

**GREATER GLENS FALLS
LOCAL DEVELOPMENT CORPORATION
FINANCIAL REPORT
and
SUPPLEMENTARY INFORMATION
TWO MONTHS ENDED FEBRUARY 28, 2017**

Greater Glens Falls Local Development Corporation

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McCarthy & Conlon, LLP

Certified Public Accountants

ACCOUNTANT'S COMPILATION REPORT

Board of Directors
Greater Glens Falls Local Development Corporation
Glens Falls, New York

Management is responsible for the accompanying financial statements of Greater Glens Falls Local Development Corporation ("LDC"), which comprise the statement of net assets as of February 28, 2017 and the related statement of revenue expenses and changes in net assets for the two months then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the LDC's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

The supplementary information on pages 4 to 7, is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information has been compiled from information that is the representation of management. We have not audited or reviewed the supplementary information and, accordingly, do not express an opinion or provide any assurance on such supplementary information.

We are not independent with respect to Greater Glens Falls Local Development Corporation.

McCarthy & Conlon, LLP

Glens Falls, New York
March 2, 2017

Greater Glens Falls Local Development Corporation

Statement of Net Assets February 28, 2017

Assets

Current assets:

Cash - unrestricted	\$	32,539
Cash - restricted		293,643
Grants receivable		-
Escrow funds receivable		-
Prepaid expenses		3,786
Other receivables		1,280
Total current assets		<u>331,248</u>

Property and improvements:

Tech Meadows campus		393,311
Tech Meadows infrastructure		1,027,853
Incubator property		329,961
45 South Street		259,943
Total property and improvements		<u>2,011,068</u>

Loans receivable

245,554

Total assets

\$ 2,587,870

Liabilities and Net Assets

Current liabilities:

Note payable	\$	-
Accounts payable		2,942
Total current liabilities		<u>2,942</u>

Long term liabilities:

Loan payable - USDA		<u>134,786</u>
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Net assets:

Unrestricted		2,156,499
Temporarily restricted		293,643
Total net assets		<u>2,450,142</u>

Total liabilities and net assets

\$ 2,587,870

Greater Glens Falls Local Development Corporation

Statement of Revenue, Expenses and Changes In Net Assets For the Two Months Ended February 28, 2017

Operating revenues:	
Interest on loans	\$ 2,149
Grant revenue	-
Late fees and returned check fees	-
Loan fees	-
Total operating revenue	<u>2,149</u>
Other revenue:	
Interest income	10
Total operating and other revenue	<u>2,159</u>
Operating expenses:	
Accounting and audit fees	6,630
Advertising / marketing	94
Attorneys	976
Community Foundation	-
Consulting, grant development, engineering	-
Downtown façade assistance program	-
Dues & subscriptions	-
Incubator	183
Insurance	-
Interest	95
Miscellaneous	-
Downtown parking structure	-
EDC contract expense	-
Payroll	331
Total operating expenses	<u>8,309</u>
Other expenses:	
Tech Meadows interest expense	-
Tech Meadows Taxes	1,752
USDA Interest	-
Total operating and other expenses	<u>10,061</u>
Change in net assets	(7,902)
Net assets, beginning	<u>2,458,044</u>
Net assets, ending	<u>\$ 2,450,142</u>

Note: Incubator expenses of \$183 were paid from the separate Incubator cash account.

Supplementary Information

Greater Glens Falls Local Development Corporation

**Schedule of Loan Details
February 28, 2017**

Loans	Original Note	Loan Date	Maturity Date	Total Payments Through Maturity	Principal Paid to Date	Interest Paid to Date	Interest Rate	Monthly Payment	Payment Due Date	Balance Due at February 28, 2017	Fund	Balance by Program	Status/Notes
Joseph Girard	10,000	3/26/14	3/26/19	11,254	5,544	1,022	4.75%	188	26th	4,456	PI	\$ 4,456	Current
The Bullpen	150,000	5/13/14	5/13/21	184,776	34,438	17,461	4.75%	1,573	13th	115,561	USDA	\$ 115,561	Current
Mean Max, LLC	25,000	5/31/14	6/5/18	27,554	16,124	2,243	4.85%	574	5th	8,876	PI	\$ 8,876	Current
13 Chester Street, LLC	75,000	8/29/15	5/28/25	95,080	9,278	5,322	5.50%	811	28th	65,721	MISC	\$ 65,721	Current
Rucinski, Hall Arch.	30,000	9/19/15	8/19/22	36,587	5,579	2,308	6.00%	438	19th	24,421	PI	\$ 24,421	Current
220 Glen Street, LLC	40,000	11/20/14	12/20/20	47,053	13,481	4,206	5.50%	654	20th	26,519	USDA	\$ 26,519	Current
Total Loans Receivable	330,000			402,284	84,446	32,562		\$ 4,238		\$ 245,554		\$ 245,554	

See accountant's compilation report and supplementary information.

Greater Glens Falls Local Development Corporation

Actual to Budget Comparison For the Two Months Ended February 28, 2017

	Budget 2017	Actual YTD 2017	Committed 2017	Total Actual and Committed 2017	(Under)/Over Budget
<u>Operating Revenue</u>					
EDA Grant	\$ -	\$ -	\$ -	\$ -	\$ -
Loan fees	850	-	-	-	(850)
Loan interest	6,800	2,149	-	2,149	(4,651)
Late fees	-	-	-	-	-
Grant revenue	-	-	-	-	-
Local façade income	-	-	-	-	-
Sale of Tech Meadow lots	100,000	-	-	-	(100,000)
Total revenue	<u>107,650</u>	<u>2,149</u>	<u>-</u>	<u>2,149</u>	<u>(105,501)</u>
<u>Non-Operating Revenue and Other Sources</u>					
Interest income	210	10	-	10	(200)
Miscellaneous	-	-	-	-	-
Total non-operating revenue and other sources	<u>210</u>	<u>10</u>	<u>-</u>	<u>10</u>	<u>(200)</u>
Total revenue and other sources	<u>107,860</u>	<u>2,159</u>	<u>-</u>	<u>2,159</u>	<u>(105,701)</u>
<u>Operating Expenses</u>					
Accounting and audit fees	16,500	6,630	-	6,630	(9,870)
Advertising / marketing	5,000	94	-	94	(4,906)
Attorneys	7,000	976	-	976	(6,024)
Community Foundation	-	-	-	-	-
Consulting, grant development, engineering	10,000	-	-	-	(10,000)
Downtown façade assistance program	-	-	-	-	-
Dues & subscriptions	500	-	-	-	(500)
Incubator (including insurance)	4,260	183	-	183	(4,077)
Insurance	2,549	-	-	-	(2,549)
Interest	-	95	-	95	95
Economic Development agreement	8,000	-	-	-	(8,000)
Miscellaneous	800	-	-	-	(800)
Tech Meadows Insurance	9,573	-	-	-	(9,573)
EDC contract expense	-	-	-	-	-
Payroll	3,000	331	-	331	(2,669)
Total operating expenses	<u>67,182</u>	<u>8,309</u>	<u>-</u>	<u>8,309</u>	<u>(58,873)</u>
<u>Other Expenses</u>					
Tech Meadows interest expense	-	-	-	-	-
Tech Meadows taxes	1,836	1,752	-	1,752	(84)
USDA Interest	-	-	-	-	-
Total operating and other expenses	<u>69,018</u>	<u>10,061</u>	<u>-</u>	<u>8,309</u>	<u>(58,873)</u>
Changes in Net Assets	<u>\$ 38,842</u>	<u>\$ (7,902)</u>	<u>\$ -</u>	<u>\$ (7,902)</u>	

See accountant's compilation report and supplementary information.

Greater Glens Falls Local Development Corporation

Selected Information - Substantially All Disclosures
Required By Generally Accepted Accounting Principles Omitted
February 28, 2017

1. SUPPLEMENTAL INFORMATION

Revenue

Greater Glens Falls Local Development Corporation recognizes revenue on the accrual basis. Revenue from cash balances and grant funds are recognized when available.

Tech Meadows

Tech Meadows represents a parcel of land in Glens Falls, NY owned by the Greater Glens Falls Local Development Corporation. Costs to develop this land are capitalized as incurred.

2. LOANS RECEIVABLE

Loans receivable represents principal balances due in the future. All loans were current as of February 28, 2017.

Greater Glens Falls Local Development Corporation

Selected Information - Substantially All Disclosures Required By Generally Accepted Accounting Principles Omitted February 28, 2017

3. CASH AND CASH EQUIVALENTS

Cash balances are comprised of several checking, money market, and certificate of deposit accounts held by two local banks. Cash balances are divided between eight pools of funds: Program Income, Local Money, ARBI, Tech Meadows, GGF EDA, GGF Local Facade Escrow, USDA Relending and Miscellaneous. Program Income and miscellaneous funds have attached varying requirements to receive loans. A breakdown of these funds' current commitments (within one year) and available balances are as follows:

ARBI account	\$	87,600
Miscellaneous Account		
No commitments at this time		32,539
GGF EDA Account		185
USDA Relending Account		59,215
USDA Relending Reserve		8,721
Warren Street BOA		18,690
Program Income Account		<u>119,232</u>
Total		326,182
Future Commitments		
ARBI Account		
Incubator		(87,600)
GGF EDA Account		(185)
USDA Relending Account		(59,215)
USDA Relending Reserve		(8,721)
Warren Street BOA		(18,690)
Program Income Account		
Loans related to jobs		<u>(119,232)</u>
		(293,643)
Total available funds	\$	<u><u>32,539</u></u>