



Meeting Agenda – Audit and Finance Committee

Genesee Gateway Local Development Corp

Tuesday, August 4, 2026 – 8:30 a.m.

Location: 99 MedTech Drive, Innovation Zone

Page #	Topic	Discussion Leader	Desired Outcome
	1. Call to Order – Enter Public Session	M. Brooks	
2-4	2. Chairman's Report & Activities 2a. Agenda Additions / Other Business 2b. Minutes: June 30, 2026	M. Brooks	Vote
5-9	3. Discussions / Official Recommendations to the Board: 3a. June 2026 Financial Statements	L. Farrell	Disc / Vote
10-11	3b. Strategic Investments Analysis	L. Farrell	Discussion
12-14	3c. CNY Drones Sponsorship	C. Suozzi	Disc / Vote
15	3d. Workforce Training Funding Amendment – UNC Dairy	C. Suozzi	Disc / Vote
	5. Adjournment	M. Brooks	Vote



GGLDC Audit & Finance Committee Meeting

Tuesday, June 30, 2026

Location – 99 MedTech Drive, Innovation Zone

8:30 a.m.

MINUTES

ATTENDANCE

Committee Members M. Brooks, D. Cunningham, K. Manne, P. Battaglia
Staff: L. Farrell, M. Masse, P. Heimlich, C. Suozzi, J. Krencik, L. Casey
Guests: L. Mancuso (GCEDC Board Member)
Absent: J. Tretter

1. CALL TO ORDER / ENTER PUBLIC SESSION

M. Brooks called the meeting to order at 9:21 a.m. in the Innovation Zone.

2. CHAIRMAN'S REPORT & ACTIVITIES

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

2b. Minutes: June 2, 2026

D. Cunningham made a motion to recommend approval of the June 2, 2026, minutes; the motion was seconded by K. Manne. Roll call resulted as follows:

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

The item was approved as presented.

3. DISCUSSIONS / OFFICIAL RECOMMENDATIONS TO THE BOARD:

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

- On the Balance Sheet, there was an increase in cash on Line 12 of \$2M from April to May. This was due to an equity transfer from the Genesee Valley Agri Business (GVAB) to the GGLDC.
- The Operating Fund shows the interfund revenue of \$2M along with the correlating interfund expense.
- Expenditures are at 42% of budget with most activity in the MedTech Centre Fund.

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

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

The item was approved as presented.

3b. Assessment of the Effectiveness of Internal Controls – Public Authorities Law requires all Public Authorities to complete an annual assessment of the effectiveness of their internal control structures and procedures. L. Farrell stated that the GGLDC relies on the internal controls of the GCEDC staff, so this document is the same. This assessment will be posted to the website.

The Committee reviews the Assessment of the Effectiveness of Internal Controls annually (this is not brought to the full Board for approval). The Committee did not recommend any changes to the assessment.

K. Manne made a motion to approve the Assessment of the Effectiveness of Internal Controls as presented; the motion was seconded by D. Cunningham. Roll call resulted as follows:

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

The item was approved as presented.

3c. Genesee Valley BOCES Workforce Funding – We have been impactful in creating new workforce development programs over the years. The major program we have been implementing is the ACT Certified Work Ready Community initiative for Genesee County. This program has begun and shows great promise for our High School students that take the test to obtain a National Career Readiness Certificate (NCRC) that will aid them in securing local careers. Currently, we have 105 companies signed up to endorse this program.

The goal is for the GGLDC to assist in seed funding the program through Genesee Valley BOCES with the intent for schools to pick up the budget via their Coser process, thus making it sustainable long term.

We would like to support Genesee Valley BOCES who is implementing the testing center at their Batavia campus location for \$10,000.

Committee Action Request: Staff request recommending to the full Board a contribution from GGLDC in the amount of \$10,000 to support this important and strategic workforce development program to Genesee Valley BOCES.

P. Battaglia made a motion to recommend to the full Board a contribution to Genesee Valley BOCES in the amount of \$10,000 as presented; the motion was seconded by K. Manne. Roll call resulted as follows:

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

The item was approved as presented.

4. ADJOURNMENT

As there was no further business, P. Battaglia made a motion to adjourn at 9:28 a.m., seconded by D. Cunningham and passed unanimously.

Genesee Gateway Local Development Corp.
Dashboard - June 2026
Balance Sheet - Accrual Basis

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	<u>6/30/26</u>	<u>5/31/26</u>	<u>[Per Audit]</u> <u>12/31/25</u>
ASSETS:			
Cash - Unrestricted	\$ 972,240	\$ 962,060	\$ 914,465
Cash - Restricted (A)	330,256	329,555	326,077
Cash - Reserved (B)	5,144,527	5,131,007	2,484,416
Cash - Subtotal	<u>6,447,023</u>	<u>6,422,622</u>	<u>3,724,958</u>
Accounts Receivable (Net of \$1,461,540 Allow for Bad Debt) (1)	225,147	225,490	225,170
Lease Receivable GASB - Current Portion	425,047	425,047	425,047
Loans Receivable - Current Portion (Net of \$23,438 Allow for Bad Debt)	207,155	206,790	204,900
Other Current Assets (2)	48,277	49,771	3,083
Total Current Assets	<u>7,352,649</u>	<u>7,329,720</u>	<u>4,583,158</u>
Land Held for Dev. & Resale	1,968,357	1,968,357	1,968,357
Buildings & Improvements	7,281,718	7,281,718	7,281,718
Furniture, Fixtures & Equipment	35,949	35,949	35,949
Total Property, Plant & Equip.	<u>9,286,024</u>	<u>9,286,024</u>	<u>9,286,024</u>
Less Accumulated Depreciation	<u>(3,027,590)</u>	<u>(3,011,256)</u>	<u>(2,929,630)</u>
Net Property, Plant & Equip.	<u>6,258,434</u>	<u>6,274,768</u>	<u>6,356,394</u>
Lease Receivable GASB - Noncurrent Portion	4,516,225	4,516,225	4,516,225
Loans Receivable - Noncurrent Portion (Net of \$146,800 Allow for Bad Debt)	252,031	258,487	363,693
Equity Investment in Genesee Agri-Business, LLC (3)	62,240	62,240	2,562,240
Equity Investment in STAMP Sewer Works, Inc. (4)	726,000	726,000	726,000
Equity Investment in STAMP Water Works, Inc. (5)	385,000	385,000	385,000
Other Assets	<u>5,941,496</u>	<u>5,947,952</u>	<u>8,553,158</u>
Total Assets	<u>19,552,579</u>	<u>19,552,440</u>	<u>19,492,710</u>
LIABILITIES:			
Accounts Payable	97,384	64,775	24,549
Unearned Revenue (6)	43,163	42,086	43,929
Security Deposits	108,512	108,512	108,512
Loans Payable - Current Portion	106,509	106,155	104,404
Bonds Payable - Current Portion	169,119	168,870	166,973
Total Current Liabilities	<u>524,687</u>	<u>490,398</u>	<u>448,367</u>
Loans Payable - Noncurrent Portion	1,581,229	1,590,268	1,635,015
Bonds Payable - Noncurrent Portion	1,727,434	1,742,672	1,820,163
Total Noncurrent Liabilities	<u>3,308,663</u>	<u>3,332,940</u>	<u>3,455,178</u>
Total Liabilities	<u>3,833,350</u>	<u>3,823,338</u>	<u>3,903,545</u>
DEFERRED INFLOW OF RESOURCES			
Deferred Inflow - Leases	4,579,743	4,579,743	4,579,743
Total Deferred Inflow of Resources	<u>4,579,743</u>	<u>4,579,743</u>	<u>4,579,743</u>
EQUITY	<u>\$ 11,139,486</u>	<u>\$ 11,149,359</u>	<u>\$ 11,009,422</u>

Significant Events:

1. Accounts Receivable - Plug Power Host Community Investment Agreement 2025 payment, including late fees (net of allowance) and interest, misc.
2. Other Current Assets - Prepaid insurance.
3. Equity Investment in Genesee Agri-Business, LLC - Ties to corresponding GABLLC financial statements. Decreased due to a transfer of funds from GABLLC to GGLDC.
4. Equity Investment in STAMP Sewer Works, Inc. - Distributions to this entity to cover start up costs and legal fees.
5. Equity Investment in STAMP Water Works, Inc. - Distributions to this entity to cover start up costs.
6. Unearned Revenue - Rent and interest on loans received in advance.

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

(B) Reserved = Plug Power And Edwards Vacuum Host Community Investment Funds, Workforce Development Funds, OCR loan repayments, Economic Development Loan

Genesee Gateway Local Development Corp.
Dashboard - June 2026
Profit & Loss - Accrual Basis

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			YTD		2026 Board Approved Budget	2026 YTD % of Budget
	<u>6/30/26</u>	<u>6/30/25</u>	<u>2026</u>	<u>2025</u>		
<u>Operating Revenues:</u>						
Grants (1)	\$ -	\$ -	\$ 150,000	\$ 75,000	\$ 1,153,228	13%
Interest Income on Loans	2,201	2,829	13,907	17,792	29,215	48%
Rent	65,555	61,291	393,837	365,085	781,847	50%
Common Area Fees - Parks	-	-	1,834	1,799	1,864	98%
Other Revenue	-	-	-	3,797	-	N/A
Total Operating Revenues	67,756	64,120	559,578	463,473	1,966,154	
<u>Operating Expenses:</u>						
Operations & Maintenance	31,400	17,310	128,229	98,589	357,635	36%
Professional Services	7,372	7,309	57,781	66,865	140,960	41%
Econ. Dev. Prog. Support Grant	25,000	25,000	150,000	150,000	300,000	50%
Site Development Expense	-	-	-	-	93,000	0%
Cost of Sales	-	1,500	-	1,500	-	N/A
Grant Expense	-	-	-	-	50,000	0%
Real Estate Dev. (Capitalized)	-	-	-	-	20,000	0%
Buildings/Furniture/Equip. (Capitalized)	-	-	-	-	50,000	0%
Balance Sheet Absorption	-	-	-	-	(70,000)	0%
Depreciation	16,334	16,463	97,960	98,779	194,684	50%
Total Operating Expenses	80,106	67,582	433,970	415,733	1,136,279	
Operating Revenue (Expense)	(12,350)	(3,462)	125,608	47,740	829,875	
<u>Non-Operating Revenues (Expenses):</u>						
Other Interest Income	12,688	13,622	65,502	81,550	72,000	91%
Interest Expense	(10,211)	(10,713)	(61,046)	(65,513)	(120,450)	51%
Total Non-Operating Exp.	2,477	2,909	4,456	16,037	(48,450)	
Change in Net Assets	(9,873)	(553)	130,064	63,777	\$ 781,425	
Net Assets - Beginning	11,149,359	10,672,872	11,009,422	10,608,542		
Net Assets - Ending	\$ 11,139,486	\$ 10,672,319	\$ 11,139,486	\$ 10,672,319		

Significant Events:

1. Grant Revenue YTD - Atlas Copco/Edwards Vacuum Host Community Investment Agreement (Year 1 of 20).

Genesee Gateway Local Development Corp.
June 2026 Dashboard
Statement of Cash Flows

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	<u>6/30/26</u>	<u>YTD</u>
CASH PROVIDED BY OPERATING ACTIVITIES:		
Grant Income	\$ -	\$ 150,000
Interest Income on Loans	2,196	13,841
Rental Income	66,637	393,137
Common Area Fees - Parks	-	1,834
Operations & Maintenance	(29,358)	(192,562)
Professional Services	-	(40,783)
Economic Development Program Support Grant	-	(75,000)
Repayment of Loans	6,123	109,406
Net Provided By Operating Activities	<u>45,598</u>	<u>359,873</u>
CASH FLOWS USED BY CAPITAL & RELATED FINANCING ACTIVITIES:		
Principal Payments on Bonds & Loans	(23,674)	(142,264)
Interest Paid on Bonds & Loans	<u>(10,211)</u>	<u>(61,046)</u>
Net Cash Used By Capital & Related Financing Activities	<u>(33,885)</u>	<u>(203,310)</u>
CASH FLOWS PROVIDED BY INVESTING ACTIVITIES:		
Equity Investment - Genesee Agri-Business, LLC	-	2,500,000
Interest Income	<u>12,688</u>	<u>65,502</u>
Net Cash Provided By Investing Activities	<u>12,688</u>	<u>2,565,502</u>
Net Change in Cash	24,401	2,722,065
Cash - Beginning of Period	6,422,622	3,724,958
Cash - End of Period	<u>\$ 6,447,023</u>	<u>\$ 6,447,023</u>
RECONCILIATION OF OPERATING REVENUE (EXPENSE)		
TO NET CASH PROVIDED BY OPERATING ACTIVITIES:		
Operating Revenue (Expense)	\$ (12,350)	\$ 125,608
Adjustments:		
Depreciation Expense	16,334	97,960
Decrease in Accounts Receivable	343	23
(Increase) Decrease in Other Assets	1,494	(45,194)
Decrease in Loans Receivable	6,091	109,407
Increase in Operating Accounts Payable	32,609	72,835
Increase (Decrease) in Unearned Revenue	<u>1,077</u>	<u>(766)</u>
Total Adjustments	<u>57,948</u>	<u>234,265</u>
Net Cash Provided By Operating Activities	<u>\$ 45,598</u>	<u>\$ 359,873</u>

**Genesee Gateway Local Development Corp.
Dashboard - June 2026
Balance Sheet - Accrual Basis**

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	GGLDC	GABLLC		COMBINED	
	<u>6/30/26</u>	<u>6/30/26</u>	<u>Eliminations</u>	<u>6/30/26</u>	<u>Per Audit 12/31/2025</u>
ASSETS:					
Cash - Unrestricted	\$ 972,240	\$ -	\$ -	\$ 972,240	\$ 3,900,458
Cash - Restricted (A)	330,256	-	-	330,256	326,077
Cash - Reserved (B)	5,144,527	538,658	-	5,683,185	2,484,416
Cash - Subtotal	6,447,023	538,658	-	6,985,681	6,710,951
Accounts Receivable (Net of \$1,461,540 Allow for Bad Debt)	225,147	15	-	225,162	225,170
Lease Receivable GASB - Current	425,047	14,460	-	439,507	439,507
Loans Receivable - Current (Net of \$23,438 Allow for Bad Debt)	207,155	-	-	207,155	204,900
Other Current Assets	48,277	-	-	48,277	3,083
Total Current Assets	7,352,649	553,133	-	7,905,782	7,583,611
Land & Improvements	1,968,357	1,339,730	-	3,308,087	3,308,087
Buildings & Improvements	7,281,718	-	-	7,281,718	7,281,718
Furniture, Fixtures & Equipment	35,949	-	-	35,949	35,949
Total Property, Plant & Equip.	9,286,024	1,339,730	-	10,625,754	10,625,754
Less Accumulated Depreciation	(3,027,590)	-	-	(3,027,590)	(2,929,630)
Net Property, Plant & Equip.	6,258,434	1,339,730	-	7,598,164	7,696,124
Lease Receivable GASB - Noncurrent	4,516,225	66,048	-	4,582,273	4,582,273
Loans Receivable - Noncurrent (Net of \$146,800 Allow for Bad Debt)	252,031	-	-	252,031	363,693
Land Options	-	-	-	-	-
Deferred Interest	-	-	-	-	-
Equity Investment in GAB, LLC	62,240	-	(62,240)	-	-
Equity Investment in STAMP Sewer Works, Inc.	726,000	-	-	726,000	726,000
Equity Investment in STAMP Water Works, Inc.	385,000	-	-	385,000	385,000
Other Assets	5,941,496	66,048	(62,240)	5,945,304	6,056,966
TOTAL ASSETS	19,552,579	1,958,911	(62,240)	21,449,250	21,336,701
LIABILITIES:					
Accounts Payable	97,384	-	-	97,384	24,549
Unearned Revenue	43,163	-	-	43,163	43,929
Customer Deposit	-	20,000	-	20,000	20,000
Security Deposits	108,512	-	-	108,512	108,512
Loans Payable - Current Portion	106,509	-	-	106,509	104,404
Bonds Payable - Current Portion	169,119	-	-	169,119	166,973
Total Current Liabilities	524,687	20,000	-	544,687	468,367
Loans Payable - Noncurrent Portion	1,581,229	-	-	1,581,229	1,635,015
Bonds Payable - Noncurrent Portion	1,727,434	-	-	1,727,434	1,820,163
Total Noncurrent Liabilities	3,308,663	-	-	3,308,663	3,455,178
TOTAL LIABILITIES	3,833,350	20,000	-	3,853,350	3,923,545
DEFERRED INFLOW OF RESOURCES					
Deferred Inflow - Leases	4,579,743	80,508	-	4,660,251	4,660,251
Total Deferred Inflow of Resources	4,579,743	80,508	-	4,660,251	4,660,251
EQUITY	\$ 11,139,486	\$ 1,858,403	\$ (62,240)	\$ 12,935,649	\$ 12,752,905

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

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

Significant Events:
None

Genesee Gateway Local Development Corp.
Dashboard - June 2026
Profit & Loss - Accrual Basis

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	GGLDC	GABLLC		COMBINED	
	<u>6/30/26</u>	<u>6/30/26</u>	<u>Eliminations</u>	<u>6/30/26</u>	<u>Combined YTD</u>
<u>Operating Revenues:</u>					
Grants	\$ -	\$ -	\$ -	\$ -	\$ 150,000
Interest Income on Loans	2,201	-	-	2,201	13,907
Rent	65,555	1,351	-	66,906	401,891
Interest Income on Leases	-	-	-	-	-
Lease Revenue	-	-	-	-	-
Common Area Fees - Parks	-	-	-	-	11,310
Fees	-	-	-	-	-
Other Revenue	-	-	-	-	20,000
Total Operating Revenues	67,756	1,351	-	69,107	597,108
<u>Operating Expenses:</u>					
Operations & Maintenance	31,400	-	-	31,400	132,823
Professional Services	7,372	-	-	7,372	57,781
Econ. Dev. Program Support Grant	25,000	-	-	25,000	150,000
Depreciation	16,334	-	-	16,334	97,960
Total Operating Expenses	80,106	-	-	80,106	438,564
Operating Revenue (Expense)	(12,350)	1,351	-	(10,999)	158,544
<u>Non-Operating Revenues (Expenses):</u>					
Other Interest Income	12,688	815	-	13,503	85,246
Interest Expense	(10,211)	-	-	(10,211)	(61,046)
Total Non-Operating Rev (Exp)	2,477	815	-	3,292	24,200
Change in Net Assets	(9,873)	2,166	-	(7,707)	182,744
Net Assets - Beginning	11,149,359	1,856,237	(2,062,240)	12,943,356	12,752,905
Equity Distribution ⁽¹⁾	-	-	2,000,000	-	-
Net Assets - Ending	\$ 11,139,486	\$ 1,858,403	\$ (62,240)	\$ 12,935,649	\$ 12,935,649

Significant Events:

1. Equity Distribution - Cash distribution from GABLLC to GGLDC.

Updated through 6.30.26 [7.28.26]

Genesee Gateway Local Development Corp. (GGLDC)

Strategic Investments - SUMMARY

Fiscal Years 2026 - 2030

	2026	2027	2028	2029	2030	5 Yr Totals:	Comments
Sources of Funds: Available for GGLDC Project Investments & Operations Support							
Opening GGLDC "Reserved for Strategic Investments" Cash Balances	3,387,394	2,963,650	2,701,327	2,292,523	1,883,719	3,387,394	
NYS Homes & Community Renewal Loan Repayments	146,800	146,800				293,600	Includes loan repayments from: HP Hood \$367K loan (Feb 2022); Upstate Niagara \$367K loan (Sept 2022)
CH4Biogas - Right of First Refusal	20,000					20,000	Addtl \$20K deposit received June 2026
Total Sources of Funds	3,554,194	3,110,450	2,701,327	2,292,523	1,883,719	3,700,994	
Uses: Strategic and Operational Investments:							
Real-Estate Development / Shovel-Ready Site Development Related:						5 Yr Totals:	Comments
Other Reserved Funds: Water Works Corp and Sewer Works Corp - Start-up Costs	(50,000)					(50,000)	Original placeholder of \$100K; \$50K transferred in 2023; Balance reserved.
Subtotal Real-Estate Development / Shovel-Ready Site Development	(50,000)	-	-	-	-	(50,000)	
Economic Development Program Support:							
Economic Development Program Grant (GGLDC to GCEDC)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(1,500,000)	Approvals necessary for 2027 forward.
LDC Operations Costs & Site Infrastructure Maint. (excluding MTC)	(120,000)	(120,000)	(120,000)	(120,000)	(120,000)	(600,000)	Memo Only - Funds insurance, mowing, Fire District fees/property taxes, GGLDC audit fee, legal fees and other misc operating expenses (unreimbursable H. Sicherman services, GABLLC operating expenses, etc).
Subtotal Investments in Economic Development Program	(420,000)	(420,000)	(420,000)	(420,000)	(420,000)	(2,100,000)	
Strategy, Workforce Development & Entrepreneurship:							
Training - HP Hood & Upstate Niagara	(50,000)					(50,000)	WFD Agreements with HP Hood and Upstate Niagara approved 3.25.21
Workforce Development Reserve	(113,954)					(113,954)	Reserve of Cash on Hand from Solar Project funding committed to WFD (plus interest earned on reserved cash); 21 community solar projects have closed to date; funding from seven committed to WFD. Includes training for Seneca Nation members.
Workforce Development Consultant	-	(30,000)	(30,000)	(30,000)	(30,000)	(120,000)	Placeholder for continued efforts for workforce development consultant as critical pillar to GCEDC/GGLDC Tech Based Economic Development Model. 2026 services are being contracted by the GCEDC, utilizing dedicated funds from Genesee County.
Subtotal Workforce Development & Entrepreneurship Investments	\$ (163,954)	\$ (30,000)	\$ (30,000)	\$ (30,000)	\$ (30,000)	(283,954)	
Other Activity:							

Updated through 6.30.26 [7.28.26]

Genesee Gateway Local Development Corp. (GGLDC)

Strategic Investments - SUMMARY

Fiscal Years 2026 - 2030

	2026	2027	2028	2029	2030	5 Yr Totals:	Comments
Genesee County Comprehensive Fire & Medical Service Implementation	\$ (25,000)					(25,000)	
NY Green, Inc. Funding Support	\$ (5,000)					(5,000)	
Common Area Charges - GVAB & BETP	\$ 11,574	\$ 11,877	\$ 12,196	\$ 12,196	\$ 12,196	60,039	
Land Lease Payments	\$ 29,000	\$ 29,000	\$ 29,000	\$ 29,000	\$ 29,000	145,000	
Internal (Borrowings) Repayments - thru date of worksheet						-	
Interest Income	\$ 32,836					32,836	
Subtotal - Other	\$ 43,410	\$ 40,877	\$ 41,196	\$ 41,196	\$ 41,196	\$ 207,875	
Total Uses of Funds	(590,544)	(409,123)	(408,804)	(408,804)	(408,804)	(2,226,079)	
Cumulative Year-End Cash Balances	2,963,650	2,701,327	2,292,523	1,883,719	1,474,915	1,474,915	
Opportunities:							
Genesee County Chamber of Commerce CDBG Loan Portfolio - Additional Repayments [Principal balance @ 6.30.26 - Kanaley \$9,260 (in collections)]							
Land Sales:							
- GVAB - CH4Biogas - 20 acres (\$1M)							
One potential OCR loan opportunity.							

GGLDC

Chris Suozzi – Workforce Development

August 6, 2026

Discussion:

We have been impactful in creating new workforce development programs over the years.

For the upcoming Air Show, we would like to assist in another workforce development event with an interactive drone, hands-on demo for kids attending this event. This will include interactive flying experiences with drone soccer balls and simulator stations.

Action Requested:

We would like to support this STEM type activity is perfect way to inspire children to attend this event with a fun way of considering future careers.

Staff request a contribution from GGLDC in the amount of \$5,156.00 payable to CNY Drones/RoboSpartans Robotics.



CNY Drones @ RoboSpartans Robotics

@RoboSpartans Robotics

QUOTE/INVOICE

DATE: 6/29/2026

QUOTE/INVOICE #: 062926-1

Wings Over Batavia Air Show

Batavia Airport

4701 E. Saile Drive

Batavia, NY 14020



DESCRIPTION	AMOUNT
Six (6) CNY Drones Certified U.S. Drone Soccer instructors to provide a minimum of 4-hours per day of hands-on demos, interactive flying experiences with drone soccer balls, and simulator stations on 9/5 & 9/6. CNY Drones will provide the inflatable arena (10ft W x 20ft L x 11ft H) along with two drone soccer simulator stations. Also required are the following: a tent at least 20ft x 40ft; electricity to support the two simulators and battery charging; 4 tables; and 8 chairs. This quote does include transportation, hotel accommodations, food, and the necessary equipment to provide this interactive experience.	\$5,156.00
TOTAL	\$5,156.00

This quotation is valid for 30 days. Payment is due upon presentation.
Email acceptance is required prior to schedule confirmation.

Send payment to:
CNY Drones/RoboSpartans Robotics
5 Forest Rd, Utica, NY 13501

If you have any questions contact us at:

cnydrones@gmail.com
315-732-1001

THANK YOU FOR CONSIDERING CNY DRONES !

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GGLDC
2026 Workforce Development Fund

Sources		Approved	Updated	Status	Comments
need update	Workforce Development Fund Reserve	\$3,307 \$87,693			Carryover from 2025 Additional Allocation (estimate)
Uses					Comments
	City of Batavia Police Night Out	\$250	\$250	fall	City of Batavia Police Night Out
	High School welding competition	\$500	\$500	in process	Oakfield FFA program hosting a welding competition at GC Fairgrounds June 2024
	Tech Wars Event	\$500	\$0	no	GCC Tech War's for students 6-12th grade- Gold Sponsorship
	Tech Wars Event - STEAM Jam	\$500	\$485	paid	STEAM Jam for students 3-5th grade
	Gameday with WBTA - Football	\$2,500	2500	fall	Sports & Careers for high school students program
	Gameday with WBTA - Basketball	\$2,500	0	cancel	Sports & Careers for high school students program
	BEA Premier Membership	\$2,500	\$2,500	paid	BEA to assist with recruiting events and materials in k-12
	GLOW with your hands - MFG	\$2,500	\$2,500	paid	Support the program
	GLOW with your hands - Healthcare	\$2,500	\$2,500	paid	Support the program
*	Box Car Derby Events	\$2,500	\$2,500	batavia?	Support current events and expansion
	Edge Factor Membership	\$2,500	\$0	cancel	Top movie cinema quality video's to share with students
	Finger Lakes Youth Apprenticeship	\$2,500	\$2,500	paid	Sponsorship to support the program
	Pre-Apprenticeship Bootcamps	\$5,000	\$45,000		suny funds ran out Mechatronics and Welding Bootcamps
	Marketing & Communications	\$7,500	\$6,100		Support student focused communications
			\$150	paid	Little league - Oakfield
			\$250	paid	Little league - Leroy
			\$1,000	in process	Bulldawg club with PA system call outs each game
*	STEM/Skilled Trade Support	\$50,000			Support equipment and programs to build the talent pipeline:
			\$10,000	fall	Girls in STEM Conference
					ACT Work Ready Communities
					Equipment
	Youth Conference 7th and 8th Grade		\$1,000	paid	support conference
	Town of Alabama Bicentennial		\$500	paid	STAMP Careers
			\$2,200	paid	Cooley Comic - 4th grade careers event
			\$3,000	paid	Cooley Comic after school program
			\$5,156		air show drones
					Other
Total Uses	VR Glasses for GV BOCES and Tech Teachers	\$16,000	\$0	cancel	VR Glasses for CNC , Mechatronics, etc for GV Boces library system for tech teachers uses to introduce
Net		\$91,000	\$90,591	\$409	

Place holders if these programs do not get grants to cover

GGLDC

Chris Suozzi – Workforce Development

August 6, 2026

Discussion:

In 2022, a Workforce Training Funding Agreement between Upstate Niagara Cooperative, Inc. (now doing business as UNC Dairy) and the Genesee Gateway Local Development Corporation (GGLDC) was established based on a large capital investment. The original purpose of the grant was to reimburse up to \$25,000 for workforce training expenses at the GV BOCES training center to support the newly acquired mechatronics equipment. The agreement also allows reimbursement upon written request identifying the trainees, training program, and amount requested.

UNC has not been able to utilize the grant at GV BOCES and is requesting to utilize the funds for workforce training at any location or third party provider.

Action Requested:

Staff would like to support UNC request and allow UNC to submit reimbursable workforce training request by any third party up to the \$25,000 limit per the original agreement.