Consolidated Financial Statements and Independent Auditors' Report

December 31, 2024 and 2023

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<u>INDEPENDENT AUDITORS' REPORT</u>

The Board of Directors
St. Lawrence County Industrial Development
Agency - Local Development Corporation:

Report on the Audit of the Consolidated Financial Statements

Opinion

We have audited the accompanying consolidated 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, 2024, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to consolidated financial statements.

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of SLCIDA-LDC as of December 31, 2024, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in <u>Government Auditing Standards</u>, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' 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.

Prior Period Financial Statements

The consolidated financial statements of SLCIDA-LDC as of December 31, 2023, were audited by other auditors whose report dated March 26, 2024, expressed an unmodified opinion on those statements.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated 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 consolidated financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' 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 <u>Government Auditing Standards</u> 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 consolidated financial statements.

In performing an audit in accordance with generally accepted auditing standards and <u>Government Auditing Standards</u>, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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
 consolidated 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 <u>Government Auditing Standards</u>, we have also issued our report dated March 24, 2025 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 <u>Government Auditing Standards</u> in considering the SLCIDA-LDC's internal control over financial reporting and compliance.

EFPR Group, CPAS, PLLC

Williamsville, New York March 24, 2025

(A Component Unit of St. Lawrence County, New York) Consolidated Statements of Net Financial Position December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>
Assets:		
Current assets:		
Cash and equivalents	\$ 933,435	725,695
Restricted cash and equivalents	7,210,214	8,558,908
Restricted investments	4,252,371	2,122,660
Accounts receivable	14,073	3,430
Accrued interest receivable	7,426	24,118
Due from affiliate	4,523	15,318
Lease receivable	32,338	-
Mortgages and notes receivable (net of credit loss allowance		
of \$170,000 in 2024 and \$183,600 in 2023)	504,265	764,666
Capital lease receivable	 22,647	22,984
Total current assets	12,981,292	12,237,779
Long-term assets:		
Capital assets, net	266,714	284,521
Lease receivable, net of current portion	61,863	-
Mortgages and notes receivable, net of current portion	2,367,998	2,959,225
Capital lease receivable, net of current portion	 262,135	282,208
Total long-term assets	 2,958,710	3,525,954
Total assets	\$ 15,940,002	15,763,733
Liabilities and net assets:		
Current liabilities:		
Accounts payable	20,564	24,254
Security deposit payable	3,301	3,300
Current portion of lease liability	 33,168	
Total current liabilities	 57,033	27,554
Lease liability excluding current portion	 60,801	
Total liabilities	 117,834	27,554
Net assets:		
Without donor restrictions	934,888	720,764
With donor restrictions	14,887,280	15,015,415
with donor restrictions	 1-1,007,200	
Total net assets	 15,822,168	15,736,179
Total liabilities and net assets	\$ 15,940,002	15,763,733

(A Component Unit of St. Lawrence County, New York)

Consolidated Statements of Activities

Years ended December 31, 2024 and 2023

	2024			2023			
	With	out Donor	With Donor	With Donor		With Donor	_
	Re	strictions	Restrictions	<u>Totals</u>	Restrictions	Restrictions	<u>Totals</u>
Support and revenue:							
Interest income - banks	\$	364	7,316	7,680	396	135,976	136,372
Interest income - loans/leases		-	154,397	154,397	-	142,973	142,973
Brasher revolving loan fund grant		-	-	-	-	30,000	30,000
Rental income		-	70,290	70,290	-	59,090	59,090
Application fees		-	1,325	1,325	-	2,300	2,300
Late payment fees		-	818	818	-	410	410
Insurance refunds		874	6,579	7,453	-	-	-
Gain on investments		-	162,312	162,312	-	-	-
Net assets released from restrictions		531,172	(531,172)		507,731	(507,731)	
Total support and revenue		532,410	(128,135)	404,275	508,127	(136,982)	371,145
Expenses:							
Program services		208,256	-	208,256	185,983	-	185,983
Management and general		121,409		121,409	123,288		123,288
Total expenses		329,665		329,665	309,271		309,271
Other gains - change in credit loss allowance		11,379		11,379	1,500		1,500
Change in net assets		214,124	(128,135)	85,989	200,356	(136,982)	63,374
Net assets at beginning of year		720,764	15,015,415	15,736,179	520,408	15,152,397	15,672,805
Net assets at end of year	\$	934,888	14,887,280	15,822,168	720,764	15,015,415	15,736,179

(A Component Unit of St. Lawrence County, New York)
Consolidated Statements of Functional Expenses
Years ended December 31, 2024 and 2023

	2024			2023		
	Management			Management		
	<u>Program</u>	and General	<u>Totals</u>	Program	and General	<u>Totals</u>
Expenses:						
Auditing fees	\$ -	18,075	18,075	-	17,662	17,662
Administration fees	7,200	-	7,200	7,200	-	7,200
Advertising and marketing	18,330	-	18,330	21,516	-	21,516
Bank charges	-	300	300	-	333	333
Contractual	30,000	-	30,000	30,000	-	30,000
Community development	113,168	-	113,168	89,999	-	89,999
Depreciation	17,807	_	17,807	17,807	-	17,807
Employee benefits	-	370	370	=	1,587	1,587
Insurance	4,929	3,097	8,026	4,639	3,445	8,084
Legal expense	1,065	5,894	6,959	8,768	7,500	16,268
Maintenance	2,598	-	2,598	1,295	-	1,295
Meeting expense	=	-	-	-	21	21
Mileage and travel	424	-	424	6	-	6
Miscellaneous expense	=	557	557	-	306	306
Office supplies	=	4,896	4,896	-	5,003	5,003
Payroll processing fees	=	2,577	2,577	-	2,256	2,256
Payroll taxes	=	9,154	9,154	-	9,139	9,139
Property taxes	3,608	-	3,608	-	-	-
Salaries	=	76,489	76,489	-	76,036	76,036
Underwriting/credit reports	1,918	-	1,918	691	-	691
Utilities	7,209		7,209	4,062		4,062
Total expenses	\$ 208,256	121,409	329,665	185,983	123,288	309,271

(A Component Unit of St. Lawrence County, New York)
Consolidated Statements of Cash Flows
Years ended December 31, 2024 and 2023

		<u>2024</u>	2023
Cash flows from operating activities:			
Cash received from:			
Interest	\$	211,138	191,612
Building rents		70,290	59,090
Grants		-	30,000
Others		9,748	8,242
Cash paid to:			
Employees for wages and benefits		(86,013)	(85,175)
Community development projects		(113,168)	(89,999)
Goods and services		(116,366)	(109,931)
Net cash provided by (used in) operating activities		(24,371)	3,839
Cash flows from investing activities:			
Purchase of investments	((2,000,000)	_
Payments received on capital lease		20,410	20,283
Issuance of new mortgages and notes		(343,000)	(588,000)
Payments received on mortgages and notes		1,206,007	977,623
Net cash provided by (used in) investing activities		(1,116,583)	409,906
Net change in cash and equivalents		(1,140,954)	413,745
Cash and equivalents at beginning of year		9,284,603	8,870,858
Cash and equivalents at end of year	\$	8,143,649	9,284,603
Reconciliation of cash and equivalents:			
Cash and equivalents		933,435	725,695
Restricted cash and equivalents		7,210,214	8,558,908
Total cash and equivalents	\$	8,143,649	9,284,603

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements
December 31, 2024 and 2023

(1) Summary of Significant Accounting Policies

(a) 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 consolidated 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 (the County) based upon criteria set forth by GASB Statement No. 14 - The Financial Reporting Entity, as amended.

(b) Financial Statement Presentation

The SLCIDA-LDC has adopted FASBASC 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.

<u>Net Assets Without Donor Restrictions:</u> Net assets not subject to donor-imposed stipulations.

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

Revenue is 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.

(c) 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 Consolidated Financial Statements, Continued

(1) Summary of Significant Accounting Policies, Continued

(d) Nature of Operations

On April 29, 1986, the St. Lawrence County Industrial Development Agency (SLCIDA) created SLCIDA-LDC. The 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 GMEDF and 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. 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)(S) 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.

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements, Continued

(1) Summary of Significant Accounting Policies, Continued

(d) 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 (the Town) to manage a revolving loan fund to promote and encourage small business growth in the Town. A fund was set up with an initial allocation of \$100,000 from the Town. A second allocation of \$30,000 was received in 2023. At this time, three loans have been made from the fund.

(e) Use of Estimates

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

(f) 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.

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements, Continued

(1) Summary of Significant Accounting Policies, Continued

(g) 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.

(h) Allowance for Credit Losses

The SLCIDA-LDC issues mortgages and notes receivable to third parties to stimulate growth and development. At each balance sheet date, management evaluates each mortgage and note individually to consider the circumstances where amounts are considered at risk of being uncollectable.

The allowance estimate is derived from a review of the historical losses based on the aging of mortgages and accounts receivable outstanding. The estimate is adjusted for management's assessment of current economic conditions and any other factors deemed relevant by the SLCIDA-LDC. As a result of this analysis, SLCIDA-LDC has elected to establish an allowance for both 2024 and 2023.

The SLCIDA-LDC will write-off receivables when there is information that indicates the debtor is facing significant financial difficulty and there is no possibility of recovery. There was one write-off for the year ended December 31, 2024 for the SLCIDA-LDC in the amount of \$2,221, and was netted against the allowance. There was one write-off for the year ended December 31, 2023 for the SLCIDA-LDC and SLRVRA in the amount of \$37,335 and \$19,845, respectively, and was netted against the allowance.

(i) 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 consolidated financial statements are as follows:

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

Notes to Consolidated Financial Statements, Continued

(1) Summary of Significant Accounting Policies, Continued

(j) 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.

At December 31, 2024 and 2023, net assets with donor restrictions consisted of:

	<u>2024</u>	<u>2023</u>
Revolving loan fund	\$ 2,972,615	2,960,795
SLRVRA	8,877,895	9,035,873
GMEDF	2,638,621	2,623,494
Microenterprise loan fund	266,223	3 265,041
Brasher revolving loan fund	131,926	130,212
Total	\$ 14,887,280	15,015,415

(k) 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.

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements, Continued

(1) Summary of Significant Accounting Policies, Continued

(k) Income Taxes, Continued

GAAP requires management to evaluate all significant tax positions. As of December 31, 2024, the SLCIDA-LDC does not believe that it has taken any position that would require the recording of any tax liability or tax benefit.

(1) 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, 2024 and 2023 was \$17,807.

(m) Advertising and Marketing

The SLCIDA-LDC expenses advertising costs as they are incurred. Advertising expense for the years ended December 31, 2024 and 2023 was \$18,330 and \$21,516, respectively.

(n) 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.

(2) Restricted Cash and Equivalents

Restricted cash and equivalents as of December 31, 2024 and 2023 was \$7,210,214 and \$8,558,908, respectively. Monies are currently invested in accounts at Key Bank, NBT Bank, and Community Bank.

(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. Management evaluates the collectability of the mortgages and notes receivable and the Boards established the credit loss allowance. The credit loss allowance at December 31, 2024 and 2023 was \$170,000 and \$183,600, respectively. For details of the mortgages and notes as of December 31, 2024 and 2023, see note 6.

Notes to Consolidated Financial Statements, Continued

(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 ½ of 1%. The balance due on the note receivable at December 31, 2024 and 2023 was \$478,478 and \$500,939, respectively. See note 6.

(5) Community Development Environmental Improvement Projects

The SLRVRA made grant awards during the years 2011 through 2024 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, 2024 are as follows:

			Expended			Balance
Date of	Grant	Prior to			Total	of Grant
<u>Award</u>	Award	<u>2023</u>	<u>2023</u>	<u>2024</u>	<u>Expended</u>	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	316,417	-	-	316,417	32,729
2016	349,099	341,851	=	-	341,851	7,248
2017	323,735	310,308	-	-	310,308	13,427
2018	99,235	90,657	7,607	-	98,264	971
2019	100,000	80,000	20,000	-	100,000	-
2020	98,378	59,598	18,200	-	77,798	20,580
2021	145,231	80,641	2,681	20,000	103,322	41,909
2022	95,100	45,100	40,133	5,116	90,349	4,751
2023	100,000	-	1,378	64,195	65,573	34,427
2024	100,000			23,857	23,857	76,143
Total	\$3,644,705	3,209,353	89,999	113,168	3,412,520	232,185

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements, Continued

(6) Details of Mortgages and Notes Receivable

Details of mortgages and notes receivable at December 31, 2024 and 2023 are as follows:

	Loan		Interest	Interest Original Bala		lance Balance	
	<u>Fund</u>	<u>Date</u>	Maturity	Rate	<u>Amount</u>	<u>2024</u>	<u>2023</u>
ACCO Way	IDALDC	11/1/22	2/1/38	4.125%	\$ 225,000	-	224,115
ACCO Way	SLRVRA	11/1/22	2/1/38	4.125%	225,000	-	224,115
AmTech	IDALDC	7/24/19	7/1/29	3.750%	200,000	106,989	126,546
Ansen	SLRVRA	3/4/16	3/1/26	2.625%	241,954	32,222	58,692
Atlantic Testing Lab.	SLRVRA	1/26/17	2/1/24	2.875%	218,160	-	14,368
Atlantic Testing Lab.	SLRVRA	4/14/21	4/1/28	2.625%	344,500	167,806	220,623
Atlantic Testing Lab.	SLRVRA	7/31/23	8/1/30	5.125%	322,000	265,932	309,414
Canexsys	IDALDC	9/15/17	9/1/24	3.125%	150,000	17,912	29,368
Canexsys	SLRVRA	9/15/17	9/1/24	3.125%	150,000	17,912	29,368
Canexsys	GMEDF	9/15/17	9/1/24	3.125%	150,000	17,912	29,368
Canexsys	IDALDC	10/21/22	1/1/30	4.125%	130,000	109,101	116,807
Canexsys	SLRVRA	10/21/22	1/1/30	4.125%	130,000	109,101	116,807
Clifton Fine Hospital	GMEDF	5/12/11	6/1/26	2.625%	150,000	19,203	30,590
Curran Renewable Energy	SLRVRA	3/16/16	3/1/23	3.500%	1,356,278	80,407	208,848
Curran Renewable Energy	IDALDC	12/31/12	12/31/27	2.650%	100,000	26,268	32,320
Eshelmans	MICRO	5/6/22	11/1/27	4.000%	6,500	3,279	3,992
GR Brozzo, LLC	IDALDC	2/21/23	3/1/30	4.750%	50,000	39,061	45,463
Hackett's - formerly Wisebuys	IDALDC	12/24/03	7/1/11	3.000%	235,000	33,662	38,508
High Peaks Winery	GMEDF	4/30/14	5/1/29	3.750%	36,500	13,985	16,439
High Peaks Winery	SLRVRA	4/30/14	5/1/29	3.750%	36,500	13,996	16,450
JAPES Pet	MICRO	9/23/20	9/1/25	4.000%	20,000	5,604	8,312
Johnson Newspaper	IDALDC	12/20/19	12/1/24	3.750%	100,000	35,005	40,385
Kingston Pharma, LLC	SLRVRA	7/26/18	8/1/23	3.500%	96,000	33,003	14,845
L&T Crafts	MICRO	5/20/24	7/1/29	4.000%	8,000	7,616	- 1,015
Lead Foot Trucking	MICRO	8/24/23	9/1/28	4.000%	16,000	12,881	15,746
M&M Eggs	BRLF	12/2/21	11/1/31	2.625%	25,000	19,191	21,629
M&M Heating & AC	MICRO	11/3/22	11/1/27	4.000%	20,000	12,719	16,751
North Arrerican Forest Group	IDALDC	9/28/18	3/31/19	3.500%	400,000	272,787	297,060
North Arrerican Forest Group	SLRVRA	11/21/18	11/1/33	3.625%	100,000	68,411	74,456
North Countiy Dairy	SLRVRA	2/1/19	2/1/26	3.375%	800,000	148,369	256,833
North Countiy Dairy	IDALDC	2/1/19	2/1/26	3.375%	200,000	37,092	64,208
Northeastern Sign	SLRVRA	1/29/24	1/1/31	5.250%	110,000	98,692	04,200
Pepsi-Cola Ogdensburg Bottlers	SLRVRA	11/21/19	12/1/24	3.375%	200,000	15,235	57,514
PSP, Inc.	IDALDC	6/8/22	6/1/27	2.750%	87,191	49,450	62,280
PSP, Inc.	SLRVRA	6/8/22	6/1/27	2.750%	87,192	49,450	62,280
Riverside Iron, LLC	IDALDC	3/18/22	3/1/32	2.625%	125,000	92,651	105,217
Riverside Iron, LLC	SLRVRA	3/18/22	3/1/32	2.625%	125,000	92,651	105,217
, , , , , , , , , , , , , , , , , , ,	MICRO		10/17/22	4.000%		92,031	
Shades Tanning		10/17/12 10/12/18	10/1/23	4.000%	20,000 20,000	-	14,066
Sharrow's Home Repair SLCIDA CIB	MICRO						1,968
	IDALDC	12/4/14	11/1/44	0.500%	700,000	478,478	500,939
St. Lawrence Suds, LLC	IDALDC	1/25/23	2/1/28	4.750%	50,000	33,067	42,511
St. Lawrence Suds, LLC	IDALDC	12/20/24	12/1/40	4.875%	225,000	225,000	100.022
Structural Wood Corp	SLRVRA	4/9/20	4/1/30	2.625%	300,000	169,944	198,933
Tri-Town Kids	BRLF	1/31/23	2/1/28	4.000%	30,000	22,078	28,030
Tri-Town Kids	MICRO	1/31/23	2/1/28	4.000%	20,000	15,044	18,687
Waddington Auto Parts	MICRO	10/17/12	10/17/19	4.000%	20,000	6,100	7,423
	Total mortg	ages and notes	receivable			3,042,263	3,907,491
	Less curren	t portion				(674,265)	(948,266)
	Total mortg	gages and notes	receivable, net o	of current por	tion	\$2,367,998	2,959,225

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements, Continued

(6) Details of Mortgages and Notes Receivable, Continued

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

Year(s) ending			
December 31,	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2025	\$ 674,265	88,037	762,302
2026	463,477	67,668	531,145
2027	391,436	53,282	444,718
2028	317,272	40,352	357,624
2029	286,784	29,646	316,430
2030 - 2034	553,859	60,221	614,080
2035 - 2039	210,318	21,186	231,504
2040 - 2044	144,852	2,136	146,988
	\$ 3,042,263	362,528	3,404,791

(7) Restricted Investments

Restricted investments as of December 31, 2024 and 2023 consist of the following:

	<u>2024</u>	<u>2023</u>
Cash	\$ 1,652,374	-
Certificates of deposit	<u>2,599,997</u>	<u>2,122,660</u>
	\$ <u>4,252,371</u>	2,122,660

Fair Value Measurements

The framework for measuring fair value includes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets (Level 1) and the lowest priority to unobservable inputs (Level 3).

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets in active markets that the SLCIDA-LDC has the ability to access.

Level 2 - Inputs to the valuation methodology include:

- Quoted prices for similar assets in active markets;
- Quoted prices for identical or similar assets in inactive markets;
- Inputs other than quoted prices that are observable for the asset;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset.

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements, Continued

(7) Restricted Investments, Continued

Level 3 - Inputs to the valuation methodology are unobservable inputs and significant to the fair value measurement.

The fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value at December 31, 2024 and 2023:

<u>Restricted Investments</u> - Valued based on quoted market prices in active markets. The SLCIDA-LDC considered restricted investments to be Level 1.

The methods described above may produce a fair value calculation that may not be reflective of future fair values. Furthermore, while the SLCIDA-LDC believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

(8) Capital Assets

Capital assets at December 31, 2024 and 2023 consisted of:

	<u>2024</u>	<u>2023</u>
Massena Lot 19:		
Building and improvements - SLRVA	\$ 450,232	450,232
Less accumulated depreciation	(<u>183,518</u>)	(<u>165,711</u>)
Total capital assets, net	\$ 266,714	284,521

(9) Subsequent Events

The SLCIDA-LDC has evaluated subsequent events through the date of the report which is the date the consolidated financial statements were available to be issued.

Notes to Consolidated Financial Statements, Continued

(10) 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, 2024, 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.

(11) Lease

The SLCIDA-LDC entered into a lease with Fockler Industries, LLC for facility space at Lot 19 Massena Industrial Park. Future minimum payments due to SLCIDA-LDC under the lease and the related liability were discounted to present value using an interest rate of 3%. The amortization of the lease receivable and related liability is as follows:

	<u>Principal</u>	Interest	<u>Total</u>	Lease <u>Liability</u>
2025	\$ 32,338	2,384	34,722	33,168
2026	33,322	1,400	34,722	33,168
2027	<u>28,541</u>	394	<u>28,935</u>	<u>27,633</u>
	\$ <u>94,201</u>	<u>4,178</u>	<u>98,379</u>	<u>93,969</u>

Notes to Consolidated Financial Statements, Continued

(12) 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, 2024 and 2023 are as follows:

	Original	Maturity	Interest	Original	Bala	ance
Capital Lease	<u>Date</u>	<u>Date</u>	<u>Rate</u>	Amount	2024	2023
AmTech Yams, Inc.	7/24/19	4/1/35	3.750%	\$ 450,000	284,782	305,192

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

Year(s) ending			
December 31,	Principal	<u>Interest</u>	<u>Total</u>
2025	\$ 22,647	9,450	32,097
2026	23,737	9,424	33,161
2027	24,642	8,519	33,161
2028	25,582	7,579	33,161
2029	26,558	6,603	33,161
2030 - 2034	148,784	17,021	165,805
2035	12,832	<u>109</u>	12,941
	\$ <u>284,782</u>	<u>58,705</u>	343,487

(13) Concentration of Credit Risk

At December 31, 2024, the consolidated entities had bank balances totaling \$8,173,414, with a carrying value of \$8,143,649. A combination of Federal Deposit Insurance Corporation insurance and pledged securities fully covered these bank balances.

(14) Liquidity and Availability

At December 31, 2024 and 2023, the SLCIDA-LDC had \$930,134 and \$722,394 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.

(A Component Unit of St. Lawrence County, New York)

Notes to Consolidated Financial Statements, Continued

(14) Liquidity and Availability, Continued

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:

	<u>2024</u>	<u>2023</u>
Cash and equivalents	\$ 562,049	2,551,134
Restricted investments	2,025,725	_
Accounts receivable	1,988	-
Accrued interest receivable	259	138
Mortgages and notes receivable (net)	28,458	33,587
Total	\$ <u>2,618,479</u>	2,584,859

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:

	<u>2024</u>	<u>2023</u>
Cash and cash equivalents	\$ 4,865,626	4,463,446
Restricted investments	2,226,646	2,122,660
Accounts receivable	7,996	2,851
Accrued interest receivable	2,336	20,109
Mortgages and notes receivable (net)	342,445	543,560
Capital lease receivable	22,647	22,984
Total	\$ 7,467,696	7,175,610

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:

	<u>2024</u>	<u>2023</u>
Cash and cash equivalents	\$ 1,782,540	1,544,328
Accounts receivable	4,089	579
Accrued interest receivable	4,831	3,871
Due from affiliate	4,523	15,318
Mortgages and notes receivable (net)	133,362	187,520
Total	\$ <u>1,929,345</u>	<u>1,751,616</u>

Notes to Consolidated Financial Statements, Continued

(15) 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 6 of these consolidated financial statements.
- Administrative fees paid to SLCIDA by SLCIDA-LDC totaled \$7,200 for both 2024 and 2023.
- Administrative fees paid to SLCIDA-LDC by SLRVRA totaled \$300,000 for both 2024 and 2023.
- Management fees paid to SLCIDA-LDC by SLCIDA-CDC totaled \$14,534 and \$14,467 for 2024 and 2023, respectively.
- Management fees paid to SLCIDA-LDC by SLCPDC totaled \$14,534 and \$14,467 for 2024 and 2023, respectively.
- Salary reimbursements from the SLCPDC and SLCIDA-CDC were due to the SLCIDA-LDC in the amount of \$4,523 and \$15,318 for 2024 and 2023, 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

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 <u>Government Auditing Standards</u> 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), a component unit of St. Lawrence County, New York, which comprise the consolidated statement of financial position as of December 31, 2024, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to consolidated financial statements, and have issued our report thereon dated March 24, 2025.

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 consolidated 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 consolidated 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 <u>Government Auditing Standards</u>.

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 SLCIDA-LDC's internal control or on compliance. This report is an integral part of an audit performed in accordance with <u>Government Auditing Standards</u> in considering SLCIDA-LDC's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

EFPR Group, CPAS, PLLC

Williamsville, New York March 24, 2025



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REPORT ON INVESTMENT COMPLIANCE WITH SECTION 201.3 OF TITLE TWO OF THE OFFICIAL COMPILATION OF CODES, RULES AND REGULATIONS OF THE STATE OF NEW YORK

The Board of Directors
St. Lawrence County Industrial Development
Agency - Local Development Corporation:

We have examined the St. Lawrence County Industrial Development Agency - Local Development Corporation (SLCIDA-LDC), a component unit of St. Lawrence County, New York, compliance with the requirements of Section 201.3 of Title Two of the Official Compilation of Codes, Rules and Regulations of the State of New York (Section 201.3) during the year ended December 31, 2024. Management is responsible for the SLCIDA-LDC's compliance with Section 201.3 Our responsibility is to express an opinion on the SLCIDA-LDC's compliance with Section 201.3 based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and standards applicable to attestation engagements contained in <u>Government Auditing Standards</u> issued by the Comptroller General of the United States. Those standards require that we plan and perform the examination to obtain reasonable assurance about the SLCIDA-LDC's compliance with Section 201.3. An examination involves performing procedures to obtain evidence about the SLCIDA-LDC's compliance with Section 201.3. The nature, timing, and extent of the procedures selected depend on our judgment, including an assessment of the risks of material misstatement of the SLCIDA-LDC's compliance with Section 201.3, whether due to fraud or error. We believe that the evidence we obtained is sufficient and appropriate to provide a reasonable basis for our opinion.

We are required to be independent and to meet our ethical responsibilities in accordance with relevant ethical requirements relating to the engagement.

In our opinion, the SLCIDA-LDC complied in all material respects with Section 201.3 during the year ended December 31, 2024.

In accordance with <u>Government Auditing Standards</u>, we are required to report significant deficiencies in internal control, violations of provisions of laws, regulations, contracts, or grant agreements, and abuse that are material to the SLCIDA-LDC's compliance with Section 201.3 and any fraud or illegal acts that are more than inconsequential that come to our attention during our examination. We are also required to obtain views of management on those matters. We performed our examination to express an opinion on the SLCIDA-LDC's compliance with Section 201.3 and not for the purpose of expressing an opinion on internal control over compliance with Section 201.3 or other matters; accordingly, we express no such opinion. The results of our tests disclosed no matters that are required to be reported under <u>Government Auditing Standards</u>.

This report is intended solely for the information and use of the Audit Committee, the Board of Directors, and management of SLCIDA-LDC and is not intended and should not be used by anyone other than those specified parties.

EFPR Group, CPAS, PLLC

Williamsville, New York March 24, 2025