

BATAVIA DEVELOPMENT CORPORATION

**MEETING AGENDA- Annual Meeting
Batavia City Hall, 2nd Floor
Thursday, March 28, 2019
8:30 AM**

Page Number	Topic	Action
	Call to Order	
	Executive Session Motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105 for the following reasons: <ol style="list-style-type: none"> 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; or 2. 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. 	Vote
	Enter Public Session	Vote
	Presentations – Joseph Teresi, Jr. Tompkins Insurance Agencies	
Pg. 2	Presidents Report & Activates <ol style="list-style-type: none"> 1. Agenda Additions 2. Approval of meeting minutes- February 27, 2019 Meeting Minutes 3. Next Meeting April 25, 2019 8:30 AM City Hall 	Vote Vote
Pg. 4a	Governance <ol style="list-style-type: none"> 1. BDC Updated Meeting Calendar 	Discussion/ Vote
Pg.5 Pg. 7	Audit & Finance <ol style="list-style-type: none"> 1. February 2019 financial statements 2. Audit Fieldwork- April 12th and May 29th 3. Approval of general liability insurance- Selective Insurance renewal 4. Passage of City budget 	Discussion/ Vote Discussion Discussion/ Vote Discussion
	Real Estate/ BOA <ol style="list-style-type: none"> 1. Ellicott Station/ Savarino 2. Batavia DRI Building Improvement Fund- Update 3. Creek Park Hockey/ Recreation Market Feasibility Study 	Discussion Discussion Discussion
	Small Business nothing at this time	
	New Business <ol style="list-style-type: none"> 1. Batavia Opportunity Fund Partnership Proposal 2. Attorney engagement (general council, contracts, policies, GML) 	Discussion Discussion
	Adjournment	Vote

BATAVIA DEVELOPMENT CORPORATION (BDC)
Meeting Minutes February 27, 2019

Attendance

BDC Attendees: Pier Cipollone, Wesley Bedford, Nate Varland, Lori Aratari, Chris Fix, Jake Whiting, and Rachael Tabelski
(Director of Economic Development)

Excused: Martin Moore, Steve Pies, Rebecca Cohen

Guest/Media: Brian Quinn, The Batavia Daily News, Tom Mancuso, Rich Rogers, Urban Vantage and Travis Gordon,
Urban Vantage

Call to Order

At 8:34 a.m. Pier Cipollone, President of the BDC, called the meeting to order in the Community Room, 2nd floor of City Hall.

Presentations

Batavia Opportunity Zone Fund- Rich Rogers and Travis Gordon presented to the board on Opportunity Zones, and the opportunity for Batavia to set up their own fund to attract private investment. Opportunity Zones were conceived as an innovative approach to spur long-term private sector investments in low-income communities nationwide. The Opportunity Zones provision is based on the 2017 Tax Reform to help address the persistent poverty and uneven recovery that left too many American communities behind. The idea has since been championed by a wide-ranging coalition of investors, entrepreneurs, community developers, economists, and other stakeholders.

City Council lobbied for, and was granted, two opportunity zones in the spring of 2018 (Census Tract 9506- Ward 3 and Census Tract 9510- Ward-6). Inside these census tracts are some of the most critical brownfield development areas, identified in the City's Brownfield Opportunity Area Study including the City Centre, the Harvester Campus, and residential neighborhoods. Re-Development projects in these wards have been challenging to get going, as traditional lending has not stepped in. By setting up a Batavia Opportunity Zone Fund, individuals locally and across the United States can invest their capital gains directly into these transformative projects, and receive a federal tax benefit. It is estimated that investors are lining up to pour Billions of dollars into OZ Funds, and these funds that will lead to meaningful development projects.

Here in Batavia, we have several projects identified that are ready, or near ready to take advantage of the OZ program (Armory, The Harvester Campus, Batavia City Centre Campus, and many other properties).

The BDC is working to launch a Batavia Opportunity Zone Fund, and will request a \$20,000 grant from the City's Revolving Loan Economic Development Fund (RLF). The goal will be to attract \$5 million in private capital investment capital to our City. The \$20,000 grant request would be paid from the City's Revolving Loan Economic Development Fund (RLF) that has a current balance of \$319,000 and more than \$153,000 in outstanding loans that are under repayment to the City.

Enter Executive Session

W. Bedford made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 9:25 a.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.

The motion was seconded by C. Fix and approved by all members present.

Enter Public Session

C. Fix made a motion to enter back into public session at 9:55 a.m., seconded by L. Aratari and approved by all members present.

W. Bedford left the meeting at 9:58 a.m.

Chairman's Report:

P. Cipollone asked to remove "attorney engagement" letter from the agenda. L. Aratari made a motion to remove this item from the agenda; seconded by C. Fix and approved by all members present.

P. Cipollone announced that the next meeting of the BDC is scheduled for; March 27th, 2019 at 8:30 a.m. at City Hall. R. Tabelski reported that the Board might consider changing the meetings to the last Thursday of the month. City Manager Martin Moore has a conflict on the last Wednesday of each month with Leadership Genesee for the remainder of 2019. An email will go out to board members to check availability.

P. Cipollone presented the meeting minutes from the previous meeting and L. Aratari made a motion to approve the January 23rd, 2019 meeting minutes as presented; seconded by N. Varland and approved by all members present.

Committee Reports:

Governance: Noting at this time.

Audit and Finance:

Financial Statements- The January 2019 financial statements were reviewed with the board, and a brief overview was given. R. Tabelski reported that BDC is doing well with their budget, and has a cash balance of \$74,000 with receivables due from the Ellicott Station project for the sale of the LLC. As previously discussed, some of the organization's insurances were costlier than expected including the Directors and Officers Insurance, General Liability, and the Disability Insurance. In the 2019-20 budget the BDC has budgeted more funding to cover the premiums. Overall the BDC will hope to realize more revenue in this budget year from the administrative fees associated with the Building Improvement Fund and fees from project referrals to the GCEDC.

C. Fix made a motion to approve financial statements; seconded by J. Whiting and approved by all members present.

Audit Fieldwork- Scheduled for April 12th and May 29th

Real Estate/ BOA:

Ellicott Station/ Savarino- Ellicott Station/ Savarino- Brownfield mixed use development. The project remains active on a daily basis, as multiple scenarios, including dividing the projects into multiple stages, are being explored by the City and the developer. We all remain positive that this project will advance to ground breaking and clean up a blighted eye-sore in the center of the City.

Batavia DRI Building Improvement Fund- The BDC received 24 applications for 26 building improvement projects within the Business Improvement District (BID). Currently Rick Hauser with InSite Architecture, and R. Tabelski are working with all of the applicants to help them strengthen their submissions. The BDC board will meet on March 29th to review the applications and make the project selections. Overall the total request for grant funding is \$1.7 million. The BDC has \$540,000 to distribute, but will look to apply for a Main Street Grant program in the 2019 Regional Economic Development Council (REDC) Consolidated Funding Application (CFA) to assist more projects.

Creek Park Hockey/ Recreation Market Feasibility Study- The Creek Park Workgroup met in February to discuss the grant award of the Hockey and Sports Complex Recreation Market Study. Creek Park is one of the City's identified Brownfield Opportunity Area (BOA) sites. The City will be seeking input from the Hockey Workgroup as they prepare a Request for Proposals (RFP) for professional services to conduct a Market Study.

National Grid Grant Applications for City Centre and the Harvester 56 Theater-

The BDC is assisting the City to apply for an “up to” \$100,000 grant from the National Grid Main St. Grant Program. The funds will be used to improve the shell and roof of City owned property located at 35 Batavia City Centre. The Batavia Players local funding and state grant project budget is the existing sources of the project funding and will be used as the match funding for the City to apply and utilize this grant.

The BDC is also assisting the City apply for an “up to” \$250,000 grant from the National Grid Urban Center/ Commercial District Revitalization Grant Program that will be used to enhance the City Centre Urban Renovation capital improvement project scheduled to begin this spring. The City of Batavia will undertake major transformative improvements to the City Centre enabled by several sources of funding. The total project will consist of a feasibility study (structural integrity and utility planning), architectural services, concourse roof replacement, silo roofs, repair and painting, door repair, floor remodel and repair, energy efficiency lighting indoor (overhead and low-level on poles), painting of interior concourse walls, addition of micro-retail kiosks as part of the City’s Master and Brownfield Opportunity Plan. Specifically, the additional funding will enable the City to enhance the project with more “soft cost” study funding to match the \$40,000 Feasibility Study. If the grant is awarded it will enable the city to conduct an \$80,000 Feasibility Study and receive a more robust report of existing conditions and potential for redevelopment in terms of utility and structural engineering options. The grant will also allow for utility infrastructure improvements and lighting enhancement in the concourse that will enhance the City’s efforts to revitalize City Centre. The existing sources of funds [City’s \$637,000 (Centre Roof and Silo project \$627,000 and \$10,000 Feasibility Study Grant match), \$1,000,000 Downtown Revitalization Initiative (DRI) funding, the \$20,000 Empire State Feasibility Study Grant, the Genesee County Economic Development Centre (GCEDC) \$10,000 Feasibility Study Grant] will be used as the match funding for the City to apply and utilize this grant.

Old Business

Nothing to report at this time.

New Business

Batavia Opportunity Zone Fund Partnership Proposal- The BDC board agreed to continue to pursue setting up a fund and looking for investment projects in the City. They also asked that Urban Vantage present a formal contract for consideration.

Adjournment J. Whiting made a motion to adjourn the meeting; seconded by L. Aratari and approved by all member present. The meeting stood adjourned at 10:10 a.m.

BATAVIA DEVELOPMENT CORPORATION

Batavia Development Corporation Meeting Calendar

2019

January 23, 2019- BDC Board Meeting / Creek Park Batavia LLC.

February 27, 2019- BDC Board Meeting / Creek Park Batavia LLC.

March 28, 2019- BDC Board Meeting / Creek Park Batavia LLC.

April 25, 2019- BDC Board Meeting / Creek Park Batavia LLC.

May 23, 2019- BDC Board Meeting / Creek Park Batavia LLC.

June 27, 2019- BDC Board Meeting / Creek Park Batavia LLC.

July 25, 2019- BDC Board Meeting / Creek Park Batavia LLC.

August 22, 2019- BDC Board Meeting / Creek Park Batavia LLC.

September 26, 2019- BDC Board Meeting / Creek Park Batavia LLC.

October 24, 2019- BDC Board Meeting / Creek Park Batavia LLC.

November 21, 2019- BDC Board Meeting / Creek Park Batavia LLC.

December 19, 2019- BDC Board Meeting / Creek Park Batavia LLC.

*All meetings are scheduled to begin at 8:30 a.m.

*The BDC will also hold two, or more, Governance and Nominating Committee and Audit & Finance Committee Meetings in 2019.

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BATAVIA DEVELOPMENT CORP

Revenue / Expense Control Report

Fiscal Year: 2018 Period From: 4 To: 2

Account No.	Description	Curr. Month Total Rev / Exp	YTD Adjusted Budget	YTD Actual Rev / Exp	YTD Budget Balance	YTD Encumbered	YTD Available Balance	Percent Rev/Exp Balance
Fund 001	BATAVIA DEVELOPMENT CORPORATION							
Type R	Revenue							
001.4000.007	GRANT REVENUE - GOVERNMENT.NATIONAL GRID - POWERHOUSE	0.00	100,000.00	0.00	100,000.00	0.00	100,000.00	0.00
001.4000.008	GRANT REVENUE - GOVERNMENT.EMPIRE STATE DEV ELLICOTT STATION	0.00	1,900,000.00	0.00	1,900,000.00	0.00	1,900,000.00	0.00
001.4000.009	GRANT REVENUE - GOVERNMENT.DRI GRANT - BLDG IMPROVEMENT FUND	0.00	600,000.00	0.00	600,000.00	0.00	600,000.00	0.00
001.4120	BDC REVENUE	0.00	110,000.00	110,000.00	0.00	0.00	0.00	100.00
001.5900	OTHER NON OPERATING REVENUE	0.00	25,000.00	103.00	24,897.00	0.00	24,897.00	0.41
Type E	Expense							
001.6000	SALARY EXPENSE	2,692.31	65,000.00	49,998.27	15,001.73	0.00	15,001.73	76.92
001.6000.003	SALARY EXPENSE.USDA RURAL DEVELOPMENT FRESH LAB GRANT	0.00	(3,132.54)	0.00	(3,132.54)	0.00	(3,132.54)	0.00
001.6100	FICA & MEDICARE	216.56	5,900.00	4,067.83	1,832.17	0.00	1,832.17	68.95
001.6100.003	FICA & MEDICARE.USDA RURAL DEVELOPMENT FRESH LAB GRANT	0.00	(237.80)	0.00	(237.80)	0.00	(237.80)	0.00
001.6110	STATE UNEMPLOYMENT	0.00	826.00	199.82	626.18	0.00	626.18	24.19
001.6111	FEDERAL UNEMPLOYMENT TAX	0.00	177.00	84.00	93.00	0.00	93.00	47.46
001.6120	HEALTH INSURANCE	115.38	3,000.00	2,807.72	192.28	0.00	192.28	93.59
001.6130	DISABILITY INSURANCE	0.00	65.00	178.32	(113.32)	0.00	(113.32)	274.34
001.6140	WORKERS COMP INSURANCE	0.00	708.00	650.00	58.00	0.00	58.00	91.81
001.6150	RETIREMENT CONTRIBUTION	0.00	5,000.00	1,602.74	3,397.26	0.00	3,397.26	32.05
001.7000	PROFESSIONAL SERVICES	0.00	30,225.00	25,813.92	4,411.08	0.00	4,411.08	85.41
001.7000.009	PROFESSIONAL SERVICES.DRI GRANT - BLDG IMPROVEMENT FUND	0.00	600,000.00	2,723.14	597,276.86	0.00	597,276.86	0.45
001.7100	SUPPLIES AND MATERIALS	0.00	1,450.00	638.78	811.22	0.00	811.22	44.05
001.7100.003	SUPPLIES AND MATERIALS.USDA RURAL DEVELOPMENT FRESH LAB GRANT	0.00	1,000.00	19.20	980.80	0.00	980.80	1.92
001.8100	LEGAL/FILING FEES	0.00	1,200.00	479.98	720.02	0.00	720.02	40.00
001.8100.003	LEGAL/FILING FEES.USDA RURAL DEVELOPMENT FRESH LAB GRANT	0.00	164.50	0.00	164.50	0.00	164.50	0.00
001.8110	TELEPHONE	23.08	0.00	374.28	(374.28)	0.00	(374.28)	0.00
001.8120	TRAVEL AND TRAINING	0.00	750.00	1,644.73	(894.73)	0.00	(894.73)	219.30
001.8130	MARKETING AND PR	0.00	5,000.00	4,346.54	653.46	0.00	653.46	86.93

5

BATAVIA DEVELOPMENT CORP

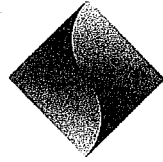
Revenue / Expense Control Report

Fiscal Year: 2018 Period From: 4 To: 2

Date Prepared: 03/11/2019 09:14 AM
Report Date: 03/11/2019
Account Table:
Alt. Sort Table:

Account No.	Description	Curr. Month Total Rev / Exp	YTD Adjusted Budget	YTD Actual Rev / Exp	YTD Budget Balance	YTD Encumbered	YTD Available Balance	Percent Rev/Exp Balance
Fund 001								
Type E								
BATAVIA DEVELOPMENT CORPORATION								
Expense								
001.8510	DIRECTORS AND OFFICERS LIABILITY	0.00	900.00	1,451.00	(551.00)	0.00	(551.00)	161.22
001.8520	GENERAL LIABILITY	0.00	500.00	629.08	(129.08)	0.00	(129.08)	125.82
001.8520.003	RURAL DEVELOPMENT FRESH LAB GRANT	0.00	1,000.00	0.00	1,000.00	0.00	1,000.00	0.00
001.9000.003	NON OPERATING EXPENDITURES.USDA RURAL DEVELOPMENT FRESH LAB GRANT	0.00	(2,465.50)	0.00	(2,465.50)	0.00	(2,465.50)	0.00
001.9000.007	NON OPERATING EXPENDITURES.NATIONAL GRID - POWERHOUSE	0.00	100,000.00	0.00	100,000.00	0.00	100,000.00	0.00
001.9000.008	NON OPERATING EXPENDITURES.EMPIRE STATE DEV ELLICOTT STATION	0.00	1,900,000.00	0.00	1,900,000.00	0.00	1,900,000.00	0.00
Total Fund 001		(3,047.33)	17,970.34	12,393.65	5,576.69	0.00	5,576.69	68.97
Fund 002								
Type R								
CREEK PARK LLC								
Revenue								
002.4900	OTHER OPERATING REVENUE	0.00	100.00	100.00	0.00	0.00	0.00	100.00
002.5900	OTHER NON OPERATING REVENUE	0.00	24,900.00	0.00	24,900.00	0.00	24,900.00	0.00
Expense								
002.7000	PROFESSIONAL SERVICES	0.00	23,000.00	0.00	23,000.00	0.00	23,000.00	0.00
002.8100	LEGAL/FILING FEES	0.00	650.00	0.00	650.00	0.00	650.00	0.00
002.8510	DIRECTORS AND OFFICERS LIABILITY	0.00	750.00	0.00	750.00	0.00	750.00	0.00
002.8520	GENERAL LIABILITY	0.00	100.00	0.00	100.00	0.00	100.00	0.00
002.9000	NON OPERATING EXPENDITURES	0.00	500.00	0.00	500.00	0.00	500.00	0.00
Total Fund 002		0.00	0.00	100.00	(100.00)	0.00	(100.00)	0.00
Grand Total		(3,047.33)	17,970.34	12,493.65	5,476.69	0.00	5,476.69	69.52

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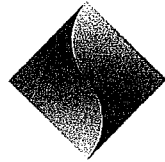
Quotation of Commercial Insurance

Prepared for:
BATAVIA DEVELOPMENT CORPORATION
1 CITY CENTRE
BATAVIA, NY 14020

TOMPKINS 
Insurance Agencies

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

Proposal Print Date:02/26/2019



SELECTIVE®

Quotation of Commercial Insurance
Office
Renewal

Prepared for:
BATAVIA DEVELOPMENT CORPORATION
1 CITY CENTRE
BATAVIA, NY 14020

TOMPKINS 
Insurance Agencies

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

Proposal Print Date: 02/26/2019
Underwritten By:
Selective Ins Co of New York

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

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



Providing Insurance Solutions Clients Can Trust Since 1926

Since its founding, Selective has built a reputation of honesty, efficiency and quality service among agents and customers alike. As of 1930, that reputation has been backed by an "A" (Excellent) or better rating from A.M. Best – a premier financial rating organization.

Combining great products and service, coupled with an exemplary record of responsiveness is the Selective advantage that will keep you coming back for more. Whether you need an insurance expert in your field, the continual support of 24/7 claims service, the convenience of paying your bill online or customized coverage designed to fit your unique needs, Selective is the answer.

Selective Insurance Group, Inc. is primarily a holding company for ten customer-focused property and casualty (P&C) insurance companies and ranked as the 49th largest P&C insurance group in the United States by A.M. Best Co. These companies offer a broad range of insurance and alternative risk management services. Selective provides value-added products and services to businesses, public entities and individuals through approximately 990 independent agents in 22 primary eastern and Midwestern states. Our approximately 1,900 employees create the competitive advantages that make Selective one of the best regional insurance organizations in the marketplace.



Quotation of Commercial Insurance

BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

Table Of Contents

	<u>Page #</u>
Premium Summary.....	6
Premium Recap.....	7
Location Schedule.....	8
Property.....	9
General Liability.....	10
Automobile.....	10
Terrorism (Certified Acts) Information.....	12
Billing Information.....	13
IN0585 0116.....	Appendix I

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





Quotation of Commercial Insurance
BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

Premium Summary

<u>Coverage</u>	<u>Premium</u>
Property	\$155.08
General Liability	\$321.00
Automobile	\$148.00
Total Premium	\$624.08

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12



Quotation of Commercial Insurance

BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

Line Of Business Premium Recap

Property Premium Totals

<u>Coverages</u>	
Coverage not Wanted	\$.00
Business Personal Property	\$31.00
Power Pac Class Rated Premium	\$3.00
Property Mun Tax/Surc	\$.08
Terrorism (Certified Acts)	\$5.00
Minimum Premium Difference	\$116.00
<hr/>	
Grand Total LOB Premium	\$155.08

General Liability Premium Totals

<u>Coverages</u>	<u>Premium</u>
Premises Operations	\$315.00
Terrorism (Certified Acts)	\$6.00
<hr/>	
Grand Total LOB Premium	\$321.00

Automobile Premium Totals

<u>Liab Coverages</u>	<u>Premium</u>
Excess Hired	\$28.00
Non-owned	\$120.00
<hr/>	
Grand Total LOB Premium	\$148.00

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Quotation of Commercial Insurance

BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

Policy Location Schedule

<u>Loc#</u>	<u>Bldg#</u>	<u>Street</u>	<u>City</u>	<u>State</u>	<u>Zip</u>
001	001	1 CITY CENTRE	BATAVIA	NY	14020

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Quotation of Commercial Insurance

BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

Property

Policy Level

Deductible: 500
Coinsurance: Bldg: 90 BPP: 90
Loss Free Years: 3

<u>Optional Coverages/Extensions</u>	<u>Limit</u>	<u>Premium</u>
Coverage not Wanted		\$0.00
Systems Power Pac Clas Rated Deductibles		
Combined All Coverages Ded: Follows Property Deductible		

Location Level

Location 001/001 - 1 CITY CENTRE, BATAVIA, NY

<u>Coverage</u>	<u>Limit</u>	<u>Premium</u>
Business Pers Prop - Business Personal Property	6,157	\$31.00
Systems Power Pac		\$3.00
Location 001/001 - Total Premium		<u>34</u>

Other

NY Fire Tax		\$0.08
Property Minimum Premium Difference		\$116.00
Terrorism Premium (Certified Acts)		\$5.00

Total Property Premium \$155.08

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Quotation of Commercial Insurance

BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

General Liability

Policy Level

	<u>Limit</u>	<u>Premium</u>
General Aggregate	3,000,000	
Products/Completed Ops	3,000,000	
Each Occurrence	1,000,000	
Personal & Advertising Injury	1,000,000	
Fire Damage	100,000	
Medical Expense	5,000	
<u>Additional Coverages</u>		
Designated Person/Org CG 2026	<u>Quantity/Limit</u> 1	<u>Premium</u> \$35.00

Location Level

Location 001/001 - 1 CITY CENTRE, BATAVIA, NY
Class 61227 - BUILDINGS PREMISES NOT FOR PROFIT

<u>Coverage</u>	<u>Exposure</u>	<u>Premium</u>
Premises Operation (Final Rate 559.643)	500	\$280.00

Other

	<u>Premium</u>
Terrorism Premium (Certified Acts)	\$6.00

Total General Liability Premium \$321.00

Automobile

Policy Level

	<u>Symbol</u>	<u>Limit</u>	<u>Premium</u>
Liability Limit Type CSL - Liability	8,9	1,000,000	

State Level Coverages (NY)

<u>Coverage</u>	<u>Symbol</u>	<u>Limit</u>	<u>Premium</u>
Non-Owned		IF ANY	\$120.00
Excess Hired		IF ANY	\$28.00

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16



Quotation of Commercial Insurance

BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

No-Fault PIP

5 Review Pip Form

Total Automobile Premium

\$148.00

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Quotation of Commercial Insurance
BATAVIA DEVELOPMENT CORPORATION

Quote # S 198542708

Policy Period: 04/01/19 to 04/01/20

Terrorism (Certified Acts) Information

Refer to attached IN 0585 0116 Policyholder Disclosure Notice - Offer of Terrorism Insurance Coverage and Rejection Form -- Effective Until Revoked

YOUR POLICY INCLUDES TERRORISM COVERAGE FOR AN ADDITIONAL PREMIUM OF:

TERRORISM - CERTIFIED ACTS: \$11.00

TERRORISM - AUTO \$0.00

IF YOU REJECT THE TERRORISM COVERAGE, AS NOTED ABOVE, THE PREMIUM FOR THE TERRORISM (FIRE ONLY) COVERAGE IS \$3.00.

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

Selective Customer Self-Service and Billing Options



We understand that each customer has unique needs—that's why Selective offers a variety of installment plans. Your agent can assist you with selecting a plan that works best with and meets the eligibility requirements for your particular policy. Please note that policies on the same account may have different payment plans and installment fees may apply.

- 1-Pay: Due in full at policy inception
- 2-Pay: Two equal installments due at policy inception and in the 6th month of the policy term
- 4-Pay: Four equal installments due at policy inception and in the 3rd, 6th and 9th months of the policy term
- Quarterly: Four equal installments due quarterly starting at policy inception
- 10-Pay: 19% due at policy inception, the remaining balance billed in nine equal monthly installments

The SelectPay® Advantage (Electronic Funds Transfer)

With our free SelectPay® service, your insurance payments can be automatically deducted from your checking or savings account. Not only will this save you time, but you'll avoid installment and late fees.

Signing up for SelectPay® is easy – just visit www.selective.com and sign in. Click the "Billing & Payments" tab and then choose the "Pay Bill" link. You will need your policy number and bank account information to complete the transaction.

PaySync® Flexible Payment Program

Get the cash flow flexibility you need with PaySync® for your Selective Workers Compensation (WC) and Commercial Package Policy (CPP). With PaySync® WC, pay your premium installments when you pay your payroll; with PaySync® CPP, premiums are broken down into 12, 24, 26, or 52 payments – your choice during policy issuance. Benefits include:

- No down payments and installment fees
- PaySync® is simply another pay plan option, so no special underwriting guidelines apply

You'll need to provide Selective with your payroll information each pay cycle to be eligible to the PaySync® WC program. Payroll information can be submitted by you or a third party, such as an accountant or payroll processor, on your behalf. For more information about the program, please visit selective.com/paysync or contact your agent.

Your time is valuable. Selective lets you manage your policy on your own time through our online Customer Self-Service site. Here you can:

- Pay your bill
- Schedule future payments
- Build and print certificates of insurance
- Print automobile ID cards
- File a claim
- Review, download or print a copy of your policy

Registration is simple. Have your policy or bill handy when you visit www.selective.com and then click "Need a Customer User ID and Password". Follow the onscreen instructions to answer the three security questions identifying your policy and begin managing your account 24/7.

POLICYHOLDER DISCLOSURE NOTICE OFFER OF TERRORISM INSURANCE COVERAGE AND REJECTION FORM — EFFECTIVE UNTIL REVOKED

Offer of Coverage:

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

You may accept or reject insurance coverage for losses resulting from certified “acts of terrorism”.

- If you accept this offer of coverage simply pay your billed premium, which includes the amount shown below. You do not need to do anything else.
- If you would like to reject this coverage, please see the section of this form entitled Rejection of Terrorism Insurance Coverage and follow the instructions. Even if you reject this coverage, state law prohibits us from excluding fire losses resulting from an “act of terrorism”. Therefore, the terrorism exclusion we place on your policy will contain an exception for fire losses resulting from an “act of terrorism”. The additional premium for such fire losses resulting from an “act of terrorism” is shown below. **Please note that if you reject coverage for losses resulting from certified “acts of terrorism”, we will not provide coverage on renewals of this policy unless you ask us for coverage in the manner set forth in our “Offer of Terrorism Insurance Coverage When Terrorism Insurance Coverage Was Previously Rejected” form, which will be attached to renewals of this policy.**

Disclosure of Premium:

The portion of your annual premium that is attributable to coverage for “acts of terrorism” is _____ and does not include any charges for the portion of loss that may be covered by the federal government under the Act.

The premium for terrorism (fire only) coverage is _____ and is due regardless of whether you reject coverage for certified “acts of terrorism”.

Please be aware that even if you purchase coverage for losses resulting from certified “acts of terrorism”, your policy will still contain other policy terms, conditions, limitations and exclusions that may impact whether coverage is available in the event of a loss resulting from a certified “act of terrorism”.

Federal Participation in Payment of Terrorism Losses:

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

- a. 85% through 2015;
- b. 84% beginning on January 1, 2016;
- c. 83% beginning on January 1, 2017;
- d. 82% beginning on January 1, 2018;
- e. 81% beginning on January 1, 2019;
- f. and 80% beginning on January 1, 2020.

Cap on Insurer Participation in Payment of Terrorism Losses:

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

Rejection of Terrorism Insurance Coverage:

You may reject this offer of coverage by checking the box, filling in the information below, signing and returning this form to your agent. If you choose to reject this offer of coverage, we will add an exclusionary endorsement to your policy to eliminate coverage for losses resulting from certified "acts of terrorism".

Rejection of Coverage - Effective Until Revoked	
<input type="checkbox"/> I HAVE READ THIS FORM IN ITS ENTIRETY AND DO NOT WANT TO PURCHASE COVERAGE FOR CERTIFIED "ACTS OF TERRORISM". I UNDERSTAND THAT THIS REJECTION IS EFFECTIVE UNTIL I AFFIRMATIVELY REVOKE IT IN THE MANNER SET FORTH IN SELECTIVE'S "OFFER OF TERRORISM INSURANCE COVERAGE WHEN TERRORISM INSURANCE COVERAGE WAS PREVIOUSLY REJECTED" FORM, AND THAT IF I SIGN THIS FORM THIS POLICY AND ANY RENEWALS WILL EXCLUDE COVERAGE FOR LOSSES RESULTING FROM CERTIFIED "ACTS OF TERRORISM".	
_____ Policyholder/Applicant's Signature	_____ Insurance Company
_____ Print Name	_____ Policy or Quote Number
_____ Title	
_____ Date	