CONSOLIDATED FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

YEARS ENDED DECEMBER 31, 2021 AND 2020

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors

St. Lawrence County Industrial Development Agency –

Local Development Corporation

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of St. Lawrence County Industrial Development Agency – Local Development Corporation (SLCIDA-LDC) (a nonprofit organization) and affiliates, a component unit of St. Lawrence County, New York, which comprise the statement of financial position as of December 31, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements present fairly, in all material respects, the financial position of SLCIDA-LDC as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the SLCIDA-LDC and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the SLCIDA-LDC's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the SLCIDA-LDC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the SLCIDA-LDC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 28, 2022 on our consideration of the SLCIDA-LDC's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the SLCIDA-LDC's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the SLCIDA-LDC's internal control over financial reporting and compliance.

Certified Public Accountants, P.C.

STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2021 AND 2020

	12/31/2021		1	2/31/2020
ASSETS				_
CURRENT ASSETS				
Cash and Cash Equivalents	\$	420,424	\$	310,055
Restricted Cash		10,004,932		8,551,020
Restricted Investments		718,384		1,799,735
Accounts Receivable		6,736		2,673
Grant Receivable		25,018		-
Accrued Interest Receivable		15,906		10,975
Due from Affiliate		-		129,926
Mortgages and Notes Receivable (Net of Allowance)		827,537		829,795
Capital Lease Receivable		20,469		19,802
Total Current Assets		12,039,406		11,653,981
Fixed Assets - Net		302,644		318,702
LONG-TERM ASSETS				
Mortgages and Notes Receivable - Net of Current Portion		3,170,543		3,966,778
Capital Lease Receivable - Net of Current Portion		325,381		345,886
Total Long-Term Assets		3,495,924		4,312,664
TOTAL ASSETS	<u>\$</u>	15,837,974	<u>\$</u>	16,285,347
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts Payable	\$	27,478	\$	16,457
NET ASSETS				
Without Donor Restrictions		421,078		309,807
With Donor Restrictions		15,389,418		15,959,083
Total Net Assets		15,810,496		16,268,890
TOTAL LIABILITIES AND NET ASSETS	\$	15,837,974	\$	16,285,347

STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

		2021		2020			
	Without Donor	onor With Donor		Without Donor	With Donor	_	
	Restrictions	Restrictions	Totals	Restrictions	Restrictions	Totals	
SUPPORT AND REVENUE							
Interest Income - Banks	\$ 103	\$ 8,957	\$ 9,060	\$ 239	\$ 11,883	\$ 12,122	
Interest Income - Loans/Leases	-	147,036	147,036	-	144,766	144,766	
Rental Income	-	30,690	30,690	-	30,690	30,690	
Application Fees	-	2,825	2,825	-	1,300	1,300	
Late Payment Fees	-	1,016	1,016	-	840	840	
Grant Income - NBRC	-	500,359	500,359	-	-	-	
Grant Income - Massena Electric	-	-	-	-	11,855	11,855	
Unrealized Gain (Loss) on Investments	-	(5,690)	(5,690)	_	(9,119)	(9,119)	
Realized Gain on Investments	-	471	471	_	25,996	25,996	
Net Assets Released							
from Restrictions	1,255,329	(1,255,329)		555,213	(555,213)		
Total Support and Revenue	1,255,432	(569,665)	685,767	555,452	(337,002)	218,450	
EXPENSES							
Program Services	789,875	-	789,875	172,516	-	172,516	
Management and General	314,857		314,857	405,899		405,899	
Total Expenses	1,104,732		1,104,732	578,415		578,415	
OTHER GAINS (LOSSES)							
Debt Forgiveness	(53,774)	-	(53,774)	_	-	-	
Bad Debt Expense	(30,455)	-	(30,455)	_	-	-	
Change in Bad Debt Allowance	44,800		44,800	48,000		48,000	
Total Other Gains (Losses)	(39,429)		(39,429)	48,000		48,000	
CHANGE IN NET ASSETS	111,271	(569,665)	(458,394)	25,037	(337,002)	(311,965)	
Net Assets - Beginning of Year	309,807	15,959,083	16,268,890	284,770	16,296,085	16,580,855	
Net Assets - End of Year	\$ 421,078	\$ 15,389,418	\$ 15,810,496	\$ 309,807	\$ 15,959,083	\$ 16,268,890	

STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

		2021		2020					
		Management				Management			
	Program	and Gene	ral <u>'</u>	Totals	Program	and General	Totals		
EXPENSES									
Accounting	\$ -	\$ 16,5	26 \$	16,526	\$ -	\$ 16,225	\$ 16,225		
Administration Fees	7,200	200,0	00	207,200	7,200	200,000	207,200		
Advertising and Marketing	17,499		-	17,499	15,930	-	15,930		
Bank Charges	-	8	25	825	-	275	275		
Contractual	30,000		-	30,000	30,000	-	30,000		
Community Development	205,690		-	205,690	91,517	-	91,517		
Depreciation	16,058		-	16,058	16,058	-	16,058		
Educational Workshop	295		-	295	378	-	378		
Employee Benefits	-	3	41	341	-	879	879		
Industrial Development	500,359		-	500,359	-	-	-		
Insurance	6,816	1,0	78	7,894	7,929	1,056	8,985		
Legal Expense	1,875	7,5	00	9,375	-	7,545	7,545		
Maintenance	810		-	810	760	-	760		
Meeting Expense	-		23	23	-	295	295		
Mileage and Travel	-		-	-	27	-	27		
Miscellaneous Expense	-		-	_	-	318	318		
Office Supplies	-	3	88	388	-	374	374		
Payroll Processing Fees	-	1,8	80	1,880	-	1,856	1,856		
Payroll Taxes	-	7,4	41	7,441	-	13,800	13,800		
Salaries	-	78,8	55	78,855	-	163,276	163,276		
Underwriting/Credit Reports	961		-	961	957	-	957		
Utilities	2,312		<u> </u>	2,312	1,760		1,760		
Total Expenses	\$ 789,875	\$ 314,8	<u>57</u> \$1,	,104,732	\$ 172,516	\$ 405,899	\$ 578,415		

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	1	12/31/2021	1	2/31/2020
CASH FLOWS FROM OPERATING ACTIVITIES				
Cash Received from Interest	\$	151,165	\$	161,848
Cash Received from Building Rents		30,690		30,690
Cash Received from Grants		475,341		11,855
Cash Received from Affiliate		76,152		-
Cash Received from Others		3,841		2,140
Cash Paid to Employees for Wages and Benefits		(86,637)		(177,955)
Cash Paid to Others for Economic Development Projects		(681,031)		(91,517)
Cash Paid for Goods and Services		(314,048)		(276,363)
				_
Net Cash Provided (Used) By Operating Activities	-	(344,527)		(339,302)
INVESTING ACTIVITIES				
Purchase of Investments		(2,297,866)		(2,798,811)
Proceeds from Sale of Investments		3,373,998		2,800,000
Payments Received on Capital Lease		19,838		14,398
Issuance of New Mortgages and Notes		(671,222)		(320,000)
Payments Received on Mortgages and Notes		1,484,060		1,211,794
Net Cash Provided (Used) By Investing Activities		1,908,808		907,381
NET INCREASE (DECREASE) IN CASH,				
CASH EQUIVALENTS, AND RESTRICTED CASH		1,564,281		568,079
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - Beginning of Year		8,861,075		8,292,996
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - END OF YEAR	\$	10,425,356	\$	8,861,075

RECONCILIATION OF CASH, CASH EQUIVALENTS, AND RESTRICTED CASH FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

The following table provides a reconciliation of cash, cash equivalents, and restricted cash reported within the statement of financial position that sum to the total of the same such amounts shown in the statement of cash flows.

	1	12/31/2021	1	2/31/2020
Cash and Cash Equivalents Restricted Cash	\$	420,424 10,004,932	\$	310,055 8,551,020
Total cash, cash equivalents, and restricted cash shown in the statement of cash flows	\$	10,425,356	\$	8,861,075

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting and Reporting Entity

The consolidated financial statements of the St. Lawrence County Industrial Development Agency Local Development Corporation (SLCIDA-LDC), which include the Greater Massena Economic Development Fund (GMEDF) (a nonprofit economic development loan fund), and the St. Lawrence River Valley Redevelopment Agency (SLRVRA) (a nonprofit organization) have been prepared on the accrual basis. Significant intercompany transactions and balances have been eliminated in the consolidation. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

The consolidated SLCIDA-LDC is considered a component unit of the financial reporting entity known as County of St. Lawrence, New York based upon criteria set forth by GASB Statement No. 14, *The Financial Reporting Entity*, as amended.

Financial Statement Presentation

The SLCIDA-LDC has adopted *FASB ASC 958-205*. Under this standard, the SLCIDA-LDC is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net Assets Without Donor Restrictions: Net assets not subject to donor-imposed stipulations.

Net Assets With Donor Restrictions: Net assets whose use is limited by donor-imposed time and/or purposes restrictions.

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. When restrictions expire, net assets with donor restrictions are classified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Contributions

The SLCIDA-LDC has also adopted *FASB ASC 958-605*. In accordance with this standard, contributions received are recorded as increases in net assets without donor restrictions or net assets with donor restrictions depending on the existence and/or nature of any donor restrictions.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Nature of Operations

On April 29, 1986, the St. Lawrence County Industrial Development Agency (SLCIDA) created a Local Development Corporation known as the St. Lawrence County Industrial Development Agency Local Development Corporation (SLCIDA-LDC). St. Lawrence County assigned all of the loan repayments from the County Community Development Block Grant (CDBG) Projects to SLCIDA for the purpose of establishing a county-wide revolving loan fund. Upon the formation of the SLCIDA-LDC, the SLCIDA assigned all of its rights in the CDBG assignment to the SLCIDA-LDC for collection and administration.

The SLCIDA-LDC also administers the assets of the Greater Massena Economic Development Fund (GMEDF) and the St. Lawrence River Valley Redevelopment Agency (SLRVRA).

The GMEDF was established in 1987 with a \$ 1,000,000 grant from the New York Power Authority to be used to provide loans to certain business enterprises for the establishment, maintenance, or expansion of plants, facilities or operations in the Town of Massena and the County of St. Lawrence in the State of New York. The New York Job Development Authority ("JDA") initially agreed to assume administrative responsibility for the GMEDF.

Accordingly, JDA held and invested all monies of the GMEDF, paid its bills and administered economic development loans. The GMEDF has no employees, and in accordance with the underlying agreement, JDA waived any reimbursement of administrative costs as its contribution to the GMEDF's program.

The GMEDF was a financial reporting component unit of JDA and, as such, its financial position and operating results were included in the JDA's financial statements. JDA was a component unit of New York State and, as such, its financial statements were included in the State of New York's financial statements.

In October 2000, the role of Trustee of the GMEDF was formally transferred by mutual agreement from JDA to the SLCIDA, effective June 30, 2001. The GMEDF was combined with the efforts and activities of the SLCIDA-LDC. The SLCIDA-LDC is a Not-For-Profit Corporation formed under the Not-For-Profit Corporation Law of the State of New York as defined in subparagraph (a)(5) of Section 402 of the Law. For tax reporting purposes, the accounts of the GMEDF were consolidated with those of the SLCIDA-LDC for joint reporting as a combined entity.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Nature of Operations (Continued)

The SLRVRA is a joint action agency formed on June 2, 2010 to make use of certain New York Power Authority (NYPA) assets for the purposes of economic development in the St. Lawrence Valley and surrounding communities. Under the 2010 agreement, NYPA made available for economic development purposes \$ 16,000,000 and 20 megawatts of electrical power generation from hydro-electric facilities situated on the St. Lawrence River. A parallel agreement, also dated June 2, 2010, between the SLRVRA and the SLCIDA-LDC provided the mechanism for the administration of these assets. The SLRVRA has no employees.

As per the 2010 agreements, NYPA had provided the \$16,000,000 to the SLRVRA and SLCIDA-LDC. On October 18, 2013, NYPA executed an agreement with Massena Electric Department (as proposed in the 2010 agreements) that made the 20 megawatts of electricity allocated to the SLRVRA available for economic development projects.

The St. Lawrence County Local Development Corporation (SLC LDC) was a Not-For-Profit Corporation formed on January 27, 1977 for the purpose of relieving and reducing unemployment and to promote and provide for additional and maximum employment in the County. The SLC LDC performed several functions in promoting the furtherance of business in the County including the administration of federal and state grants for the purpose of providing maximum employment for its citizens.

Upon approval of the Supreme Court of the State of New York, an approved plan of dissolution commenced and on August 9, 2016, the assets and liabilities of the SLC LDC were acquired by the SLCIDA-LDC. At that time, the SLC LDC was officially dissolved.

In 2018 the SLCIDA-LDC entered into an agreement with the Town of Brasher to manage a revolving loan fund to promote and encourage small business growth in the Town of Brasher. A fund was set up with an initial allocation of \$ 100,000 from the Town of Brasher. At this time, three loans have been made from the fund.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

For the purposes of reporting cash flows, cash and cash equivalents include cash on hand, amounts due from banks, and savings instruments with a maturity of less than three months.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Mortgages and Notes Receivable

Mortgages and notes receivable are reported at their principal amounts outstanding, net of allowances for possible credit losses. Interest revenue on the mortgages and notes are a credit to interest income based on loan principal amounts outstanding at appropriate interest rates.

Capital Assets

Capital assets are reported at actual cost. Capitalization thresholds (the dollar value above which asset acquisitions are added to the capital asset accounts), depreciation methods, and estimated useful lives of capital assets reported in the financial statements are as follows:

	Capitalization Threshold		Depreciation Method	Estimated Useful Life	
Buildings	\$	5,000	Straight Line (SL)	50 years	
Building Improvements		2,500	SL	10 years	

Net Assets With Donor Restrictions

The net assets with donor restrictions represent:

- The amount of the SLCIDA-LDC's Revolving Loan Fund created by St. Lawrence County to stimulate the growth of private sector industrial employment in St. Lawrence County, New York. The revolving loan fund provides financial assistance to applicants that: (1) wish to expand or to build new facilities; (2) must modernize their physical plant or equipment and machinery; and (3) require working capital funding to retain or expand their operations.
- Activities related to a \$ 16,000,000 grant for the SLRVRA from the New York Power Authority.
- The amount of the GMEDF which was created by a \$1,000,000 grant from the New York Power Authority to be used to provide loans to certain business enterprises for the establishment, maintenance, or expansion of plants, facilities or operations in the Town of Massena and the County of St. Lawrence in the State of New York.
- The Microenterprise Loan Fund which was created by a U.S. Department of Housing and Urban Development (HUD) grant whose purpose is to provide loans to certain qualified small business entities.
- The Brasher Revolving Loan Fund which was created by a grant from the Town of Brasher for the purpose of providing loans to promote and encourage small business growth in the Town of Brasher.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Net Assets With Donor Restrictions (Continued)

At December 31, 2021 and 2020, net assets with donor restrictions consisted of:

	_1	2/31/2021	1	2/31/2020
Revolving Loan Fund	\$	2,807,033	\$	2,923,171
SLRVRA		9,583,066		10,006,784
GMEDF		2,639,971		2,643,016
Microenterprise Loan Fund		263,121		285,933
Brasher Revolving Loan Fund		96,227		100,179
Total	\$	15,389,418	\$	15,959,083

Income Taxes

The SLCIDA-LDC is duly established under Section 402 and 1411 of the Not-for-Profit Corporation Law of the State of New York. The SLCIDA-LDC is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The GMEDF and SLRVRA are consolidated with the SLCIDA-LDC for information return reporting purposes.

Accounting principles generally accepted in the United States of America require management to evaluate all significant tax positions. As of December 31, 2021, the SLCIDA-LDC does not believe that it has taken any position that would require the recording of any tax liability or tax benefit.

Depreciation

Depreciation is calculated on buildings and improvements on the straight-line method over the assets estimated useful life. Depreciation expense for the years ended December 31, 2021 and 2020 was \$ 16,058 for each year.

Advertising and Marketing

The SLCIDA-LDC expenses advertising costs as they are incurred. Advertising expense for the years ended December 31, 2021 and 2020 was \$ 17,499 and \$ 15,930, respectively.

Allocation of Functional Expenses

Program expenses are activities that directly fulfill the mission of the SLCIDA-LDC. Management and general expenses are supporting activities that are not directly identifiable with a program. Expenses of the SLCIDA-LDC consist of costs related to the promotion of economic development, which includes the administration of revolving loan funds. Certain categories of expenses are attributable to economic development promotion and administrative support. These expenses include professional services and insurance. Professional services are allocated by the nature of the services provided while the type of covered risk determines the insurance allocation.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 2 - RESTRICTED CASH

Restricted cash for the years ended December 31, 2021 and 2020 was \$ 10,004,932 and \$ 8,551,020, respectively. Monies are currently invested in accounts at Key Bank, NBT Bank, and Community Bank.

NOTE 3 - MORTGAGES AND NOTES RECEIVABLE

The entities carry their mortgages and notes receivable at cost recognizing interest income on the accrual basis as specified in the various note agreements. The entities evaluate the collectability of the mortgages and notes receivable and the Boards have established a loan loss reserve. The loan loss reserve at December 31, 2021 and 2020 was \$ 235,200 and \$ 280,000, respectively. For details of the mortgages and notes as of December 31, 2021 and 2020, see Note 7.

NOTE 4 - LOANS TO RELATED PARTIES

St. Lawrence County Industrial Development Agency - Canton Industrial Building Loan: On December 4, 2014 the SLCIDA closed a \$ 1,400,000 loan from the SLCIDA-LDC consisting of \$ 700,000 from the SLRVRA loan fund and \$ 700,000 from the SLCIDA-LDC revolving loan fund to finance some of the construction costs of the Canton Industrial Building. The SLCIDA mortgaged the property to the SLCIDA-LDC as security for the loan. The SLRVRA portion of the loan has a 7-year repayment with a 20-year amortization with an interest rate of 1%. The remaining portion of the loan has a 30-year amortization with an interest rate of ½ of 1%. The balance due on the note receivable at December 31, 2021 and 2020 was \$ 545,947 and \$ 1,072,721, respectively.

NOTE 5 - LOANS WRITTEN OFF

Two loans from the Microenterprise Loan Fund were written off to bad debt expense in 2021. The amount charged to bad debt expense was \$ 30,455. There were no loans written off during 2020.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 6 - COMMUNITY DEVELOPMENT ENVIRONMENTAL IMPROVEMENT PROJECTS

The SLRVRA made grant awards during the years 2011 through 2021 as part of its Community Development Environmental Improvement Program (CDEIP), as authorized by the June 2, 2010 contracts. The original grant award amounts and expenditures as of December 31, 2021 are as follows:

			Expended		Balance	
Date of	Grant	Prior to			Total	of Grant
Award	Award	2020	2020	2021	Expended	Remaining
2011	\$ 522,553	\$ 522,553	\$ -	\$ -	\$ 522,553	\$ -
2012	556,694	556,694	-	-	556,694	-
2013	390,382	390,382	-	-	390,382	-
2014	415,152	415,152	-	-	415,152	-
2015	364,146	299,146	-	17,271	316,417	47,729
2016	349,099	300,540	-	35,311	335,851	13,248
2017	323,735	241,350	9,462	54,930	305,742	17,993
2018	100,000	51,347	35,000	-	86,347	13,653
2019	100,000	12,945	47,055	20,000	80,000	20,000
2020	98,378	-	-	43,178	43,178	55,200
2021	100,000			35,000	35,000	65,000
Total	\$ 3,320,139	\$ 2,790,109	\$ 91,517	\$ 205,690	\$ 3,087,316	\$ 232,823

NOTE 7 - DETAILS OF MORTGAGES AND NOTES RECEIVABLE

Details of mortgages and notes receivable at December 31, 2021 and 2020 are as follows (see next page):

NOTES TO FINANCIAL STATEMENTS **DECEMBER 31, 2021**

	Loan			Interest	Original	Balance	Balance	
	Fund	Date	Maturity	Rate	Amount	2021	2020	
AmTech	IDALDC	07/24/19	07/01/29	3.750%	\$ 200,000	\$ 163,032	\$ 180,544	
Ansen	SLRVRA	03/04/16	03/01/26	2.625%	241,954	109,585	134,067	
Atlantic Testing Lab.	SLRVRA	01/26/17	02/01/24	2.875%	218,160	80,478	112,061	
Atlantic Testing Lab.	SLRVRA	04/14/21	04/01/28	2.625%	344,500	314,227	-	
BH Trailers	MICRO	01/12/18	02/01/23	3.250%	15,000	-	10,387	
BlastBoss Inc.	SLRVRA	01/04/17	01/01/22	2.875%	78,050	-	17,882	
Breggs Winery	IDALDC	07/26/18	08/01/23	3.500%	30,000	10,000	16,722	
Canexsys	IDALDC	09/15/17	09/01/24	3.125%	150,000	68,330	89,664	
Canexsys	SLRVRA	09/15/17	09/01/24	3.125%	150,000	68,330	89,664	
Canexsys	GMEDF	09/15/17	09/01/24	3.125%	150,000	68,330	89,664	
Clifton Fine Hospital	GMEDF	05/12/11	06/01/26	2.625%	150,000	51,689	62,204	
Curran Renewable Energy	SLRVRA	03/16/16	03/01/23	3.500%	1,356,278	662,760	640,983	
Curran Renewable Energy	IDALDC	12/31/12	12/31/27	2.650%	100,000	46,672	52,924	
Gilbert Holding's, Inc.	IDALDC	04/02/12	04/02/22	2.625%	50,000	-	13,261	
Gordon's Frame to Finish	MICRO	05/31/12	05/31/17	4.000%	20,000	-	18,875	
Hackett's - formerly Wisebuys	IDALDC	12/24/03	07/01/11	3.000%	235,000	46,921	49,447	
High Peaks Winery	GMEDF	04/30/14	05/01/29	3.750%	36,500	21,073	23,273	
High Peaks Winery	SLRVRA	04/30/14	05/01/29	3.750%	36,500	21,084	23,284	
JAPES Pet	MICRO	09/23/20	09/01/25	4.000%	20,000	16,414	19,983	
Johnson Newspaper	IDALDC	12/20/19	12/01/24	3.750%	100,000	63,937	82,985	
Kingston Pharma, LLC - Equip	SLRVRA	01/04/17	12/04/21	3.125%	95,553	16,640	35,279	
Kingston Pharma, LLC	IDALDC	07/26/18	08/01/23	3.500%	75,000	35,972	46,890	
Kingston Pharma, LLC	SLRVRA	07/26/18	08/01/23	3.500%	96,000	46,028	60,024	
North American Forest Group	IDALDC	09/28/18	03/31/19	3.500%	400,000	343,265	365,235	
North American Forest Group	SLRVRA	11/21/18	11/01/33	3.625%	100,000	85,943	91,395	
North Country Dairy	SLRVRA	02/01/19	02/01/26	3.375%	800,000	493,172	606,019	
North Country Dairy	IDALDC	02/01/19	02/01/26	3.375%	200,000	123,283	151,505	
M&M Eggs	BRASH	12/02/21	11/01/31	2.625%	25,000	25,000	_	
Pepsi-Cola Ogdensburg Bottlers	SLRVRA	11/21/19	12/01/24	3.375%	200,000	137,811	175,994	
Potsdam Specialty Paper	IDALDC	06/02/17	08/01/31	3.125%	400,000	-	46,346	
PSP, Inc.	IDALDC	05/01/19	05/01/22	3.750%	140,000	32,519	79,756	
Pro Sport Trailer Mfg.	SLRVRA	06/12/19	10/01/24	0.000%	45,000	38,687	43,981	
Pro Sport Trailer Mfg.	IDALDC	06/12/19	10/01/24	0.000%	45,000	38,687	30,799	
Riverside Iron, LLC	GMEDF	06/27/14	07/01/24	3.750%	100,000	29,366	39,666	
Riverside Iron, LLC	SLRVRA	06/27/14	07/01/24	3.750%	100,000	29,366	39,677	
Russell's Grooming	BRASH	06/12/19	06/01/26	4.000%	30,000	21,943	26,049	
Shades Tanning	MICRO	10/17/12	10/17/22	4.000%	20,000	17,366	17,701	
Sharrow's Home Repair	MICRO	10/12/18	10/01/23	4.000%	20,000	10,333	13,785	
SLC IDA CIB	SLRVRA	12/04/14	11/01/21	1.000%	700,000	-	504,439	
SLC IDA CIB	IDALDC	12/04/14	11/01/44	0.500%	700,000	545,947	568,282	
Structural Wood Corp	GMEDF	12/20/11	12/01/21	2.625%	150,000	-	18,148	
Structural Wood Corp	SLRVRA	12/20/11	12/01/21	2.625%	150,000	-	18,149	
Structural Wood Corp	SLRVRA	04/09/20	04/01/30	2.625%	300,000	252,850	282,322	
Susan's Stitches	MICRO	12/07/12	12/07/17	4.000%	20,000	-	3,408	
Swift Labs	SLRVRA	09/22/16	10/01/23	2.750%	30,000	11,758	16,096	
Thew Associates	SLRVRA	11/05/18	11/01/23	3.675%	97,000	37,604	57,103	
Under Cover Storage	BRASH	03/17/21	04/01/26	4.000%	30,000	27,591	_	
Under Cover Storage	MICRO	03/17/21	04/01/23	4.000%	10,000	9,197	-	
Waddington Auto Parts	MICRO	10/17/12	10/17/19	4.000%	20,000	10,090	10,651	
-						4,233,280	5,076,573	
			Less A	llowance	for Bad Debts	(235,200)	(280,000)	
				o ,, anoc	Daa Deois			
			Page 14			<u>\$ 3,998,080</u>	<u>\$ 4,796,573</u>	

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 7 - DETAILS OF MORTGAGES AND NOTES RECEIVABLE (Continued)

Future maturities of the mortgages and notes receivable are as follows:

December 31, 2022	\$ 1,062,737
2023	997,598
2024	561,835
2025	416,510
2026	202,452
Thereafter	 992,148
	\$ 4,233,280

NOTE 8 - INVESTMENTS

Investments as of December 31, 2021 and 2020 are carried at fair value and consist of the following:

	12	2/31/2021	_1	12/31/2020
Municipal Notes	\$	718,384	\$	-
United States Treasury Bills		<u>-</u>		1,799,735
	<u>\$</u>	718,384	\$	1,799,735

Investment return on the above investments is recorded in the statement of activities as follows:

	12/	/31/2021	12	/31/2020
Interest Income Realized Gains (Losses)	\$	5,799 471	\$	3,438 25,996
Unrealized Gains (Losses)		(5,690)		(9 <u>,119</u>)
	<u>\$</u>	580	\$	20,315

NOTE 9 - FAIR VALUE MEASUREMENTS

Fair value is an exit price, representing the amount that would be received to sell an asset or transfer a liability in an orderly transaction between market participants. The SLCIDA-LDC uses a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of fair value hierarchy are described below:

Level 1: Quoted prices in active markets that are accessible at the measurement date for identical assets and liabilities. Level 1 includes fixed income and equity securities that are traded in an active exchange market, as well as U.S. Treasury securities.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 9 - FAIR VALUE MEASUREMENTS (Continued)

Level 2: Inputs, other than quoted prices in active markets, that are observable either directly or indirectly and fair value is determined through the use of models or other valuation methodologies. This category generally includes certain U.S. Government and Agency obligations, fixed income securities, and alternative investments.

Level 3: Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the asset or liability. Level 3 assets and liabilities includes financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. This category generally includes private debt and equity instruments and alternative investments.

The following presents the SLRVRA's investments at December 31, 2021 and 2020 that are measured at fair value on a recurring basis. Investments are classified in their entirety based on the lowest level of input that is significant to the fair value measurements.

	Quoted Prices in Active Markets (Level 1)			
	12	2/31/2021	1	2/31/2020
Municipal Notes	\$	718,384	\$	-
United States Treasury Bills				1,799,735
·	\$	718,384	\$	1,799,735

The SLRVRA has no investments that are valued using either Level 2 or Level 3 inputs as of December 31, 2021 and 2020.

NOTE 10 - FIXED ASSETS

Fixed Assets at December 31, 2021 and 2020 consisted of:

	 2021	2020
Massena Lot 19		
Building and Improvements - SLRVA	\$ 432,740	\$ 432,740
Less: Accumulated Depreciation	 (130,096)	 (114,038)
	\$ 302,644	\$ 318,702

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 11 - SUBSEQUENT EVENTS

Management has reviewed and evaluated all events and transactions from January 1, 2022 through March 28, 2022, the date the financial statements were available to be issued, for possible disclosure and, or, recognition in the financial statements. There were no events or transactions that existed which would provide additional pertinent information about conditions at the balance sheet date which are required to be recognized or disclosed in the accompanying financial statements.

NOTE 12 - RECOGNITION OF CERTAIN GRANT REVENUE AND EXPENDITURES

Occasionally the SLCIDA-LDC (the "grantee") applies for and receives grants from government agencies and other organizations. These grants are usually "reimbursement grants", i.e., the monies from the grant are only paid to the grantee as reimbursements after the grantee has documented to the grantor that the grantee has achieved defined benchmarks, paid out required funds, and otherwise complied with all other required grant conditions. Projects in which such grants are involved often span several fiscal years and long delays in the reimbursement process are frequent. Consequently, in cases involving reimbursement grants, the grantee does not accrue expected grant revenue or receivables until it has complied with the conditions of the grant agreement(s) and submitted the necessary documentation that will trigger the payment process. Until such documentation has been submitted, and accepted, the grantor still has substantial discretion to deny or reduce payment. Accordingly, at year-end the grantee does not accrue any expenses or payables associated with items to be paid out for future grant reimbursement until the grantee is satisfied that it has complied with all grant reimbursement eligibility requirements. These items are usually paid out in the subsequent period and will be recorded as project expenses. As of December 31, 2021, there were no active grants of this nature.

The SLCIDA-LDC also administers a grant program of its own—the SLRVRA's Community Development Environmental Improvement Program. Since these grants are also reimbursement grants, the SLCIDA-LDC adopts the same policy when acting as a grantor that is described above when it is a grantee, i.e., it doesn't accrue the expense until the grantee has documented satisfactorily that it has complied with the grant conditions.

NOTE 13 - LONG-TERM LEASES

The SLCIDA-LDC entered into a long-term lease with Fockler Industries, LLC which commenced on November 1, 2015. Monthly lease payments are currently \$ 2,558. Total minimum future rents to be received will be \$ 30,696 for 2022.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 14 - CAPITAL LEASE (LEASE-PURCHASE AGREEMENTS)

The SLRVRA leases buildings under lease-purchase agreements. Through these agreements, as the Lessor, the SLRVRA provides financial assistance for the acquisition of SLRVRA-owned properties for companies as part of economic development projects. Balances at December 31, 2021 and 2020 are as follows:

	Original	Maturity	Interest	Original	Balance	Balance
Capital Lease	Date	Date	Rate	Amount	2021	2020
AmTech Yarns, Inc.	07/24/19	12/31/34	3.750%	\$ 450,000	\$ 345,850	\$ 365,688

Future minimum principal lease payments under the capital lease are as follows:

December 31, 2022	\$ 20,469
2023	21,324
2024	22,137
2025	22,982
2026	23,858
Thereafter	 235,080
	\$ 345,850

NOTE 15 - CONCENTRATION OF CREDIT RISK

At December 31, 2021, the consolidated entities had bank balances totaling \$ 9,945,898, with a carrying value of \$ 10,425,356. A combination of federal depository insurance and securities pledged and held by the banks fully covered these bank balances.

NOTE 16 - LIQUIDITY AND AVAILABILITY

The SLCIDA-LDC has \$ 420,424 of cash available within one year of the balance sheet date to meet cash needs for general expenditure. None of the cash is subject to donor or other contractual restrictions.

Certain financial assets of the SLCIDA-LDC operated under the GMEDF are subject to the terms and restrictions set forth by the New York Power Authority as more fully described in Note 1. The financial assets available within one year of the balance sheet date subject to these restrictions are as follows:

		12/31/2021		12/31/2020	
Cash and Cash Equivalents	\$	2,478,050	\$	2,421,015	
Accrued Interest Receivable		338		545	
Mortgages and Notes Receivable (Net)		37,254		49,543	
Total	\$	2,515,642	\$	2,471,103	

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 16 - LIQUIDITY AND AVAILABILITY (Continued)

Certain financial assets of the SLCIDA-LDC operated under the SLRVRA are subject to the terms and restrictions set forth by the New York Power Authority as more fully described in Note 1. The financial assets available within one year of the balance sheet date subject to these restrictions are as follows:

Cash and Cash Equivalents		12/31/2021		12/31/2020	
		5,931,185	\$	4,746,872	
Accounts Receivable		4,277		2,673	
Accrued Interest Receivable		12,182		6,404	
Mortgages and Notes Receivable (Net)		564,813		515,829	
Capital Lease Receivable		20,469		19,802	
Investments	-	718,384		1,799,735	
Total	\$	7,251,310	\$	7,091,315	

Certain financial assets of the SLCIDA-LDC operated under various revolving loan funds are subject to the terms and restrictions as more fully described in Note 1. The financial assets available within one year of the balance sheet date subject to these restrictions are as follows:

		12/31/2021		12/31/2020	
Cash and Cash Equivalents	\$	1,595,697	\$	1,383,134	
Accrued Interest Receivable		3,386		4,026	
Accounts Receivable		2,459		-	
Due from Affiliate		-		129,926	
Mortgages and Notes Receivable (Net)		225,470		264,424	
Total	\$	1,827,012	\$	1,781,510	

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 18 - RELATED PARTY TRANSACTIONS

The SLCIDA-LDC is related to the following entities:

- St. Lawrence County Industrial Development Agency (SLCIDA)
 - Common Board Membership, Officers, and Program Administrative Agreements
- St. Lawrence County Industrial Development Agency-Civic Development Corporation (SLCIDA-CDC)
 - Common Board Membership, Officers, and Management Agreements
- St. Lawrence County Property Development Corporation (SLCPDC)
 - Common Board Membership, Officers, Management Agreements, and Intercompany Receivables

Information on loans made to SLCIDA can be found in Note 4 and Note 7 of these financial statements.

Administrative fees paid to SLCIDA by SLCIDA-LDC totaled \$ 207,200 for both 2021 and 2020.

Administrative fees paid to SLCIDA-LDC by SLRVRA totaled \$ 300,000 for both 2021 and 2020.

Management fees paid to SLCIDA-LDC by SLCIDA-CDC totaled \$ 5,811 and \$ 6,336 for 2021 and 2020, respectively.

Management fees paid to SLCIDA-LDC by SLCPDC totaled \$ 5,811 and \$ 6,336 for 2021 and 2020, respectively.

The Due from Affiliate balance of \$ 129,926 on the statement of financial position represented an amount due from the SLCPDC at December 31, 2020. During 2021, the SLCPDC paid \$ 76,152 to the SLCIDA-LDC and the SLCIDA-LDC forgave the remaining balance of \$ 53,774.

The SLCIDA-LDC passed grant proceeds of \$ 500,359 onto the SLCPDC for its industrial development project at the property formerly known as the Newell Building in 2021.

NOTE 19 - RECLASSIFICATIONS

Certain amounts in the 2021 financial statements have been reclassified for comparative purposes to conform to the presentation in the current year financial statements.



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INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the Board of Directors

St. Lawrence County Industrial Development Agency –

Local Development Corporation

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of the St. Lawrence County Industrial Development Agency – Local Development Corporation (SLCIDA-LDC) (a nonprofit organization), which includes the Greater Massena Economic Development Fund (GMEDF) (a nonprofit economic development loan fund) and the St. Lawrence River Valley Redevelopment Agency (SLRVRA) (a nonprofit organization), which comprise the consolidated statement of financial position as of December 31, 2021, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated March 28, 2022.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the SLCIDA-LDC's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the SLCIDA-LDC's internal control. Accordingly, we do not express an opinion on the effectiveness of the SLCIDA-LDC's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the SLCIDA-LDC's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under Government Auditing Standards.

Purpose of this Report

March 28, 2022

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with Government Auditing Standards in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Pouts Mucenski Hooped Van House & Co. Certified Public Accountants, P.C.