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baileypace.com



Celebrating 90 Years of Community Commitment



As President of Bailey Place Insurance, I'm honored to celebrate our 90th anniversary serving Tompkins County. Though our business traces its roots back to 1858, we've been proudly serving the people of Tompkins County since 1936. For nearly a century in this community, we've remained

locally owned and operated, and that's something we're deeply proud of. Our longevity is a testament to the trust our neighbors have placed in us—and to our unwavering commitment to protecting what matters most to you.

Shopping local isn't just about convenience—it's about connection. When you choose a local business, you're investing in your community. You're supporting jobs, families, and the kind of personalized service that national chains simply don't offer. At Bailey Place, we know our clients by name, and we tailor coverage to fit their unique needs because we live here too.

Community service is at the heart of everything we do. Whether it's sponsoring youth programs, supporting local nonprofits, or volunteering our time, we believe in giving back. It's part of our mission to strengthen the communities we serve—not just through insurance, but through active engagement and care.

As we celebrate this milestone, we're also looking ahead with gratitude and purpose. Thank you for making us part of your lives for 90 years. We're excited to continue serving you for many more.

Stephen D. Franco, CIC
President

Bailey Place Insurance Named a Best Practices Agency

Bailey Place Insurance has been recognized as a 2025 Best Practices Agency by the Independent Insurance Agents & Brokers of America (IIABA). This prestigious designation names Bailey Place among the top-performing independent agencies nationwide for operational excellence, customer service, and industry leadership.



With offices in Cortland, Ithaca, and Dryden, Bailey Place Insurance has built a reputation for delivering exceptional service to families and businesses across Central New York. The Best Practices recognition reflects the agency's commitment to innovation, integrity, and continuous improvement in a rapidly evolving insurance landscape.

"We're honored to be named a Best Practices Agency," said Jeremy Boylan, Vice President at Bailey Place Insurance. "This is a significant achievement and is a testament to the hard work of our entire team and our dedication to our clients and communities."

About the Best Practices Study

Since 1993, Reagan Consulting and the Big "I" have partnered to produce the Best Practices Study, a comprehensive review of the top-performing agencies across the country.

Every three years, Reagan Consulting and the Big "I" invite insurance companies, state association affiliates, and other industry organizations to nominate agencies they consider to be among the best in the industry across various revenue categories. Nominated agencies are then invited to participate in the study by completing an in-depth survey detailing their financial and operational year-end results. These results are scored and ranked objectively to determine which agencies earn the Best Practices Agency designation.

Bailey Place Insurance's inclusion in the 2025 Study means its performance will help shape the foundation of the 2025 Best Practices Study and guide the next two years of benchmarking and industry insights.

What Determines the Price of My Auto Insurance?



What Determines the Price of My Auto Insurance?

Insurance companies consider dozens of different factors when determining your auto rates. Everything from your age to your address can determine what your annual policy will cost. Thanks to our friends at Erie Insurance, here are a few things that can impact your premiums.

Safety ratings

Vehicle safety ratings are determined through tests and evaluations by the auto industry. Insurance companies supplement that information by collecting large amounts of data from customer claims. Safer vehicles are often less expensive to insure.

Cost of maintenance and repairs

Information about the cars that are cheapest to maintain and service can also be a good indicator of the most-affordable cars to insure. Vehicles that have lower reliability ratings can be a warning light of potentially higher insurance costs, because insurance companies take the data about maintenance and service of specific models into consideration when determining premium rates.

Size matters

You may think a smaller car means a smaller insurance premium. But not so fast. In an accident, larger vehicles tend to fare better – and keep occupants safer – than smaller vehicles. That can translate to lower premiums for a larger vehicle.

Anti-theft devices

If your car has an alarm, a tracking device to help police recover it, or another theft deterrent, it's less attractive to thieves... and less expensive to insure, too.

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The YMCA of Ithaca and Tompkins County: More Than Fitness

For over one hundred and fifty years, the YMCA of Ithaca and Tompkins County has been dedicated to uplifting Tompkins County by promoting the values of healthy living, youth development, and social responsibility for all.

Located at 50 Graham Road West in Ithaca, the Y isn't just a place to swim or shoot hoops - it's a community. Here, people of all ages and backgrounds connect over pickleball, group exercise, special events, and workshops. Children learn to swim, make friends in childcare, and explore their dreams with youth classes. It's a place where everyone is welcome and supported to be their best selves.

"For me, the Y is about more than fitness or programs," says YMCA CEO Christie Thornton, "It's about creating welcoming spaces for everyone, regardless of their goals. From our youngest kids to our most senior members, every connection made at the Y strengthens our community."

From providing programming for children living with developmental disabilities, expanding access to nutritious foods through the Neighborhood Food Hub, or making childcare affordable for all, the Y is committed to building a brighter future for Tompkins County.

"Everyone deserves a place they can belong," adds Regional Executive Director Gunnar Madison. "We provide as much

Customer Spotlight



The proud members of the YMCA's Livestrong team.

support as we can with membership, program, and childcare scholarships to break down financial barriers. When someone says, 'the scholarship program has changed my life', we know we're serving our community."

The Y embraces the ever-changing needs of our community. From opening a new childcare center, expanding its roster of chronic health programming, including programs for cancer survivors, and opening new exercise facilities. The Y is expanding beyond its walls, as well, creating a mobile food pantry to serve underserved communities and offering programming at locations around Cayuga Lake. We continue to grow to meet the needs we see every day.

The YMCA of Ithaca and Tompkins County is open seven days a week. To learn more about the mission and work of the YMCA, visit ithacaymca.com

Foodnet Meals on Wheels: More Than a Meal

What started as a group of caring volunteers in 1967 has grown into the hard working and dedicated organization we all know today as Foodnet Meals on Wheels.

Located on Triphammer Road, Foodnet Meals on Wheels' provides meals and other nutrition services that promote dignity, well-being and independence for older adults and others in need in Tompkins County.

In 1974, a congregate meal program called the Tompkins County Nutrition Program for the Elderly was established through the Tompkins County Office for the Aging. Cornell Cooperative Extension of Tompkins County and the Salvation Army operated the program in the early years. The program grew and became an independent non-profit organization named Foodnet in 1987. The local Meals on Wheels program was consolidated under Foodnet Meals on Wheels in December 2000.

"We envision a Tompkins County community in which senior hunger is eliminated, supportive services are readily accessible, and our neighbors enjoy independence without isolation," says Executive Director Aly Evans.

Foodnet Meals on Wheels is the only local agency that delivers hot meals directly to clients. But beyond food, the drivers also provide valuable social interaction as well.

Customer Spotlight



Meet the valued team of service providers for our friends at Foodnet Meals on Wheels.

"For some clients, our driver may be the only person they see all day. Drivers provide a safety check along with a friendly face and connection to the wider community," Evans said.

Volunteers are an essential part of Foodnet's team, and they're always looking for help. To learn more or to volunteer you can learn more at www.foodnet.org.

Why Flood Insurance Matters for Tompkins County Businesses

Tompkins County recently adopted updated FEMA Flood Insurance Rate Maps for the first time in over 40 years, significantly expanding areas classified as high-risk flood zones. Businesses located in these Special Flood Hazard Areas with federally backed mortgages are now required to carry flood insurance. Even if your

property falls outside these zones, flooding remains the most common and costly natural disaster in the U.S., with a 26% chance of occurring during a 30-year mortgage. A single flood event can devastate inventory, equipment, and operations, making coverage essential for financial protection and business continuity.

How Bailey Place Insurance Can Help

Bailey Place Insurance is an independent agency that has several options to help you find more affordable flood coverage. We work with the National Flood Insurance Program (NFIP) and multiple private insurers to provide affordable options tailored to your property. Our team can help you understand new FEMA maps, evaluate your exposure, and secure building and contents coverage that fits your budget. Our flood agents in Tompkins County are Val VanGorder, Chris Roscoe and Brandon Galutz. They've worked with the Tompkins Chamber of Commerce, the Landlord Association of Tompkins County and other organizations in Ithaca to assist our local businesses, friends and neighbors. You can learn more about our team and your flood insurance options at www.baileyplace.com



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Insurance Fun Facts

Not all insurance policies are boring!

Since the insurance industry can be a little dry, here are a few interesting insurance facts you probably didn't know.

Insurance Fact #1

An insurance policy exists for death by excessive laughter at a movie theater. During the early 19th century, moviegoers were so scared of dying due to excessive laughter that they bought insurance through Lloyd's of London.

Insurance Fact #2

The very first insurance contract was signed in 1347. Although the concept of insurance can be traced back to ancient civilizations, the first known insurance contract was signed in 1347 in Genoa, Italy.

Insurance Fact #3

An insurance company offered a cash reward to anyone who could capture the Loch Ness monster. In 1971, whiskey manufacturer Cutty Sark offered an award of one million pounds (\$2.4 million) to anyone who could capture the Loch Ness Monster. The company also asked Lloyd's of London to underwrite the contest. Lloyd's agreed, under one condition: that it would get to keep Nessie.

Insurance Fact #4

Gene Simmons once insured his tongue. Simmons, the bassist for the iconic 70s rock band KISS, insured his tongue for \$1,000,000. The band's trademark look consisting of black-and-white face paint was complemented by Simmons' signature move – sticking out his tongue.

What Determines the Price of My Auto Insurance?

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Your driving history

Your track record on the road can have a direct impact on your wallet when it comes to insurance. Insurance companies have found that past performance often does foretell future results. If you've had speeding tickets, accidents or other violations within the last few years, your auto insurance rate may be higher than if you have a spotless driving record.

How much you drive

Are you a road warrior, or a homebody? The difference will show up in your premium rates. Someone who drives only a few miles a week will likely pay less for auto insurance than someone who covers hundreds of miles most weeks. It just makes sense, the more time on the road increases the chances of being involved in a crash or sustaining damage to your car.

Your credit history

Research shows that good credit is connected to good driving – and vice versa. Certain credit information can be predictive of future insurance claims. When permissible, many insurance companies use credit history to help determine the cost of car insurance. The bottom line: Good credit can have a positive impact on the cost of your car insurance.

Your age, sex, and marital status

Crash rates are higher for all drivers under age 25, especially single males. Insurance prices in most states reflect these differences. If you're a student, you might also be in line for a discount. Most car insurers provide discounts to student-drivers who take driver-safety training and start building a safe driving record.