

October 2, 2003

Tony Nicely
Chairman and President
Geico
One GEICO Plaza
Washington, D.C. 20076

Dear Mr. Nicely:

I write to thank you for considering the Western and Central New York cities of Rochester, Buffalo, and Syracuse as sites for Geico's new sales and service center, and strongly encourage you to make one of these cities your choice.

In my five years in the US Senate, I have spent a great deal of time crisscrossing Upstate New York, talking to business and education leaders, employers and employees, and thousands of people in these great cities. In my hundreds of visits, I have learned that upstate New York is an attractive place for business investment, and that it is poised for growth.

The most compelling reason for Geico to choose to locate here is the available, highly qualified, educated work force. If you spend any time in Western and Central New York, you will come away impressed with the quality of employees that businesses here are blessed with. Several of the highest-rated school systems in the nation are found here, as are a number of outstanding colleges and universities that supply the workforce.

Washington Mutual and Sallie Mae are two examples of companies that are glad they chose to locate in Upstate New York. Two years ago, I helped convince Washington Mutual that they should locate their new customer contact center in Orleans County, located between Rochester and Buffalo. The key reason they agreed to come was the available, highly qualified work force. Today, Washington Mutual employs more than 1,000 people in upstate New York. In addition, when Sallie Mae acquired Pioneer Credit Recovery outside of Buffalo, they considered moving out of New York. Instead they were so pleased with the quality of the workforce that they decided to stay and expand. They now employ more than 700 in Wyoming County.

I must also mention that a wonderful quality of life, affordable housing, short commutes, and exceptional arts, sports, and cultural institutions would be readily accessible for Geico employees in Western and Central New York. These are important aspects of upstate New York life that are sometimes overlooked, but also make it such an attractive place to do business.

If I may be of any assistance to you as you make your siting decision, please call on me

at anytime. I am a strong believer in upstate New York, and I believe Geico would find a wonderful home here. I look forward to speaking to you soon to discuss this issue.

Sincerely,

Charles Schumer
U.S. Senator