

**GREATER GLENS FALLS
LOCAL DEVELOPMENT CORPORATION**

**FINANCIAL REPORT
and
SUPPLEMENTARY INFORMATION
THREE MONTHS ENDED MARCH 31, 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 March 31, 2017 and the related statement of revenue expenses and changes in net assets for the three 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
April 5, 2017

Greater Glens Falls Local Development Corporation

Statement of Net Assets March 31, 2017

Assets

Current assets:

Cash - unrestricted	\$ 22,134
Cash - restricted	293,659
Grants receivable	-
Escrow funds receivable	-
Prepaid expenses	3,786
Other receivables	1,280
Total current assets	<u>320,859</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	<u>242,878</u>
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Total assets	<u>\$ 2,574,805</u>
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Liabilities and Net Assets

Current liabilities:

Note payable	\$ -
Accounts payable	3,609
Total current liabilities	<u>3,609</u>

Long term liabilities:

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

Unrestricted	2,142,751
Temporarily restricted	293,659
Total net assets	<u>2,436,410</u>

Total liabilities and net assets	<u>\$ 2,574,805</u>
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Greater Glens Falls Local Development Corporation

Statement of Revenue, Expenses and Changes in Net Assets For the Three Months Ended March 31, 2017

Operating revenues:	
Interest on loans	\$ 3,149
Grant revenue	-
Late fees and returned check fees	-
Loan fees	-
Total operating revenue	<u>3,149</u>
Other revenue:	
Interest income	19
Total operating and other revenue	<u>3,168</u>
Operating expenses:	
Accounting and audit fees	7,120
Advertising / marketing	336
Attorneys	1,584
Community Foundation	-
Consulting, grant development, engineering	-
Downtown façade assistance program	-
Dues & subscriptions	-
Incubator	3,797
Insurance	9,675
Interest	-
Miscellaneous	-
Downtown parking structure	-
EDC contract expense	-
Payroll	538
Total operating expenses	<u>23,050</u>
Other expenses:	
Tech Meadows interest expense	-
Tech Meadows Taxes	1,752
USDA Interest	-
Total operating and other expenses	<u>24,802</u>
Change in net assets	(21,634)
Net assets, beginning	<u>2,458,044</u>
Net assets, ending	<u>\$ 2,436,410</u>

Note: Incubator expenses of \$3,797 were paid from the separate Incubator cash account.

Supplementary Information

Greater Glens Falls Local Development Corporation

**Schedule of Loan Details
March 31, 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 March 31, 2017	Fund	Balance by Program	Status/Notes
Joseph Girard	10,000	3/26/14	3/26/19	11,254	5,714	1,040	4.75%	188	26th	4,286	PI	\$ 4,286	Current
The Bullpen	150,000	5/13/14	5/13/21	184,776	35,554	17,918	4.75%	1,573	13th	114,446	USDA	\$ 114,446	Current
Mean Max, LLC	25,000	5/31/14	6/5/18	27,554	16,662	2,278	4.85%	574	5th	8,338	PI	\$ 8,338	Current
13 Chester Street, LLC	75,000	8/28/15	5/28/25	95,060	9,816	5,596	5.50%	811	28th	65,184	MISC	\$ 65,184	Current
Rucinski, Hall Arch.	30,000	9/19/15	8/19/22	36,587	5,895	2,430	6.00%	438	19th	24,105	PI	\$ 24,105	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	Late
Total Loans Receivable	330,000			402,284	87,122	33,469		\$ 4,238		\$ 242,878		\$ 242,878	

See accountant's compilation report and supplementary information.

Greater Glens Falls Local Development Corporation

Actual to Budget Comparison For the Three Months Ended March 31, 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	3,149	-	3,149	(3,651)
Late fees	-	-	-	-	-
Grant revenue	-	-	-	-	-
Local façade income	-	-	-	-	-
Sale of Tech Meadow lots	100,000	-	-	-	(100,000)
Total revenue	<u>107,650</u>	<u>3,149</u>	<u>-</u>	<u>3,149</u>	<u>(104,501)</u>
<u>Non-Operating Revenue and Other Sources</u>					
Interest income	210	19	-	19	(191)
Miscellaneous	-	-	-	-	-
Total non-operating revenue and other sources	<u>210</u>	<u>19</u>	<u>-</u>	<u>19</u>	<u>(191)</u>
Total revenue and other sources	<u>107,860</u>	<u>3,168</u>	<u>-</u>	<u>3,168</u>	<u>(104,692)</u>
<u>Operating Expenses</u>					
Accounting and audit fees	16,500	7,120	-	7,120	(9,380)
Advertising / marketing	5,000	336	-	336	(4,664)
Attorneys	7,000	1,584	-	1,584	(5,416)
Community Foundation	-	-	-	-	-
Consulting, grant development, engineering	10,000	-	-	-	(10,000)
Downtown façade assistance program	-	-	-	-	-
Dues & subscriptions	500	-	-	-	(500)
Incubator (including insurance)	4,260	3,797	-	3,797	(463)
Insurance	2,549	9,675	-	9,675	7,126
Interest	-	-	-	-	-
Economic Development agreement	8,000	-	-	-	(8,000)
Miscellaneous	800	-	-	-	(800)
Tech Meadows Insurance	9,573	-	-	-	(9,573)
EDC contract expense	-	-	-	-	-
Payroll	3,000	538	-	538	(2,462)
Total operating expenses	<u>67,182</u>	<u>23,050</u>	<u>-</u>	<u>23,050</u>	<u>(44,132)</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>24,802</u>	<u>-</u>	<u>23,050</u>	<u>(44,132)</u>
Changes in Net Assets	<u>\$ 38,842</u>	<u>\$ (21,634)</u>	<u>\$ -</u>	<u>\$ (21,634)</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
March 31, 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. One loan was past due as of March 31, 2017.

Greater Glens Falls Local Development Corporation

Selected Information - Substantially All Disclosures Required By Generally Accepted Accounting Principles Omitted March 31, 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	\$	83,986
Miscellaneous Account		
No commitments at this time		22,134
GGF EDA Account		185
USDA Relending Account		61,457
USDA Relending Reserve		8,721
Warren Street BOA		18,690
Program Income Account		<u>120,620</u>
Total		315,793
Future Commitments		
ARBI Account		
Incubator		(83,986)
GGF EDA Account		(185)
USDA Relending Account		(61,457)
USDA Relending Reserve		(8,721)
Warren Street BOA		(18,690)
Program Income Account		
Loans related to jobs		<u>(120,620)</u>
		(293,659)
Total available funds	\$	<u>22,134</u>