CONSOLIDATED FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

YEARS ENDED DECEMBER 31, 2022 AND 2021

	Pages
Independent Auditor's Report	1 - 2
Financial Statements	
Statements of Financial Position December 31, 2022 and 2021	3
Statements of Activities for the Years Ended December 31, 2022 and 2021	4
Statements of Functional Expenses for the Years Ended December 31, 2022 and 2021	5
Statements of Cash Flows for the Years Ended December 31, 2022 and 2021	6
Notes to Financial Statements	7 - 20
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 <i>Government Auditing Standards</i>	21 - 22



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INDEPENDENT AUDITOR'S REPORT

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 statements of financial position as of December 31, 2022 and 2021, 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, 2022 and 2021, 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 opinions.

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 30, 2023 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.

Punto Muunshi Hooped Van House + Co. Certified Public Accountants, P.C.

March 30, 2023

STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2022 AND 2021

	12/31/2022		12/31/2021		
ASSETS					
CURRENT ASSETS					
Cash and Cash Equivalents	\$	524,286	\$	420,424	
Restricted Cash		8,346,572		10,004,932	
Restricted Investments		2,033,417		718,384	
Accounts Receivable		5,661		6,736	
Grant Receivable		-		25,018	
Accrued Interest Receivable		25,628		15,906	
Due from Affiliate		8,641		-	
Mortgages and Notes Receivable (Net of Allowance)		815,495		827,537	
Capital Lease Receivable		21,251		20,469	
Total Current Assets		11,780,951		12,039,406	
Fixed Assets - Net		302,329		302,644	
LONG-TERM ASSETS					
Mortgages and Notes Receivable - Net of Current Portion		3,296,519		3,170,543	
Capital Lease Receivable - Net of Current Portion		304,224		325,381	
Total Long-Term Assets		3,600,743		3,495,924	
TOTAL ASSETS	\$	15,684,023	<u>\$</u>	15,837,974	
LIABILITIES AND NET ASSETS					
CURRENT LIABILITIES					
Accounts Payable	\$	11,218	\$	27,478	
NET ASSETS					
Without Donor Restrictions		520,408		421,078	
With Donor Restrictions		15,152,397		15,389,418	
Total Net Assets		15,672,805		15,810,496	
TOTAL LIABILITIES AND NET ASSETS	\$	15,684,023	\$	15,837,974	

STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

		2022			2021	
	Without Donor	With Donor		Without Donor	With Donor	
	Restrictions	Restrictions	Totals	Restrictions	Restrictions	Totals
SUPPORT AND REVENUE						
Interest Income - Banks	\$ 130	\$ 34,492	\$ 34,622	\$ 103	\$ 8,957	\$ 9,060
Interest Income - Loans/Leases	-	127,117	127,117	-	147,036	147,036
Rental Income	-	34,690	34,690	-	30,690	30,690
Application Fees	-	1,799	1,799	-	2,825	2,825
Late Payment Fees	-	990	990	-	1,016	1,016
Grant Income - NBRC	-	-	-	-	500,359	500,359
Unrealized Gain (Loss) on Investments	-	5,501	5,501	-	(5,690)	(5,690)
Realized Gain (Loss) on Investments	-	(10,965)	(10,965)	-	471	471
Net Assets Released						
from Restrictions	430,645	(430,645)		1,255,329	(1,255,329)	
Total Support and Revenue	430,775	(237,021)	193,754	1,255,432	(569,665)	685,767
EXPENSES						
Program Services	204,381	-	204,381	789,875	-	789,875
Management and General	119,664		119,664	314,857		314,857
Total Expenses	324,045		324,045	1,104,732		1,104,732
OTHER GAINS (LOSSES)						
Debt Forgiveness	-	-	-	(53,774)	-	(53,774)
Bad Debt Expense	-	-	-	(30,455)	-	(30,455)
Change in Bad Debt Allowance	(7,400)		(7,400)	44,800		44,800
Total Other Gains (Losses)	(7,400)		(7,400)	(39,429)		(39,429)
CHANGE IN NET ASSETS	99,330	(237,021)	(137,691)	111,271	(569,665)	(458,394)
Net Assets - Beginning of Year	421,078	15,389,418	15,810,496	309,807	15,959,083	16,268,890
Net Assets - End of Year	<u>\$ 520,408</u>	\$ 15,152,397	<u>\$ 15,672,805</u>	\$ 421,078	<u>\$ 15,389,418</u>	<u>\$ 15,810,496</u>

STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

	2022			2021			
		Management					
	Program	and General	Totals	Program	and General	Totals	
EXPENSES							
Accounting	\$ -	\$ 17,275	\$ 17,275	\$ -	\$ 16,526	\$ 16,526	
Administration Fees	7,200	-	7,200	7,200	200,000	207,200	
Advertising and Marketing	16,812	-	16,812	17,499	-	17,499	
Bank Charges	-	1,142	1,142	-	825	825	
Contractual	30,000	-	30,000	30,000	-	30,000	
Community Development	122,037	-	122,037	205,690	-	205,690	
Depreciation	17,807	-	17,807	16,058	-	16,058	
Educational Workshop	-	-	-	295	-	295	
Employee Benefits	-	1,705	1,705	-	341	341	
Industrial Development	-	-	-	500,359	-	500,359	
Insurance	4,845	1,238	6,083	6,816	1,078	7,894	
Legal Expense	450	7,500	7,950	1,875	7,500	9,375	
Maintenance	1,102	-	1,102	810	-	810	
Meeting Expense	-	97	97	-	23	23	
Office Supplies	-	377	377	-	388	388	
Payroll Processing Fees	-	1,574	1,574	-	1,880	1,880	
Payroll Taxes	-	9,405	9,405	-	7,441	7,441	
Salaries	-	79,351	79,351	-	78,855	78,855	
Underwriting/Credit Reports	2,017	-	2,017	961	-	961	
Utilities	2,111		2,111	2,312		2,312	
Total Expenses	<u>\$ 204,381</u>	<u>\$ 119,664</u>	<u>\$ 324,045</u>	<u>\$ 789,875</u>	\$ 314,857	<u>\$1,104,732</u>	

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

	12/31/2022		12/31/2021	
CASH FLOWS FROM OPERATING ACTIVITIES				
Cash Received from Interest	\$	152,017	\$	151,165
Cash Received from Building Rents		34,690		30,690
Cash Received from Grants		25,018		475,341
Cash Received from Affiliate		-		76,152
Cash Received from Others		3,863		3,841
Cash Paid to Employees for Wages and Benefits		(97,397)		(86,637)
Cash Paid to Others for Community Development Projects		(122,037)		(681,031)
Cash Paid for Goods and Services		(111,705)		(314,048)
Net Cash Provided (Used) By Operating Activities		(115,551)		(344,527)
INVESTING ACTIVITIES				
Purchase of Fixed Assets		(17,492)		-
Purchase of Investments		(3,558,497)		(2,297,866)
Proceeds from Sale of Investments		2,238,000		3,373,998
Payments Received on Capital Lease		20,375		19,838
Issuance of New Mortgages and Notes		(1,160,882)		(671,222)
Payments Received on Mortgages and Notes		1,039,549		1,484,060
Net Cash Provided (Used) By Investing Activities		(1,438,947)		1,908,808
NET INCREASE (DECREASE) IN CASH,				
CASH EQUIVALENTS, AND RESTRICTED CASH		(1,554,498)		1,564,281
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - Beginning of Year		10,425,356		8,861,075
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - END OF YEAR	\$	8,870,858	\$	10,425,356

RECONCILIATION OF CASH, CASH EQUIVALENTS, AND RESTRICTED CASH FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

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.

	12/31/2022		1	2/31/2021
Cash and Cash Equivalents Restricted Cash	\$	524,286 8,346,572	\$	420,424 10,004,932
Total cash, cash equivalents, and restricted cash shown in the statement of cash flows	\$	8,870,858	\$	10,425,356

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

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 donorimposed 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, 2022

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, 2022

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, 2022

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:

	Canit	alization	Depreciation	Estimated Useful
	1	reshold	Method	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, 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Net Assets With Donor Restrictions (Continued)

At December 31, 2022 and 2021, net assets with donor restrictions consisted of:

	1	2/31/2022	1	2/31/2021
Revolving Loan Fund	\$	2,920,463	\$	2,807,033
SLRVRA		9,234,702		9,583,066
GMEDF		2,634,811		2,639,971
Microenterprise Loan Fund		262,681		263,121
Brasher Revolving Loan Fund		99,740		96,227
Total	\$	15,152,397	\$	15,389,418

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, 2022, 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, 2022 and 2021 was \$ 17,807 and \$ 16,058, respectively.

Advertising and Marketing

The SLCIDA-LDC expenses advertising costs as they are incurred. Advertising expense for the years ended December 31, 2022 and 2021 was \$ 16,812 and \$ 17,499, 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, 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Adoption of New Accounting Pronouncement

For the year ended December 31, 2022, the SLCIDA-LDC adopted Accounting Standards Update (ASU) No. 2016-02 – *Leases (Topic 842)*, as amended. Analysis of various provisions of this standard resulted in no significant changes to these financial statements.

NOTE 2 - RESTRICTED CASH

Restricted cash for the years ended December 31, 2022 and 2021 was \$ 8,346,572 and \$ 10,004,932, 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, 2022 and 2021 was \$ 242,600 and \$ 235,200, respectively. For details of the mortgages and notes as of December 31, 2022 and 2021, 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 had a 7-year repayment with a 20-year amortization with an interest rate of 1%, and was paid off in 2021. The remaining portion of the loan has a 30-year amortization with an interest rate of 1% and 2021 was \$523,499 and \$545,947, respectively. See note 7.

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 2022.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

NOTE 6 - COMMUNITY DEVELOPMENT ENVIRONMENTAL IMPROVEMENT PROJECTS

The SLRVRA made grant awards during the years 2011 through 2022 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, 2022 are as follows:

			Expended		Balance	
Date of	Grant	Prior to			Total	of Grant
Award	Award	2021	2021	2022	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	349,146	299,146	17,271	-	316,417	32,729
2016	349,099	300,540	35,311	6,000	341,851	7,248
2017	323,735	250,812	54,930	4,566	310,308	13,427
2018	99,235	86,347	-	4,310	90,657	8,578
2019	100,000	60,000	20,000	-	80,000	20,000
2020	98,378	-	43,178	16,420	59,598	38,780
2021	145,231	-	35,000	45,641	80,641	64,590
2022	95,100			45,100	45,100	50,000
Total	\$ 3,444,705	\$ 2,881,626	\$ 205,690	\$ 122,037	\$ 3,209,353	\$ 235,352

NOTE 7 - DETAILS OF MORTGAGES AND NOTES RECEIVABLE

Details of mortgages and notes receivable at December 31, 2022 and 2021 are as follows (see next page):

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

ACCO Way IDALDC 11/01/22 02/01/38 4.12% 5 225,000 5 ACCO Way SLRVRA 11/01/22 02/01/38 4.12% 225,000 225,000 5 AmTech DALDC 07/2/19 07/01/29 3.75% 220,000 144,955 163,032 Ansen SLRVRA 03/04/6 03/01/24 2.875% 241,954 84,470 2.875% 44,950 267,903 314,227 Breggs Winery IDALDC 07/2/18 04/01/24 2.875% 344,500 46,315 68,330 Canexys SLRVRA 09/15/17 09/01/24 3.125% 150,000 46,315 68,330 Canexys IDALDC 10/21/22 01/01/04 4.125% 130,000 128,881 - Cuman Renewable Energy IDALDC 10/21/22 01/01/04 4.125% 35,000 40,775 51,869 Cuman Renewable Energy IDALDC 12/210 12/01/11 3.000% 52,000 42,002		Loan Fund	Date	Maturity	Interest Rate	Original Amount]	Balance 2022	Balance 2021
ACCO Way SIRVRA 11/01/22 02/01/38 4.125% 225,000 22,000 144,955 163,032 Amrech DIALDC 07/04/19 07/01/29 3.759% 201,000 144,955 163,032 Ansen SIRVRA 03/04/16 03/01/26 2.625% 241,954 84,471 109,385 Atlantic Testing Lab. SIRVRA 01/217 02/01/24 2.257% 218,160 47,868 80,478 Cancexys DIALDC 07/6718 80/01/23 3.300% 30,000 1.46,215 68,330 Cancexys SIRVRA 09/15/17 09/01/24 3.125% 150,000 46,315 68,330 Canexys SIRVRA 102/122 01/01/30 4.125% 130,000 128,881 - Canexys SIRVRA 01/21/20 10/01/26 1.25% 150,000 40,775 51,689 Curran Renewable Energy IDALDC 12/21/21 2.500 43,289 46,621 Figh Peaks Winery IDALDC 12/21/21 <td>ACCO Way</td> <td>IDALDC</td> <td>11/01/22</td> <td>02/01/38</td> <td>4.125%</td> <td>\$ 225,000</td> <td>\$</td> <td>225,000</td> <td>\$ -</td>	ACCO Way	IDALDC	11/01/22	02/01/38	4.125%	\$ 225,000	\$	225,000	\$ -
AmTech IDALDC 07/2/19 07/01/29 3750% 200,000 144/955 163,032 Ansen SLRVRA 03/04/16 03/01/2 2.625% 241,954 84,471 109,585 Atlantic Testing Lab. SLRVRA 04/14/21 04/01/28 2.625% 344,500 267,033 314,227 Breggs Winery IDALDC 07/26/18 80/01/24 3.125% 150,000 46,315 68,330 Cancexys SLRVRA 09/15/17 09/01/24 3.125% 150,000 46,315 68,330 Cancexys SLRVRA 00/15/17 09/01/24 3.125% 150,000 46,315 68,330 Cancexys SLRVRA 03/16/16 03/01/23 3.000 12.881 Curma Renewable Energy IDALDC 102/122 01/01/30 4.125% 100,000 29,561 46,672 Eshelmans MICRO 05/02 110/12 3.500% 7.500 2.4084 46,921 High Peaks Winery SLRVRA 01/01/11 <td>-</td> <td></td> <td>11/01/22</td> <td>02/01/38</td> <td></td> <td></td> <td></td> <td></td> <td>-</td>	-		11/01/22	02/01/38					-
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Atlantic Testing Lab. SLRVRA 01/2/17 02/01/24 2.873% 218,160 47,868 80,478 Atlantic Testing Lab. SLRVRA 04/14/21 04/01/28 2.623% 334,500 267,903 314,227 Breggs Winery IDALDC 09/15/17 09/01/24 3.123% 150,000 46,315 68,330 Cancexys GMEDF 09/15/17 09/01/24 3.123% 150,000 46,315 68,330 Cancexys DALDC 102/122 01/01/30 4.123% 130,000 128,881 - Cancexys SLRVRA 01/2/12 01/01/30 4.123% 130,000 128,881 - Curran Renewable Energy SLRVRA 03/16/16 03/01/23 3500% 1,356,278 366,769 662,700 Curran Renewable Energy IDALDC 12/24/03 07/11 3000% 23,500 43,289 46,921 High Peaks Winery SLRVRA 04/30/14 05/01/29 3,750% 36,500 18,800 21,073 High						· · · · ·			
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SLC IDA CIB IDALDC 12/04/14 11/01/44 0.500% 700,000 523,499 545,947 Structural Wood Corp SLRVRA 04/09/20 04/01/30 2.625% 300,000 227,586 252,850 Swift Labs SLRVRA 09/22/16 10/01/23 2.750% 30,000 7,307 11,758 Thew Associates SLRVRA 11/05/18 11/01/23 3.675% 97,000 17,410 37,604 Under Cover Storage BRASH 03/17/21 04/01/26 4.000% 30,000 21,652 27,591 Under Cover Storage MICRO 03/17/21 04/01/23 4.000% 10,000 7,217 9,197 Waddington Auto Parts MICRO 10/17/12 10/17/19 4.000% 20,000 8,782 10,090 4,354,614 4,233,280 4233,280 4233,280 4233,280 4233,280	Sharrow's Home Repair	MICRO	10/12/18	10/01/23	4.000%	20,000		6,403	
Structural Wood Corp SLRVRA 04/09/20 04/01/30 2.625% 300,000 227,586 252,850 Swift Labs SLRVRA 09/22/16 10/01/23 2.750% 30,000 7,307 11,758 Thew Associates SLRVRA 11/05/18 11/01/23 3.675% 97,000 17,410 37,604 Under Cover Storage BRASH 03/17/21 04/01/26 4.000% 30,000 21,652 27,591 Under Cover Storage MICRO 03/17/21 04/01/23 4.000% 10,000 7,217 9,197 Waddington Auto Parts MICRO 10/17/12 10/17/19 4.000% 20,000 8,782 10,090 4,354,614 4,233,280 4233,280 4233,280 4233,280 4233,280	-								
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				Less A	llowance	for Bad Debts		(242,600)	(235,200)

<u>\$ 4,112,014</u> <u>\$ 3,998,080</u>

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

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

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

December 31, 2023	\$	1,058,095
2024		775,688
2025		542,659
2026		334,877
2027		293,701
Thereafter		1,349,594
	<u>\$</u>	4,354,614

NOTE 8 - INVESTMENTS

Investments as of December 31, 2022 and 2021 are carried at fair value and consist of the following:

	 12/31/2022	1	2/31/2021
Certificates of Deposit	\$ 2,033,417	\$	-
Municipal Notes	 -		718,384
_	\$ 2,033,417	\$	718,384

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

	12	2/31/2022	12	/31/2021
Interest Income	\$	20,497	\$	5,799
Realized Gains (Losses)		(10,965)		471
Unrealized Gains (Losses)		5,501		(5,690)
	<u>\$</u>	15,033	\$	580

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, 2022

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, 2022 and 2021 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)			
	1	2/31/2022	12	2/31/2021	
Certificates of Deposit	\$	2,033,417	\$	-	
Municipal Notes	\$	2,033,417	\$	<u>718,384</u> 718,384	

The SLRVRA has no investments that are valued using either Level 2 or Level 3 inputs as of December 31, 2022 and 2021.

NOTE 10 - FIXED ASSETS

Fixed Assets at December 31, 2022 and 2021 consisted of:

	 2022		2021
Massena Lot 19			
Building and Improvements - SLRVA	\$ 450,232	\$	432,740
Less: Accumulated Depreciation	 (147,903)		(130,096)
-	\$ 302,329	<u>\$</u>	302,644

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

NOTE 11 - SUBSEQUENT EVENTS

Management has reviewed and evaluated all events and transactions from January 1, 2023 through March 30, 2023, 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, 2022, 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 2023.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

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	2022	2021
AmTech Yarns, Inc.	07/24/19	12/31/34	3.750%	\$ 450,000	\$ 325,475	\$ 345,850

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

December 31, 2023	\$	21,251
2024		22,131
2025		22,975
2026		23,852
2027		24,762
Thereafter		210,504
	<u>\$</u>	325,475

NOTE 15 - CONCENTRATION OF CREDIT RISK

At December 31, 2022, the consolidated entities had bank balances totaling \$ 8,872,518, with a carrying value of \$ 8,870,858. A combination of federal depository insurance and securities pledged and held by the banks fully covered these bank balances.

NOTE 16 - LIQUIDITY AND AVAILABILITY

At December 31, 2022 and 2021, the SLCIDA-LDC had \$ 524,286 and \$ 420,424 of cash available within one year of the balance sheet date to meet cash needs for general expenditure, respectively. 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:

	12/31/2022		12/31/2021	
Cash and Cash Equivalents	\$	2,538,524	\$	2,478,050
Accrued Interest Receivable		196		338
Mortgages and Notes Receivable (Net)		31,035		37,254
Total	\$	2,569,755	<u>\$</u>	2,515,642

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

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:

	12/31/2022		12/31/2021	
Cash and Cash Equivalents	\$	4,424,239	\$	5,931,185
Accounts Receivable		5,637		4,277
Accrued Interest Receivable		20,763		12,182
Mortgages and Notes Receivable (Net)		586,160		564,813
Capital Lease Receivable		21,251		20,469
Investments		2,033,417		718,384
Total	<u>\$</u>	7,091,467	<u>\$</u>	7,251,310

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:

		12/31/2022		2/31/2021
Cash and Cash Equivalents	\$	1,383,809	\$	1,595,697
Accrued Interest Receivable		4,669		3,386
Accounts Receivable		24		2,459
Due from Affiliate		8,641		-
Mortgages and Notes Receivable (Net)		198,300		225,470
Total	\$	1,595,443	<u>\$</u>	1,827,012

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2022

NOTE 17 - 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 \$ 7,200 and \$ 207,200 for 2022 and 2021, respectively.

Administrative fees paid to SLCIDA-LDC by SLRVRA totaled \$ 300,000 for both 2022 and 2021.

Management fees paid to SLCIDA-LDC by SLCIDA-CDC totaled \$ 14,352 and \$ 5,811 for 2022 and 2021, respectively.

Management fees paid to SLCIDA-LDC by SLCPDC totaled \$ 14,352 and \$ 5,811 for 2022 and 2021, respectively.



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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*

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, 2022, 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 30, 2023.

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

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.

Punto Muunshi Hooped Van House + Co. Certified Public Accountants, P.C.

March 30, 2023