

**GREATER GLENS FALLS
LOCAL DEVELOPMENT CORPORATION**

**FINANCIAL REPORT
and
SUPPLEMENTARY INFORMATION
EIGHT MONTHS ENDED AUGUST 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 August 31, 2017 and the related statement of revenue expenses and changes in net assets for the eight 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
September 8, 2017

Greater Glens Falls Local Development Corporation

Statement of Net Assets August 31, 2017

Assets

Current assets:

Cash - unrestricted	\$ 14,748
Cash - restricted	308,072
Grants receivable	-
Escrow funds receivable	-
Prepaid expenses	3,786
Other receivables	1,280
Total current assets	<u>327,886</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

226,642

Total assets

\$ 2,565,596

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	2,120,463
Temporarily restricted	308,072
Total net assets	<u>2,428,535</u>

Total liabilities and net assets

\$ 2,565,596

Greater Glens Falls Local Development Corporation

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

Operating revenues:	
Interest on loans	\$ 8,196
Grant revenue	-
Late fees and returned check fees	-
Loan fees	-
Transfer from CDC	7,500
Total operating revenue	<u>15,696</u>
Other revenue:	
Interest income	97
Total operating and other revenue	<u>15,793</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	4,256
Insurance	11,481
Interest	95
Miscellaneous	250
Downtown parking structure	-
EDC contract expense	3,750
Payroll	1,368
Total operating expenses	<u>49,550</u>
Other expenses:	
Tech Meadows interest expense	-
Tech Meadows Taxes	1,752
USDA Interest	-
Total operating and other expenses	<u>45,302</u>
Change in net assets	(29,509)
Net assets, beginning	<u>2,458,044</u>
Net assets, ending	<u><u>\$ 2,428,535</u></u>

Note: Incubator expenses of \$4,256 were paid from the separate Incubator cash account.

Supplementary Information

Greater Glens Falls Local Development Corporation

Schedule of Loan Details August 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 August 31, 2017	Fund	Balance by Program	Status/Notes
1/26/14	3/26/19	11,254	6,574	1,118	4.75%	188	26th	3,426	PI	\$ 3,426	Current
1/13/14	5/13/21	184,776	41,197	20,139	4.75%	1,573	13th	108,803	USDA	\$ 108,803	Current
1/31/14	6/5/18	27,554	19,385	2,426	4.85%	574	5th	5,615	PI	\$ 5,615	Current
1/29/15	5/28/25	95,060	12,537	6,932	5.50%	811	28th	62,463	MISC	\$ 62,463	Current
1/19/15	8/19/22	36,587	7,499	3,017	6.00%	438	19th	22,501	PI	\$ 22,501	Current
1/20/14	12/20/20	47,053	16,166	4,790	5.50%	654	20th	23,834	USDA	\$ 23,834	In Grace Period
		402,284	103,358	38,422		\$ 4,238		\$ 226,642		\$ 226,642	

and supplementary information.

Greater Glens Falls Local Development Corporation

Actual to Budget Comparison For the Eight Months Ended August 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	8,196	-	8,196	1,396
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	107,650	15,696	-	15,696	(91,954)
<u>Non-Operating Revenue and Other Sources</u>					
Interest Income	210	97	-	97	(113)
Miscellaneous	-	-	-	-	-
Total non-operating revenue and other sources	210	97	-	97	(113)
Total revenue and other sources	107,860	15,793	-	15,793	(92,067)
<u>Operating Expenses</u>					
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	4,256	-	4,256	(4)
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	67,182	43,550	-	43,550	(23,632)
<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	69,018	45,302	-	45,302	(23,632)
Changes in Net Assets	\$ 38,842	\$ (29,509)	\$ -	\$ (29,509)	
Cash from Incubator Account		4,256		4,256	
Net change in non-incubator assets		(25,253)		(25,253)	

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 August 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 August 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
August 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	\$ 82,556
Miscellaneous Account	
No commitments at this time	14,748
GGF EDA Account	185
USDA Relending Account	71,267
USDA Relending Reserve	8,723
Warren Street BOA	18,694
Program Income Account	126,647
Total	<u>322,820</u>
 Future Commitments	
ARBI Account	
Incubator	(82,556)
GGF EDA Account	(185)
USDA Relending Account	(71,267)
USDA Relending Reserve	(8,723)
Warren Street BOA	(18,694)
Program Income Account	
Loans related to jobs	<u>(126,647)</u>
	<u>(308,072)</u>
 Total available funds	 <u>\$ 14,748</u>