

**GREATER GLENS FALLS  
LOCAL DEVELOPMENT CORPORATION**

**FINANCIAL REPORT  
and  
SUPPLEMENTARY INFORMATION  
SEVEN MONTHS ENDED JULY 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 July 31, 2017 and the related statement of revenue expenses and changes in net assets for the seven 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  
August 18, 2017

# Greater Glens Falls Local Development Corporation

## Statement of Net Assets July 31, 2017

### Assets

#### Current assets:

Cash - unrestricted	\$ 13,930
Cash - restricted	304,686
Grants receivable	-
Escrow funds receivable	-
Prepaid expenses	3,786
Other receivables	1,280
Total current assets	<u>323,682</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

229,917

#### Total assets

\$ 2,564,667

### 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>
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#### Net assets:

Unrestricted	2,122,920
Temporarily restricted	304,686
Total net assets	<u>2,427,606</u>

#### Total liabilities and net assets

\$ 2,564,667

# Greater Glens Falls Local Development Corporation

## Statement of Revenue, Expenses and Changes in Net Assets For the Seven Months Ended July 31, 2017

Operating revenues:	
Interest on loans	\$ 7,233
Grant revenue	-
Late fees and returned check fees	-
Loan fees	-
Transfer from CDC	7,500
Total operating revenue	<u>14,733</u>
Other revenue:	
Interest income	84
Total operating and other revenue	<u>14,817</u>
Operating expenses:	
Accounting fees	5,030
Audit fees	9,025
Advertising / marketing	1,095
Appraisal fees	3,550
Attorneys	3,652
Community Foundation	-
Consulting, grant development, engineering	-
Downtown façade assistance program	-
Dues & subscriptions	-
Incubator	4,209
Insurance	11,481
Interest	95
Miscellaneous	250
Downtown parking structure	-
EDC contract expense	3,750
Payroll	1,366
Total operating expenses	<u>43,503</u>
Other expenses:	
Tech Meadows interest expense	-
Tech Meadows Taxes	1,752
USDA Interest	-
Total operating and other expenses	<u>45,255</u>
Change in net assets	(30,438)
Net assets, beginning	<u>2,458,044</u>
Net assets, ending	<u>\$ 2,427,606</u>

Note: Incubator expenses of \$4,209 were paid from the separate Incubator cash account.

## **Supplementary Information**

# Greater Glens Falls Local Development Corporation

## Schedule of Loan Details July 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 July 31, 2017	Fund	Balance by Program	Status/Notes
Joseph Girard	10,000	3/26/14	3/26/19	11,254	6,401	1,104	4.75%	188	26th	3,599	PI	\$ 3,599	Current
The Bullpen	150,000	5/13/14	5/13/21	184,776	40,059	19,704	4.75%	1,573	13th	109,941	USDA	\$ 109,941	Current
Mean Max, LLC	25,000	5/31/14	6/5/18	27,554	18,896	2,401	4.85%	574	5th	6,164	PI	\$ 6,164	Current
13 Chester Street, LLC	75,000	8/29/15	5/28/25	95,060	11,988	6,669	5.50%	811	28th	63,012	MISC	\$ 63,012	Current
Rucinski, Hall Arch.	30,000	9/19/15	8/19/22	36,587	7,175	2,903	6.00%	438	19th	22,825	PI	\$ 22,825	Current
220 Glen Street, LLC	40,000	11/20/14	12/20/20	47,053	15,624	4,678	5.50%	654	20th	24,376	USDA	\$ 24,376	In Grace Period
<b>Total Loans Receivable</b>	<b>330,000</b>			<b>402,284</b>	<b>100,083</b>	<b>37,459</b>		<b>\$ 4,238</b>		<b>\$ 229,917</b>		<b>\$ 229,917</b>	

# Greater Glens Falls Local Development Corporation

## Actual to Budget Comparison For the Seven Months Ended July 31, 2017

	Budget 2017	Actual YTD 2017	Committed 2017	Total Actual and Committed 2017	(Under)/Over Budget
<b><u>Operating Revenue</u></b>					
EDA Grant	\$ -	\$ -	\$ -	\$ -	\$ -
Loan fees	850	-	-	-	(850)
Loan interest	6,800	7,233	-	7,233	433
Late fees	-	-	-	-	-
Grant revenue	-	-	-	-	-
Local façade income	-	-	-	-	-
Transfer from CDC	-	7,500	-	7,500	7,500
Sale of Tech Meadow lots	100,000	-	-	-	(100,000)
Total revenue	<u>107,650</u>	<u>14,733</u>	<u>-</u>	<u>14,733</u>	<u>(92,917)</u>
<b><u>Non-Operating Revenue and Other Sources</u></b>					
Interest income	210	84	-	84	(126)
Miscellaneous	-	-	-	-	-
Total non-operating revenue and other sources	<u>210</u>	<u>84</u>	<u>-</u>	<u>84</u>	<u>(126)</u>
Total revenue and other sources	<u>107,860</u>	<u>14,817</u>	<u>-</u>	<u>14,817</u>	<u>(93,043)</u>
<b><u>Operating Expenses</u></b>					
Accounting fees	7,475	5,030	-	5,030	(2,445)
Audit fees	9,025	9,025	-	9,025	-
Advertising / marketing	5,000	1,095	-	1,095	(3,905)
Appraisal fees	-	3,550	-	3,550	3,550
Attorneys	7,000	3,652	-	3,652	(3,348)
Community Foundation	-	-	-	-	-
Consulting, grant development, engineering	10,000	-	-	-	(10,000)
Downtown façade assistance program	-	-	-	-	-
Dues & subscriptions	500	-	-	-	(500)
Incubator (including insurance)	4,260	4,209	-	4,209	(51)
Insurance	12,122	11,481	-	11,481	(641)
Interest	-	95	-	95	95
Miscellaneous	800	250	-	250	(550)
EDC contract expense	8,000	3,750	-	3,750	(4,250)
Payroll	3,000	1,366	-	1,366	(1,634)
Total operating expenses	<u>67,182</u>	<u>43,503</u>	<u>-</u>	<u>43,503</u>	<u>(23,679)</u>
<b><u>Other Expenses</u></b>					
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>45,255</u>	<u>-</u>	<u>45,255</u>	<u>(23,679)</u>
Changes in Net Assets	<u>\$ 38,842</u>	<u>\$ (30,438)</u>	<u>\$ -</u>	<u>\$ (30,438)</u>	
Cash from Incubator Account		<u>4,209</u>		<u>4,209</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 July 31, 2017

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### 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 July 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 July 31, 2017

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### 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	\$	82,599
Miscellaneous Account		
No commitments at this time		13,930
GGF EDA Account		185
USDA Relending Account		69,038
USDA Relending Reserve		8,723
Warren Street BOA		18,694
Program Income Account		<u>125,447</u>
Total		318,616
Future Commitments		
ARBI Account		
Incubator		(82,599)
GGF EDA Account		(185)
USDA Relending Account		(69,038)
USDA Relending Reserve		(8,723)
Warren Street BOA		(18,694)
Program Income Account		
Loans related to jobs		<u>(125,447)</u>
		(304,686)
Total available funds	\$	<u>13,930</u>