

**GREATER GLENS FALLS
LOCAL DEVELOPMENT CORPORATION**

**FINANCIAL REPORT
and
SUPPLEMENTARY INFORMATION
FIVE MONTHS ENDED MAY 31, 2017**

Greater Glens Falls Local Development Corporation

Table of Contents

Accountant's Compilation Report.....	1
Financial Statements	
Statement of Net Assets.....	2
Statement of Revenues, Expenses, and Changes in Net Assets.....	3
Supplementary Information	
Schedule of Loan Details.....	4
Schedule of Revenue and Expenses Actual to Budget Comparison.....	5
Selected Information.....	6-7

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 May 31, 2017 and the related statement of revenue expenses and changes in net assets for the five 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
June 1, 2017

Greater Glens Falls Local Development Corporation

Statement of Net Assets May 31, 2017

Assets

Current assets:

Cash - unrestricted	\$ 18,474
Cash - restricted	298,804
Grants receivable	-
Escrow funds receivable	-
Prepaid expenses	3,786
Other receivables	1,280
Total current assets	<u>322,344</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>236,426</u>
------------------	----------------

Total assets	<u>\$ 2,569,838</u>
--------------	---------------------

Liabilities and Net Assets

Current liabilities:

Note payable	\$ -
Accounts payable	2,275
Total current liabilities	<u>2,275</u>

Long term liabilities:

Loan payable - USDA	<u>134,786</u>
---------------------	----------------

Net assets:

Unrestricted	2,133,973
Temporarily restricted	298,804
Total net assets	<u>2,432,777</u>

Total liabilities and net assets	<u>\$ 2,569,838</u>
----------------------------------	---------------------

Greater Glens Falls Local Development Corporation

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

Operating revenues:	
Interest on loans	\$ 5,079
Grant revenue	-
Late fees and returned check fees	-
Loan fees	-
Total operating revenue	<u>5,079</u>
Other revenue:	
Interest income	57
Total operating and other revenue	<u>5,136</u>
Operating expenses:	
Accounting and audit fees	8,350
Advertising / marketing	620
Attorneys	2,836
Community Foundation	-
Consulting, grant development, engineering	-
Downtown façade assistance program	-
Dues & subscriptions	-
Incubator	4,026
Insurance	11,480
Interest	95
Miscellaneous	250
Downtown parking structure	-
EDC contract expense	-
Payroll	994
Total operating expenses	<u>28,651</u>
Other expenses:	
Tech Meadows interest expense	-
Tech Meadows Taxes	1,752
USDA Interest	-
Total operating and other expenses	<u>30,403</u>
Change in net assets	(25,267)
Net assets, beginning	<u>2,458,044</u>
Net assets, ending	<u>\$ 2,432,777</u>

Note: Incubator expenses of \$3,889 were paid from the separate Incubator cash account.

Supplementary Information

Greater Glens Falls Local Development Corporation

Schedule of Loan Details May 31, 2017

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 May 31, 2017	Fund	Balance by Program	Status/Notes
3/26/14	3/26/19	11,254	6,056	1,073	4.75%	188	26th	3,944	PI	\$ 3,944	Current
5/13/14	5/13/21	184,776	37,797	18,820	4.75%	1,573	13th	112,203	USDA	\$ 112,203	Current
6/5/14	6/5/18	27,554	17,745	2,345	4.85%	574	5th	7,255	PI	\$ 7,255	Current
5/29/15	5/28/25	95,060	10,897	6,137	5.50%	811	28th	64,103	MISC	\$ 64,103	Current
8/19/15	8/19/22	36,587	6,532	2,670	6.00%	438	19th	23,468	PI	\$ 23,468	Current
12/20/14	12/20/20	47,053	14,547	4,447	5.50%	654	20th	25,453	USDA	\$ 25,453	In Grace Period
		402,284	93,574	35,492		\$ 4,238		\$ 236,426		\$ 236,426	

and supplementary information.

Greater Glens Falls Local Development Corporation

Actual to Budget Comparison For the Five Months Ended May 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	5,079	-	5,079	(1,721)
Late fees	-	-	-	-	-
Grant revenue	-	-	-	-	-
Local façade income	-	-	-	-	-
Sale of Tech Meadow lots	100,000	-	-	-	(100,000)
Total revenue	<u>107,650</u>	<u>5,079</u>	<u>-</u>	<u>5,079</u>	<u>(102,571)</u>
<u>Non-Operating Revenue and Other Sources</u>					
Interest income	210	57	-	57	(153)
Miscellaneous	-	-	-	-	-
Total non-operating revenue and other sources	<u>210</u>	<u>57</u>	<u>-</u>	<u>57</u>	<u>(153)</u>
Total revenue and other sources	<u>107,860</u>	<u>5,136</u>	<u>-</u>	<u>5,136</u>	<u>(102,724)</u>
<u>Operating Expenses</u>					
Accounting and audit fees	16,500	8,350	-	8,350	(8,150)
Advertising / marketing	5,000	620	-	620	(4,380)
Attorneys	7,000	2,836	-	2,836	(4,164)
Community Foundation	-	-	-	-	-
Consulting, grant development, engineering	10,000	-	-	-	(10,000)
Downtown façade assistance program	-	-	-	-	-
Dues & subscriptions	500	-	-	-	(500)
Incubator (including insurance)	4,260	4,026	-	4,026	(234)
Insurance	2,549	11,480	-	11,480	8,931
Interest	-	95	-	95	95
Economic Development agreement	8,000	-	-	-	(8,000)
Miscellaneous	800	250	-	250	(550)
Tech Meadows Insurance	9,573	-	-	-	(9,573)
EDC contract expense	-	-	-	-	-
Payroll	3,000	994	-	994	(2,006)
Total operating expenses	<u>67,182</u>	<u>28,651</u>	<u>-</u>	<u>28,651</u>	<u>(38,531)</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>30,403</u>	<u>-</u>	<u>28,651</u>	<u>(38,531)</u>
Changes in Net Assets	<u>\$ 38,842</u>	<u>\$ (25,267)</u>	<u>\$ -</u>	<u>\$ (25,267)</u>	

Greater Glens Falls Local Development Corporation

Selected Information - Substantially All Disclosures Required By Generally Accepted Accounting Principles Omitted May 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. All loans were current as of May 31, 2017, although one loan was in its payment grace period.

Greater Glens Falls Local Development Corporation

Selected Information - Substantially All Disclosures Required By Generally Accepted Accounting Principles Omitted May 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	\$	83,775
Miscellaneous Account		
No commitments at this time		18,474
GGF EDA Account		185
USDA Relending Account		64,581
USDA Relending Reserve		8,722
Warren Street BOA		18,692
Program Income Account		122,849
Total		<u>317,278</u>
Future Commitments		
ARBI Account		
Incubator		(83,775)
GGF EDA Account		(185)
USDA Relending Account		(64,581)
USDA Relending Reserve		(8,722)
Warren Street BOA		(18,692)
Program Income Account		
Loans related to jobs		(122,849)
		<u>(298,804)</u>
Total available funds	\$	<u>18,474</u>