.

For every \$1 of public benefit the company is investing \$10 into the local economy.

In addition, once ramped up, the project is projecting to assist over \$123,704 annually in Bed Tax revenue to the county.

Board Discussion:

Board Concurrence: YES NO If no, state justification:

C. Yunker made a motion to concur with Criteria #4; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|------------------------|-------------|-----|
| P. Battaglia - | N/A (Video Conference) | C. Yunker - | Yes |
| K. Manne - | Yes | P. Zelif - | Yes |
| L. Mancuso - | Absent | M. Gray - | Yes |
| C. Kemp - | Absent | | |

The item was approved as presented.

Criteria #5: The Project is included in one of the Agency's strategic industries: Agri-Business and Food Processing, Manufacturing, Advanced Manufacturing and Nano-Enabled Manufacturing, Life Sciences and Medical Device.

Project details: N/A.

Board Discussion:

Board Concurrence: YES NO If no, state justification:

C. Yunker made a motion to concur with Criteria #5; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|------------------------|-------------|-----|
| P. Battaglia - | N/A (Video Conference) | C. Yunker - | Yes |
| K. Manne - | Yes | P. Zelif - | Yes |
| L. Mancuso - | Absent | M. Gray - | Yes |
| C. Kemp - | Absent | | |

The item was approved as presented.

Criteria #6: The Project will give a reasonable estimated timeline for the completion of the proposed project.

Project details: The project is planning to begin renovations as soon as possible and be operational by the end of 2026.

Board Discussion:

Board Concurrence: YES NO If no, state justification:

C. Yunker made a motion to concur with Criteria #6; the motion was seconded by K. Manne. Roll call resulted as follows:

| | | | |
|----------------|------------------------|-------------|-----|
| P. Battaglia - | N/A (Video Conference) | C. Yunker - | Yes |
| K. Manne - | Yes | P. Zelif - | Yes |
| L. Mancuso - | Absent | M. Gray - | Yes |
| C. Kemp - | Absent | | |

The item was approved as presented.

GCEDC Board of Directors
Jim Krencik, Senior Director, Marketing & Communications
May 7, 2026

Public Outreach Update

Project Update: The GCEDC supported the grand opening of Oxbo's new headquarters and manufacturing facility in Apple Tree Acres.

The \$43.6 million project was completed earlier this year. Company officials and workers, local leaders and Empire State Development participated in the event on April 16.

The event generated significant media coverage related to the project and Oxbo's role in the local and international agricultural economy.



Youth Engagement: Led by workforce development leaders including the Genesee County Business Education Alliance, Genesee Valley BOCES, Genesee Community College, GLOW Workforce Development Board, and Genesee County Job Development Bureau, the annual GLOW With Your Hands: Healthcare event provided 650 students from 29 local school districts with hands-on experiences in healthcare related careers.

The annual GLOW With Your Hands event will be held on Tuesday, September 29, 2026.



Community Outreach: The 2026 Genesee County Stakeholder Luncheon was held on April 24, with over 200 stakeholders from Genesee County and across New York joining us at Batavia Downs.

Liberty Pumps, led by Board Chairman Charlie Cook, was honored as the GCEDC's Economic Development Partner of the Year.

GCEDC President & CEO Mark Masse keynoted the event and outlined the community impact of current and proposed projects.



**Genesee County Economic Development Center
Dashboard For the Three Month Period Ended 3/31/26
Balance Sheet - Accrual Basis**

DRAFT

| | Three Month Period Ended <u>3/31/26</u> | [Per Audit] <u>12/31/25</u> |
|--|---|--------------------------------|
| ASSETS: | | |
| Cash - Unrestricted | \$ 11,911,593 | \$ 11,842,122 |
| Cash - Restricted (A) (1) | 14,454,613 | 16,905,847 |
| Cash - Reserved (B) (2) | 6,731,851 | 6,944,779 |
| Cash - Subtotal | 33,098,057 | 35,692,748 |
| Grants Receivable (3) | 18,790 | 517,192 |
| Accounts Receivable - Current (4) | 504,878 | 524,626 |
| Interest Receivable | 50,208 | 56,171 |
| Deposits (5) | 845,280 | 2,832 |
| Prepaid Expense(s) (6) | 93,988 | 46,466 |
| Loans Receivable - Current | 53,262 | 54,301 |
| Total Current Assets | 34,664,463 | 36,894,336 |
| Land Held for Dev. & Resale (7) | 56,171,511 | 55,717,406 |
| Furniture, Fixtures & Equipment | 72,862 | 72,862 |
| Leasehold Improvements | 17,818 | 9,223 |
| Total Property, Plant & Equip. | 56,262,191 | 55,799,491 |
| Less Accumulated Depreciation | (71,444) | (71,148) |
| Net Property, Plant & Equip. | 56,190,747 | 55,728,343 |
| Accounts Receivable- Noncurrent (8) | 4,050,000 | 4,050,000 |
| Grants Receivable- Noncurrent | 50,850 | 50,850 |
| Loans Receivable- Noncurrent (Net of \$23,393 Allow. for Bad Debt) | 66,733 | 78,261 |
| Right to Use Assets, Net of Accumulated Amortization | 89,614 | 89,614 |
| Other Assets | 4,257,197 | 4,268,725 |
| TOTAL ASSETS | 95,112,407 | 96,891,404 |
| DEFERRED OUTFLOWS OF RESOURCES | | |
| Deferred Pension Outflows (14) | 301,089 | 301,089 |
| Deferred Outflows of Resources | 301,089 | 301,089 |
| LIABILITIES: | | |
| Accounts Payable (9) | 494,882 | 2,212,365 |
| Loan Payable - Genesee County - Current (10) | 350,000 | 335,000 |
| Loans Payable - ESD - Current (11) | 5,196,487 | 5,196,487 |
| Accrued Expenses | 2,300 | 37,757 |
| Lease Payable | 9,300 | 9,300 |
| Customer Deposits (12) | 79,454 | 42,532 |
| Unearned Revenue (13) | 13,043,206 | 14,064,762 |
| Total Current Liabilities | 19,175,629 | 21,898,203 |
| Loans Payable - ESD - Noncurrent | - | - |
| Loan Payable - Genesee County - Noncurrent (10) | 1,500,000 | 1,850,000 |
| Lease Payable - Noncurrent | 85,993 | 85,993 |
| Net Pension Liability (14) | 426,638 | 426,638 |
| Total Noncurrent Liabilities | 2,012,631 | 2,362,631 |
| TOTAL LIABILITIES | 21,188,260 | 24,260,834 |
| DEFERRED INFLOWS OF RESOURCES | | |
| Deferred Pension Inflows (14) | 9,637 | 9,637 |
| Deferred Inflows of Resources | 9,637 | 9,637 |
| NET ASSETS | \$ 74,215,599 | \$ 72,922,022 |

4.1

12

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.
 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) - NYS Retirement, MTC lease payment, 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 expenses that will be paid in 2026, interest earned on grant funds that will be remitted to ESD, dental insurance 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, Workforce Dev Funds, CBA Funds

**Genesee County Economic Development Center
Dashboard For the Three Month Period Ended 3/31/26
Profit & Loss - Accrual Basis**

DRAFT

| | Three Month Period Ended | | YTD | | 2026 | 2026 |
|--|--------------------------|----------------------|----------------------|----------------------|-----------------------|------------|
| | 3/31/26 | 3/31/25 | 2026 | 2025 | Board Appr. | YTD % |
| | | | | | Budget | of Budget |
| Operating Revenues: | | | | | | |
| Genesee County | \$ 58,378 | \$ 58,378 | \$ 58,378 | \$ 58,378 | \$ 233,513 | 25% |
| Genesee County - WFD | 6,250 | 6,250 | 6,250 | 6,250 | 25,000 | 25% |
| Fees - Projects (1) | 52,750 | 329,106 | 52,750 | 329,106 | 1,057,000 | 5% |
| Fees - Services | 22,115 | 21,928 | 22,115 | 21,928 | 88,460 | 25% |
| Interest Income on Loans | 390 | 550 | 390 | 550 | 1,330 | 29% |
| Rent | 4,500 | 4,500 | 4,500 | 4,500 | 28,780 | 16% |
| Common Area Fees - Parks | 2,836 | 814 | 2,836 | 814 | 2,855 | 99% |
| Grants (2) | 1,590,023 | 558,707 | 1,590,023 | 558,707 | 35,913,690 | 4% |
| GGLDC Grant - Econ. Dev. Program Support | 75,000 | 75,000 | 75,000 | 75,000 | 300,000 | 25% |
| Land Sale Proceeds | 10,010 | - | 10,010 | - | - | N/A |
| BP ² Revenue | - | 7,374 | - | 7,374 | 45,752 | 0% |
| Other Revenue (3) | 117,270 | 125,918 | 117,270 | 125,918 | 86,915 | 135% |
| Total Operating Revenues | 1,939,522 | 1,188,525 | 1,939,522 | 1,188,525 | 37,783,295 | 5% |
| Operating Expenses | | | | | | |
| General & Admin | 424,756 | 350,184 | 424,756 | 350,184 | 1,800,355 | 24% |
| Professional Services (4) | 145,587 | 63,922 | 145,587 | 63,922 | 257,065 | 57% |
| Site Maintenance/Repairs | 3,998 | 3,117 | 3,998 | 3,117 | 64,500 | 6% |
| Property Taxes/Special District Fees | 3,659 | 3,873 | 3,659 | 3,873 | 4,137 | 88% |
| PIF Expense | 106,835 | 71,284 | 106,835 | 71,284 | 205,137 | 52% |
| Site Development Expense | 113,800 | 123,900 | 113,800 | 123,900 | 34,962,648 | 0.3% |
| Real Estate Development (5) | 462,700 | 159,051 | 462,700 | 159,051 | 2,904,502 | 16% |
| Balance Sheet Absorption | (462,700) | (159,051) | (462,700) | (159,051) | - | N/A |
| Total Operating Expenses | 798,635 | 616,280 | 798,635 | 616,280 | 40,198,344 | 2% |
| Operating Revenue (Expense) | 1,140,887 | 572,245 | 1,140,887 | 572,245 | (2,415,049) | |
| Non-Operating Revenue | | | | | | |
| Other Interest Income | 152,690 | 167,751 | 152,690 | 167,751 | 388,000 | 39% |
| Total Non-Operating Revenue | 152,690 | 167,751 | 152,690 | 167,751 | 388,000 | 39% |
| Change in Net Assets | 1,293,577 | 739,996 | 1,293,577 | 739,996 | \$ (2,027,049) | |
| Net Assets - Beginning | 72,922,022 | 43,511,968 | 72,922,022 | 43,511,968 | | |
| Net Assets - Ending | \$ 74,215,599 | \$ 44,251,964 | \$ 74,215,599 | \$ 44,251,964 | | |

Significant Events:

1. Fees Projects - Project administration fees; application fee for the Bruce Curtis Housing Project
2. Grants - 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.
3. Other Revenue YTD - Annual meeting reimbursements, local labor reporting and data center project review deposits covered by participating projects, misc
4. Professional Services - Legal and consulting services for the data center project review, local labor requirements, government relations, audits, and other related matters.
5. Real Estate Development Costs YTD - STAMP development costs.

Genesee County Economic Development Center
Dashboard - For the Three Month Period Ended 3/31/26
Statement of Cash Flows

DRAFT

| | Three Month Period Ended 3/31/26 | YTD |
|--|--|----------------|
| CASH FLOWS USED BY OPERATING ACTIVITIES: | | |
| Genesee County | \$ 86,170 | \$ 86,170 |
| Fees - Projects | 42,750 | 42,750 |
| Fees - Services | 22,115 | 22,115 |
| Interest Income on Loans | 329 | 329 |
| Rent | 4,500 | 4,500 |
| Common Area Fees - Parks | 2,836 | 2,836 |
| Grants | 1,023,807 | 1,023,807 |
| GGLDC Grant - Economic Development Program Support | 75,000 | 75,000 |
| Other Revenue | 166,037 | 166,037 |
| Repayment of Loans | 12,567 | 12,567 |
| Net Land Sale Proceeds | 10,010 | 10,010 |
| Customer Deposit | 150,000 | 150,000 |
| General & Admin Expense | (518,405) | (518,405) |
| Professional Services | (282,431) | (282,431) |
| Site Maintenance/Repairs | (3,998) | (3,998) |
| Site Development | (113,900) | (113,900) |
| Property Taxes/Special District Fees | (3,659) | (3,659) |
| PIF Expense | (124,021) | (124,021) |
| Deposit Paid | (1,216,415) | (1,216,415) |
| Improv/Additions/Adj to Land Held for Development & Resale | (1,706,045) | (1,706,045) |
| Net Cash Used By Operating Activities | (2,372,753) | (2,372,753) |
| CASH FLOWS USED BY CAPITAL & RELATED FINANCING ACTIVITIES: | | |
| Purchase of Capital Assets/Leasehold Improvements | (10,200) | (10,200) |
| Net Cash Used By Capital & Related Financing Activities | (10,200) | (10,200) |
| CASH FLOWS USED BY NONCAPITAL FINANCING ACTIVITIES: | | |
| Principal Payments on Loan | (335,000) | (335,000) |
| Net Cash Used By Noncapital Financing Activities | (335,000) | (335,000) |
| CASH FLOWS PROVIDED BY INVESTING ACTIVITIES: | | |
| Interest Income (Net of Remittance to ESD) | 123,262 | 123,262 |
| Net Change in Cash | (2,594,691) | (2,594,691) |
| Cash - Beginning of Period | 35,692,748 | 35,692,748 |
| Cash - End of Period | \$ 33,098,057 | \$ 33,098,057 |
| RECONCILIATION OF NET OPERATING REVENUE TO NET CASH USED BY OPERATING ACTIVITIES: | | |
| Operating Revenue | \$ 1,140,887 | \$ 1,140,887 |
| Depreciation Expense | 296 | 296 |
| Decrease in Operating Accounts/Grants Receivable | 518,150 | 518,150 |
| Increase in Deposits | (842,448) | (842,448) |
| Increase in Prepaid Expenses | (47,522) | (47,522) |
| Decrease in Loans Receivable | 12,567 | 12,567 |
| Increase in Land Held for Development & Resale | (454,105) | (454,105) |
| Decrease in Operating Accounts Payable | (1,680,487) | (1,680,487) |
| Decrease in Accrued Expenses | (35,457) | (35,457) |
| Decrease in Unearned Revenue | (1,021,556) | (1,021,556) |
| Increase in Customer Deposits | 36,922 | 36,922 |
| Total Adjustments | (3,513,640) | (3,513,640) |
| Net Cash Used By Operating Activities | \$ (2,372,753) | \$ (2,372,753) |

Batavia Home Fund Grant Award

Discussion: The homeowner is looking to make improvements to the exterior (new windows) which qualifies under Eligible Activities item #6 Grants to support owner occupied single family exterior rehabilitation (maximum award of \$10,000). They are seeking a grant of \$3,515. Their total cost of construction is \$8,789. This grant and homeowner improvement to the residence would improve the blighted look of the existing windows.

Fund commitment: \$3,515 from the Batavia Home Fund contingent upon all terms and conditions of the work being completed in accordance with the policy.

Committee action request: The Housing Oversight Committee of the Batavia Home Fund met and approved this application. Seeking Board authorization to release the funds in accordance with the terms and conditions of the Batavia Home Fund.

BATAVIA HOME FUND COMMITTEE RECOMMENDATION OF AWARD

The Batavia Home Fund (BHF) funds will be used for infrastructure improvements, future economic and brownfield development interests targeted within the City for new housing projects and the conversion of residential rental to single family homes. The program is administered by the GCEDC with grant funding decisions made by a grant selection committee (Committee) with a representative from the GCEDC, Town and City of Batavia.

Eligible Activities (Maximum Award Up to:)

1. Extraordinary development costs related to hazardous material abatement, remediation, flood hazard areas, etc., (\$50,000)
2. Demolition/rehabilitation of residential structures that cause community and neighborhood blight. (\$50,000)
3. Infrastructure modernization and improvements including costs to plan, design and constructing of streets, multi-modal, water, sewer, gas, electric, telecommunication enhancements, storm water management facilities and related infrastructure including landscaping and streetscape improvements related to redevelopment projects and new housing construction. (\$50,000)
4. Matching funds to secure other grant resources to further capitalize on redevelopment projects in the Brownfield Opportunity Area (BOA) and flood zone areas. (\$20,000)
5. Land assemblage, property acquisition and due diligence for new market rate housing projects. (\$50,000)
6. Grants to support owner occupied single family exterior rehabilitation. (\$10,000)
7. Grants to support multi-family conversion into single-family owner occupied. (\$20,000)

Project Applicant: Jay A. Gsell

Project description: The homeowner is looking to make improvements to the exterior (new windows) which qualifies under Eligible Activities item #6 Grants to support owner occupied single family exterior rehabilitation (maximum award of \$10,000). They are seeking a grant of \$3,515 which is 40% of the total construction cost (maximum award dollar amount allowed under the program). Washington Avenue is an area that the City of Batavia is looking for neighborhood revitalization.

Total Project Cost: \$8,789.00

Total Grant Amount requested: \$3,515

Eligible Activity criteria from above: 6

Committee Meeting date:

Committee scoring:

1. City Priorities- projects that advance the priorities of Batavia including the BOA Strategy, and are located in either opportunity zone (Ward 3 & 6), or in the flood zone are eligible for additional points in this category (up to 20 points). 10 points. The house is not in Ward 3 or 6. It is also not in a flood zone. However, it is on a local thoroughfare in an area of older homes in need of revitalization. It is located along the BOA line.

2. Visual Impact- projects that are visually prominent, have historic value, are in danger of being lost, in-part or totally to disrepair and damage (up to 40 points). Window replacement to significantly improve the visual aesthetic of the residence. 30 points

3. Neighborhood impact- projects that are aesthetically pleasing to the surrounding neighborhood and are designed to eliminate blight. Preference will be given to a collaborative neighborhood improvement plan with multiple residences involved. (up to 40 points) This house is located in an area targeted by the City for revitalization. 30 points

Total score: 70 out of 100

Batavia Home Fund Committee Recommendation:

| | <i>Yea</i> | <i>Nay</i> | <i>Abstain</i> |
|-----------------------|------------|------------|----------------|
| Greg Post (Town) | [x] | [] | [] |
| Shawn Heubusch (City) | [x] | [] | [] |
| Mark Masse (GCEDC) | [x] | [] | [] |

**Batavia Home Fund
Grant Application**

APPLICATION

A. Property Owner Information

Name of owner: JAY A. GSELE

Mailing address: 319 WASHINGTON AV.
BATAVIA NY 14020

Telephone number: AM: 585-813-2511 PM: _____

Fax: _____

E-mail: _____

Corporate Structure - If Any (attach schematic if Applicant is a subsidiary or otherwise affiliated with another entity)
Form of Entity: C Corp S Corp Partnership LLC
 LLP Sole Proprietorship Not for Profit Municipality
 City Home Owner

B. Property Information

1. Address of property: 319 WASHINGTON AV. BATAVIA, NY

2. Name of business(es): N/A

3. Number of Commercial Units: N/A

4. Number of Residential Units: 1

5. Type of Home (Single or Multi): S.F.

6. Conversion from Multi to Single Yes. No

C. Financial Information

1. Is there a mortgage? NO If yes, are payments current? _____

Who holds the mortgage? Name: N/A

Address: _____

Batavia Home Fund Grant Application

2. Are there any liens, other than the above listed mortgage? NO
If yes, describe.

3. Taxes/Insurances
- a. Are all property, district, water and sewer taxes paid to date? Yes No
which taxes are not current? Amount? _____
- b. Do you have fire insurance on the property? Yes No
If yes, is it paid to date? Yes No
- b. Do you have any outstanding loans with the City or Town of Batavia, GCEDC, GGLDC or BDC? Yes No
If yes, are payments current? Yes No
4. Will you need financing to perform these building improvements? Yes No
5. If YES, is financing in place to begin this work? Yes No

D. Provide Scope of Work Detail

1. What improvements do you wish to make to your property/residence? List in order of priority beginning with (1). Attach an additional page if necessary.
REPLACE 5 ATTIC - THIRD FLR WINDOWS
THAT ARE 1907 ORIGIN AND DETERIORATED
2. Attached any architectural renderings or improvements improvements (a rendering of improvements is required as part of the application submission). Yes No
3. Estimated Costs
- a. Total project cost: \$8789.
- b. Construction cost: 11
- c. Soft cost: _____
- d. Grant amount requested: (Cannot exceed 40% of total project cost) \$3515.
4. Square footage

Batavia Home Fund Grant Application

a. Square footage of total building: _____

b. Square footage of project: _____

5. Will you perform this work whether or not you receive grant support? Yes No

6. Do you have a building permit filed with the appropriate municipality? Yes No

7. Attach all supporting documents including renderings, drawings, product specifications and/or contractor quotes if already requested and available.

8. When do you plan to begin ASAP and complete 2 DAYS the construction?

Likely SEPT. 2026

E. **Copy of Deed** – please provide a copy of the deed for the property.

F. **Proof of financing** – Project reimbursements are made when the project is complete. The Batavia Home Fund operates fully as a reimbursement grant program and the owner is responsible for paying for all agreed upon repairs. Payment of grant funds will be made only upon satisfactory completion of building projects, certificate of occupancy has been issued, and payment of renovation expenses made to contractors (Please provide receipts).

- | | | | |
|----|---|---|--|
| 1. | Proof of total project financing provided | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| | a. Secured loan commitment | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| | b. Secured bridge loan commitment | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| | c. Secured Line of credit | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| | d. Financial statements | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |

SEE BOA ACT. STATEMENT
WILL PAY CASH.

G. **Conflict of Interest**

1. Are you an official, employee, agent, consultant or member of any board or agency of the City of Batavia, Town of Batavia or the GCEDC, GGLDC?

Yes No

If yes, please describe your position: _____

2. Are you related by blood or marriage to any official, employee, agent, consultant or member of any board or agency of the City of Batavia, Town of Batavia or the GCEDC, GGLDC?

Yes No

If yes, please identify the official(s), agent(s), consultant(s), employee(s) or member(s) and describe your relationship:

3. Do you have any corporate, partnership, landlord-tenant or other business relationship with any official, agent, consultant, employee or member of any board or agency of the City of Batavia, Town of Batavia or the GCEDC, GGLDC?

Yes No

**Batavia Home Fund
Grant Application**

APPLICATION CHECKLIST

- Copy of Building Permit
- Quotes from licensed contractors *COMFORT WINDOWS*
- Proof of Financing
 - a. Bank Statement showing Cash on Hand
 - b. Loan Commitment Letter
 - c. Bridge Loan Commitment Letter
 - d. Lines of Credit
- Copy of Insurance
 - a. Homeowners
 - b. Fire Insurance on Property
- Supporting Construction Documents
 - a. Renderings
 - b. Architectural Drawings
 - c. Product Specifications
- Copy of Deed
- Completed Application
- \$250 Check for Application Fee

All applications and applicable forms should be returned to:

Managers Office
City of Batavia
1 City Centre
Batavia, NY 14020

Batavia Home Fund Grant Application

Certifications

Ownership

Initial JAG

I/We hereby certify that I/we own the property to be improved. If any changes in ownership should occur from this date forward, I/we agree to notify the Genesee County Economic Development Center, immediately. Failure to do so may result in denial or termination of the Batavia Home Fund Grant participation.

Regulatory Requirements and Repayment Provisions

Initial JAG

All assistance is in the form of a reimbursable grant with a five (5)-year compliance period. Property owners will be required to execute a Declaration document committing to this compliance period. Should the property owner sell the property within the five (5)-year timeframe, they will be responsible for repaying a portion of the grant funding received. Repayments will be retained by the GCEDC. Required repayment of funds will be calculated in accordance with the following schedule:

| | |
|-----------------------|---------------------|
| Months 0-12: | 100% repayment due. |
| Months 13-24: | 80% repayment due. |
| Months 25-36: | 60% repayment due. |
| Months 37-48: | 40% repayment due. |
| Months 49-60: | 20% repayment due. |
| Months 60 and beyond: | 0% repayment due |

Application Information

Initial JAG

To the best of my/our knowledge, all of the application information I/we have provided is true and correct. I/We understand that any willful misstatement of material fact will be grounds for disqualification. The City of Batavia and the GCEDC, are hereby granted permission to verify any of the information in the application in any appropriate manner.

Taxes

Initial JAG

I/We understand that all taxes must be paid for the property to be improved and for all other properties in the City of Batavia owned wholly or in part by me/us. I/We understand that no grant agreement will be signed unless all taxes and service charges are current.

For Internal Use Only

Date Application Received:

Application Fee Paid: Y N

Amount:

Date:

Application reviewed and certified by:

Batavia Home Fund Committee Review Date:

Official Grant Approval Date:

GCEDC Board Meeting Date:

**Batavia Home Fund
Grant Application**

If yes, identify the official(s), agent(s), consultant(s), employee(s) or member(s) and describe the business relationship:

N/A

4. Are you doing business in any of the following ways with any official, agent, consultant, employee, or member of any board or agency of the City of Batavia, Town of Batavia, the GCEDC and GGLDC. (check any that are applicable, if other, please describe): N/A

- Purchaser or Seller of Goods - please describe _____
- Loan or Grant Recipient- please describe _____
- Provision of Services - please describe _____
- Other - please describe _____

Please review the certifications on the following page, which are part of this application, before signing below. Compliance with the certifications and all other Building Improvement Program procedures is required. All owners must sign.

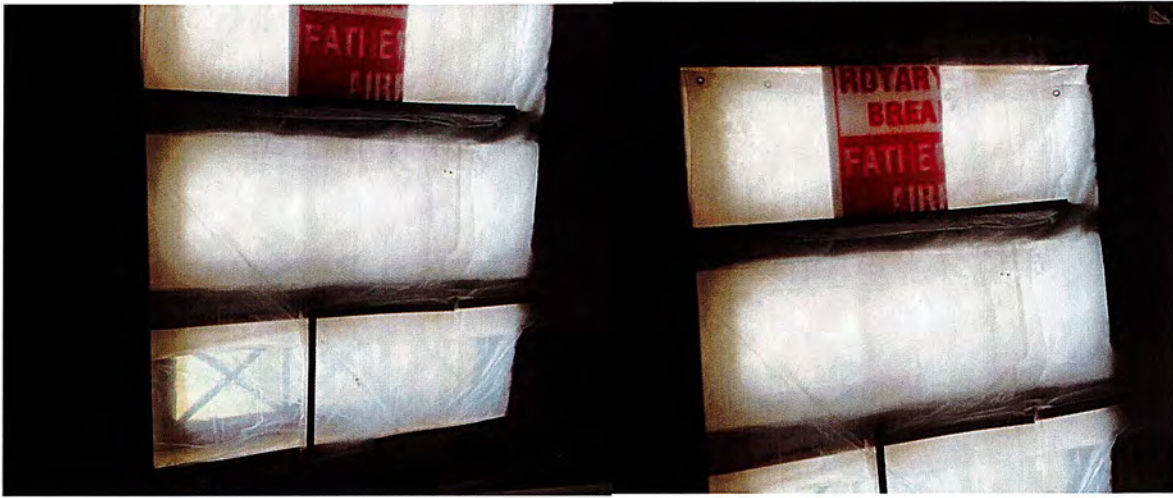
TAY A. GSELL
Signature
TAY A. GSELL
Printed Name
4/19/26
Date

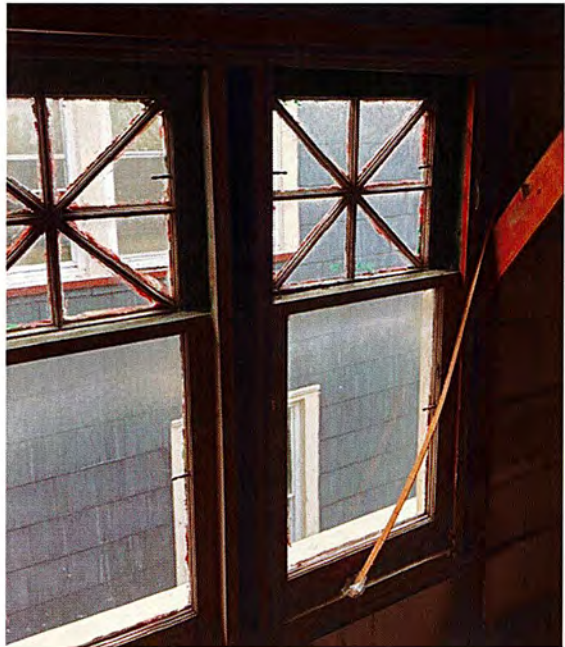
Signature

Printed Name

Date









GCEDC

**Lezlie Farrell – Finance & Operations
Audit & Finance Committee Report
May 5, 2026**

Bellwether Advisors, LLC Consulting Contract Extension

Discussion:

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.

The waiver request is now nearing completion; however, the remaining work required to finalize and submit the request, along with the potential for follow-up inquiries and revisions from New York State, may exceed the currently authorized contract amount. 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.

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.

GCEDC Audit & Finance
Jim Krencik, Senior Director, Marketing & Communications
May 5, 2026

SB Marketing Contract - County Mailer

Discussion: The GCEDC has utilized SB Marketing, LLC of Buffalo to produce and mail informational postcards to residents regarding STAMP.

A previous mailing to addresses in the 14013 Zip Code / Town of Alabama was conducted in April at a cost of \$1,7541.51.

With a planned second mailing to a wider group of addresses, the total expenditure with this vendor is anticipated to exceed \$5,000.

We have requested two quotes.

1: A postcard mailing to all Genesee County-based Zip Codes (14005 / Alexander, 14013 / Alabama, 14020 / Batavia, 14036 / Corfu, 14040 / Darien, 14054 / Bethany, 14058 / Elba, 14125 / Oakfield, 14143 / Stafford, 14416 / Bergen, 14422 / Byron, 14482 / LeRoy, 14525 / Pavilion).

2: A postcard mailing to western and central Genesee County-based Zip Codes (14005 / Alexander, 14013 / Alabama, 14020 / Batavia, 14036 / Corfu, 14040 / Darien, 14058 / Elba, 14125 / Oakfield).

Quotes will be provided for review once received.

Fund Commitment: Approval to expend up to \$_____ for SB Marketing services in 2026. These expenses would be covered by Stream US Data Centers, LLC under an existing reimbursement agreement.