

COUNTY OF OTSEGO  
INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

FINANCIAL STATEMENTS

Year Ended December 31, 2023

COUNTY OF OTSEGO  
INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

TABLE OF CONTENTS

---

	<u>Page</u>
INDEPENDENT AUDITORS' REPORT	1 – 3
MANAGEMENT'S DISCUSSION AND ANALYSIS	4 – 9
FINANCIAL STATEMENTS	
Combined Statement of Net Position	10
Combined Statement of Revenues, Expenditures and Changes in Net Position	11
Combined Statement of Cash Flows	12
Notes to the Financial Statements	13 – 21
SUPPLEMENTARY INFORMATION	
Combining Statement of Net Position	22
Combining Statement of Revenues, Expenditures and Changes in Net Position	23
Schedule of Outstanding Sale and Lease Agreements	24
Schedule of Full Time Equivalent (FTE) Jobs Created and Retained	25
INTERNAL CONTROL AND COMPLIANCE	
Independent Auditors' 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>	26 – 27
Independent Auditors' Report on Compliance with Investment Guidelines For Public Authorities	28

4 Associate Drive  
Oneonta, New York 13820  
Phone: (607) 432-8700  
Fax: (607) 432-5122  
www.mmscpas.com



**MOSTERT, MANZANERO & SCOTT, LLP**  
*Certified Public Accountants*

Deborah L. Mostert, CPA  
Anthony T. Manzanero, CPA  
Mary E. Manzanero, CPA  
David E. Brownell, CPA  
Jason L. Waite, CPA

## INDEPENDENT AUDITORS' REPORT

Board of Directors  
County of Otsego Industrial Development Agency  
189 Main Street, Suite 500  
Oneonta, New York

### **Report on the Audit of the Financial Statements**

#### ***Opinions***

We have audited the accompanying financial statements of the County of Otsego Industrial Development Agency (A component Unit of Otsego County, New York) (COIDA) as of and for the year ended December 31, 2023, and the related notes to the financial statements, which collectively comprise the COIDA's basic financial statements, as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the COIDA as of December 31, 2023, and the respective changes in financial position and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinions***

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 *Government Auditing Standards*, 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 COIDA 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 these 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 COIDA's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

### ***Auditors' 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 auditors' report that includes our opinions. 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 COIDA'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; and
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about COIDA'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.

### ***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that the Management's Discussion & Analysis on Pages 4 – 9 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, and historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### ***Supplementary Information***

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise COIDA's financial statements. The accompanying combining statements are presented for purposes of additional analysis and are not a required part of the financial statements. The schedule of outstanding sale and lease agreements and the schedule of full time equivalent (FTE) jobs created and retained in the financial statements are presented for purposes of additional analysis and are not a required part of the financial statements, but it is supplementary information required by the Office of the New York State Comptroller. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and the other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplementary information is fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

### **Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated March 28, 2024; on our consideration of COIDA'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 COIDA'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 COIDA's internal control over financial reporting and compliance.

### **Other Reporting Required by New York State Public Authorities law**

In accordance with New York State Public Authorities Law, we have also issued our report dated March , 2024, on our consideration of COIDA's compliance with Section 2925 of New York State Public Authorities Law. The purpose of that report is to determine whether COIDA obtained and managed its investments in compliance with its own policies and relevant sections of the New York State Public Authorities Law.

*Mostert, Manzanero & Scott, LLP*

Oneonta, New York  
March 28, 2024

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS

---

As the financial management of the County of Otsego Industrial Development Agency ("COIDA"), we offer readers of these financial statements this narrative overview and analysis of the financial activities for COIDA for the fiscal year ended December 31, 2023. This discussion and analysis is designed to assist the reader in focusing on the significant financial issues and activities and to identify any significant changes in financial position. COIDA encourages its readers to consider the information presented here in conjunction with the financial statements taken as a whole.

Budget

COIDA budgets its operating income and expenses each year. COIDA's primary source of income is generated through lease payments on buildings it owns at 18 Stadium Circle and in the Oneonta Business Park, interest income on loans and fees for services including sale/leaseback agreements.

Expenses for COIDA comprise mostly of general agency operations including development of and maintenance for the Oneonta Business Park, professional service fees, staff and leased office space.

Overview of the Financial Statements

This discussion and analysis accompanies COIDA's financial statements, including notes to the financial statements and the reports on internal control and compliance to help the reader better understand the financials.

Financial Statements

COIDA's financial statements provide readers with a comprehensive reporting of COIDA's 2023 transactions and balances. The difference between the assets and liabilities are reported as net position. Increases or decreases in net position are an indicator of strengthened or weakened financial position.

Notes to the Financial Statements

The notes provide additional information that is essential to a full understanding of the data provided in the basic financial statements.

Financial Analysis

Net operating income for COIDA was \$340,879 for fiscal year 2023, compared to a net operating loss of \$(21,562) for the fiscal year 2022. This represents an increase in revenues of \$438,883 and an increase in operating expenses of \$76,442.

The increase in operating revenues was mostly attributable to:

- Decrease in interest income on notes of \$90;
- Increase in rental income of \$7,618;
- Increase in fee revenue of \$265,641;
- Increase in economic development support of \$200,000; and
- Decrease in bad debt recoveries of \$34,286.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS

---

The increase in operating expenses was mostly attributable to:

- Decrease in insurance of \$11,236;
- Increase in computer expense of \$5,486;
- Decrease in rental expense of \$370;
- Increase in professional fees of \$42,345;
- Increase in marketing expense of \$22,053;
- Increase in travel, seminar and training of \$1,927;
- Decrease in depreciation and amortization expenses of \$2,431;
- Decrease in membership dues and subscriptions of \$7,230;
- Increase in payroll and payroll related expenses of \$20,073;
- Increase in repairs and maintenance of \$715; and
- Increase in other expenses of \$5,110.

At the close of fiscal year 2023, COIDA had net position of \$5,437,904, an increase of \$358,680 from the prior year. The term "net position" refers to the difference between assets and liabilities.

COIDA's primary objective is to provide assistance to existing businesses, expansions and business startups with professional assistance, tax incentives, educational programs and access to capital for the purposes of creating jobs and economic development activity within Otsego County. The loan funds are comprised of investments dedicated to this purpose and matching funds from COIDA's accumulated working capital. The revolving loan fund is not reflected in COIDA's statement of net position as an allowance for uncollectible loans which has been created for all outstanding loans.

COIDA's current major capital assets are the former Wright National Soccer Campus property, the Oneonta Business Park in Oneonta, the Oneonta Railyard Business Park, and property in Richfield Springs for a future industrial park. These projects are concurrent with COIDA's objectives of encouraging economic development in Otsego County.

### **ACCOMPLISHMENTS**

#### *Activities and Major Projects*

#### **Board and Compliance**

COIDA's Board, Audit and Finance Committee, and Project Committee all continued to meet on a monthly basis to address COIDA's governance and projects, its financials and loan portfolio. Staff prepared and submitted COIDA's Procurement, Investment and Annual Report on time to the ABO, and prepared and submitted its 2023 budget to the ABO in October 2023. Staff continued to meet individually with COIDA loan clients particularly those with delinquent loans and was successful in obtaining payments from clients who had not serviced their loans for several years. COIDA's loan portfolio has become healthier as a result.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS

---

**Real Property**

COIDA's 40-plus "shovel-ready", developable acres in the Oneonta Business Park continues to be marketed aggressively by staff. The IDA is now in discussion with a manufacturing company to purchase one or more lots in the Park. In addition, COIDA's vacant spec building, also in the Oneonta Business Park, which was occupied by Siemens Medical for 20 years, was leased in early 2017 by Hale Transportation. During 2020, Hale Transportation, due to decline in ridership due to COVID-19, decided not to renew its lease. Staff have been working on marketing the facility to several other potential tenants and in 2021 Burr Trucking leased the facility. Burr Trucking decided to close its operations mainly due to staffing issues. COIDA negotiated with Apple Converting to lease the facility in 2023 for their expanded manufacturing operations. IOXUS renewed their lease from the IDA the building which formerly housed the Soccer Hall of Fame, and the IDA finalized a new five-year use agreement with the Oneonta Soccer Club to provide limitless access to the high-quality soccer fields on the property, for their use for training, tournaments and events. In addition, the IDA subleased part of its office space at 189 Main Street to Southern Tier 8 (a regional planning agency) and the Center for Agriculture, Development and Entrepreneurship (CADE) and in 2023 rented space to the International Food & Policy Research Institute.

**Oneonta Rail Yards**

During 2019, the final generic environmental impact statement was accepted by the City of Oneonta. During the past year, the IDA in conjunction with the City of Oneonta and the County Highway Department re-surfaced Roundhouse Road – the entranceway into the new industrial park site. In 2020, the IDA hired the MRB Group to prepare a new master plan and subdivision plot of the property. In 2022, the IDA had a 3 acre parcel cleared of trees and vegetation. Also in 2022, the IDA is having Ramboll Engineers do a feasibility study of having a geo-thermal community heating and cooling system installed around the Park. This study is expected to be completed in 2024.

**Workforce Development**

In 2020, the Workforce Development Center (the "Center") continued its focus to conduct training programs being carried out by the NYS Small Business Development Center, the Otsego County Chamber of Commerce, SUNY Broome, the NYS Department of Labor and the Center for Agriculture, Development and Entrepreneurship (CADE) using the IDA's facilities and the IDA computers and other equipment. In 2023, the IDA, using an Appalachian Regional Commission grant of \$150,000 continued its innovation/acceleration center at their offices.

**Marketing Efforts**

During 2020, COIDA initiated a new digital marketing campaign to downstate residents and businesses. Several new landing pages were developed along with videos of Otsego County. This effort will continue through 2024. Also, a marketing campaign for the IDA's new innovation/acceleration center was developed.

**Grants**

The COIDA is administering the following grants:

- \$500,000 in capital grants to continue to move the Oneonta Rail Yards project forward.
- \$750,000 Community Development Block Grant (CDBG) to the Town of Oneonta for the expansion of Systematic Power Manufacturing (Ioxus) which will retain 21 jobs and create 32 jobs.
- \$150,000 Appalachian Regional Commission grant to begin the IDA's Innovation/Acceleration Center.
- \$325,000 NYS Empire State Development Grant, a \$1.2 million federal EDA grant, and a \$500,000 ARC grant to extend water and sewer to a new industrial park in the Town of Richfield.
- \$300,000 Micro-Enterprise Grant for the County of Otsego.



COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS

---

**Corning**

In 2021, the IDA approved financial assistance to Corning for a \$14.7 million expansion. Construction is expected to be completed in 2024.

**One Stop Business Center**

After several years, the Otsego County Chamber of Commerce moved its operations out of COIDA offices. Southern Tier 8 Regional Planning Agency and the Center for Agriculture, Development and Entrepreneurism (CADE) continue to rent space at COIDA offices. This cooperative venture would allow COIDA, and NYS Small Business Development Center, CADE and Southern Tier 8 to function as a cohesive unit enhancing the services provided to businesses of all sectors.

Economic Factors

In 2023 it continued to be a difficult economic environment, on the global, national and local level. Businesses continued to deal with the aftermath of the Corona Virus pandemic and many were forced to close for much of 2021. The tourism industry as well as support services were particularly hit hard. Even manufacturing was affected due to supply chain issues. Locally, most businesses are not growing, whether by circumstance or by choice and the population is stagnant or declining, making growth all the more challenging. Furthermore, with an average unemployment rate of 5.8%, existing businesses in all industries are having a difficult time filling job vacancies in Otsego County. The unemployment rate reached a high of 12.1% in April of 2020. Commercial lending continued to lag, hampering the access to capital many businesses need for growth and stability. Another factor in New York State is the lack of available natural gas supply and electricity.

However, throughout the year, COIDA continued to reach out to existing businesses for growth opportunities and to identify business retention cases. Agribusiness and growth in the downtown Oneonta, Richfield Springs and Cooperstown areas continue to be of significant focus for economic activity during the year, as do redevelopment of the Oneonta Rail Yards and the Market Street area of Oneonta in general. Further, Otsego County hopes to take advantage, in the coming years, of the nanotechnology sectors growing rapidly to our east in Albany and to our west in Utica/Rome.

At the close of 2023, our goals remain in conjunction with the Governor Regional Economic Development Councils and the commitment to develop and participate in regional strategic plans, to work to attract private investment and well-paying jobs, and to build a pipeline for targeted economic development initiatives.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following is a summary of COIDA's financial position at December 31, 2023 and 2022:

NET POSITION	<u>2023</u>	Increase/ Decrease Prior Year	<u>2022</u>
Current assets	\$ 1,667,051	\$ 397,311	\$ 1,269,740
Non-current assets	<u>3,800,720</u>	<u>(40,386)</u>	<u>3,841,106</u>
Total assets	<u>5,467,771</u>	<u>356,925</u>	<u>5,110,846</u>
Current liabilities	24,778	18	24,760
Non-current liabilities	<u>5,089</u>	<u>(1,773)</u>	<u>6,862</u>
Total liabilities	<u>29,867</u>	<u>(1,755)</u>	<u>31,622</u>
Invested in capital assets:			
Net of related debt	3,793,858	(38,682)	3,832,540
Unrestricted	<u>1,644,046</u>	<u>397,362</u>	<u>1,246,684</u>
Total net position	<u>\$ 5,437,904</u>	<u>\$ 358,680</u>	<u>\$ 5,079,224</u>
 CHANGES IN NET POSITION			
Operating revenues	\$ 917,807	\$ 438,883	\$ 478,924
Operating expenses	<u>576,928</u>	<u>76,442</u>	<u>500,486</u>
Operating income (loss)	340,879	362,441	(21,562)
Non-operating income	<u>17,801</u>	<u>16,480</u>	<u>1,321</u>
Change in net position	358,680	378,921	(20,241)
Net position – Beginning of year	<u>5,079,224</u>	<u>(20,241)</u>	<u>5,099,465</u>
Net position – End of year	<u>\$ 5,437,904</u>	<u>\$ 358,680</u>	<u>\$ 5,079,224</u>

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS

---

2023 MARKETING INITIATIVES

- Continued to build relationships among New York State agencies and individuals, the site-selector community nationally, and key industry groups in order to attract new private investment to Otsego County;
- Developed property fact sheets for direct marketing campaigns and website viewing and downloading;
- Develop a digital marketing campaign to downstate businesses and residents;
- Continued to develop a comprehensive inventory of available sites and buildings for lease or purchase;
- Continued to publicize Otsego Now activities and successes through a combination of social media, press releases, relationship-building with local and regional press, website marketing and events; and
- Participated in targeted industry and sector events.

2024 GOALS

- Continue to work redeveloping Oneonta Rail Yards with partners including Norfolk Southern and the City of Oneonta;
- Continue to conduct annual business retention and site visits to existing companies in Otsego County;
- Aggressively market shovel – ready sites at Oneonta Business Park;
- Continue a digital marketing campaign to downstate businesses and residents;
- Utilize the completed comprehensive plans for Richfield Springs, Cooperstown, and Oneonta for business attraction and retention;
- Work to move forward significantly WiFi and Broadband development;
- Conduct annual business retention and site visits to existing companies in Otsego County;
- Form relationships with strategic partners across the Region and State in order to promote job-creation and economic development throughout Otsego County;
- Work with Hartwick College, Ioxus, custom Electronics, SUNY Oneonta and the Binghamton Small Business Development Center to create a new innovation/acceleration center;
- Continue to assist in new housing projects such as Springbrook's Ford Block Housing in Oneonta and Chestnut Crossings in Cooperstown; and
- Start construction of a \$2.4 million infrastructure extension to a new industrial park in the Town of Richfield.

Requests for Information

Questions concerning any of the information provided in this report or request for additional financial information should be addressed to Jody Zakrevsky, Chief Operating Officer, County of Otsego Industrial Development Agency, 189 Main Street, Suite 500, Oneonta, New York 13820.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

COMBINED STATEMENT OF NET POSITION

December 31, 2023

---

ASSETS

Current assets:

Cash and cash equivalents	\$ 994,559
Certificate of deposit	604,659
Accrued interest receivable	4,050
Rents receivable	6,250
Grants receivable	55,438
Prepaid expenses	2,095
Total current assets	<u>1,667,051</u>

Capital assets, net

3,800,720

Total assets

5,467,771

LIABILITIES AND NET POSITION

Current liabilities:

Accounts payable	1,970
Accrued expense	6,000
Lease liability - Current	1,773
Security deposits	15,035
Total current liabilities	<u>24,778</u>

Long term liabilities:

Lease liability - Long term	<u>5,089</u>
Total long term liabilities	<u>5,089</u>

Total liabilities

29,867

Net position:

Investment in unrestricted capital assets, net of debt	3,793,858
Unrestricted net assets	<u>1,644,046</u>

Total net position

\$ 5,437,904

See accompanying notes.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

COMBINED STATEMENT OF REVENUES, EXPENDITURES  
AND CHANGES IN NET POSITION

Year Ended December 31, 2023

Operating revenues:		
Program support		\$ 275,000
Rental of real property		143,958
Administrative, PILOT, bond and loan application fees		487,182
Bad debt recovery		11,667
Total operating revenues		<u>917,807</u>
Operating expenses:		
Payroll taxes		17,408
Accounting fees		26,470
Professional fees - Economic development		133,061
Professional fees - Other		1,863
Marketing and promotion		28,572
Salaries and wages		180,932
Membership dues and subscriptions		5,486
Office expenses		5,193
Computer and equipment expenses		12,719
Telephone		595
Office rent		49,400
Travel, seminars and training		4,498
Rental expenses		1,287
Insurance		34,214
Utilities		5,375
Repairs and maintenance - Business park		5,732
Depreciation expense		58,631
Amortization expense		1,704
Other expenses		195
Bad debt		3,593
Total operating expenses		<u>576,928</u>
Net operating income		<u>340,879</u>
Non-operating revenues (expenses):		
Other interest income		17,801
Grant income		75,607
Grants expended		(75,607)
Total non-operating revenues		<u>17,801</u>
Net income		358,680
Net position - Beginning of year		<u>5,079,224</u>
NET POSITION - END OF YEAR		<u>\$ 5,437,904</u>

See accompanying notes.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

COMBINED STATEMENT OF CASH FLOWS

Year Ended December 31, 2023

Cash flows from operating activities:	
Receipts from program support	\$ 275,000
Receipts from rents	142,708
Receipts from fees	487,182
Payments to employees	(196,190)
Payments to suppliers and services	(306,911)
NET CASH PROVIDED BY OPERATING ACTIVITIES	401,789
Cash flows from financing activities:	
Net grants received	94,561
Principal payments received on notes receivable	11,667
Purchase of capital assets	(21,654)
NET CASH PROVIDED BY FINANCING ACTIVITIES	84,574
Cash flows from investing activities:	
Interest and earnings	5,935
Purchase of certificate of deposit	(235,000)
NET CASH USED IN INVESTING ACTIVITIES	(229,065)
NET INCREASE IN CASH	257,298
Cash - Beginning of year	737,261
Cash - End of year	\$ 994,559
Reconciliation of net operating income to net cash provided by (used in) operation activities:	
Net operating income	\$ 340,879
Adjustments to reconcile net income to net cash provided by (used in) operating activities:	
Depreciation	58,631
Amortization	1,704
(Increase) decrease in rents receivable	(1,250)
(Increase) decrease in prepaid expenses	13,543
Increase (decrease) in allowance for bad debt	(11,667)
Increase (decrease) in accounts payable and commitments	(51)
NET CASH PROVIDED BY OPERATING ACTIVITIES	\$ 401,789

See accompanying notes.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

---

NOTE 1 ORGANIZATION

The County of Otsego Industrial Development Agency (COIDA) was organized May 1, 1973 by the Otsego County Legislature under the authority of General Municipal Law, Section 856.1A of the State of New York. COIDA is a component unit of Otsego County, New York, based on the criteria set forth in Governmental Accounting Standards Board (GASB) Statements No. 14 and 39 and as amended by GASB Statement No. 61. COIDA was established to provide professional assistance, educational programs and loans for existing business expansions, business startups in Otsego County to encourage plant modernization, to create job opportunities and promote commerce and industry.

The accompanying combined financial statements include assets, liabilities and net position, and the financial activities of COIDA, a component unit of Otsego County, and its component unit, Oneonta Rail Yards Local Development Corporation.

The financial reporting entity includes organizations, functions, and activities over which appointed officials exercise oversight responsibility. Oversight responsibility is determined on the basis of financial interdependency, selection of governing agency, designation of management, ability to significantly influence operations, and accountability for fiscal matters.

The financial reporting entity consists of (a) the primary entity which is COIDA, (b) organizations for which the primary government is financially accountable, and (c) other organizations for which the nature and significance of their relationship with the primary entity is such that exclusion would cause the reporting entity's financial statements to be misleading or incomplete as set forth in GASB Statement No. 14 as amended by GASB Statement No. 39. The decision to include a potential unit in COIDA's reporting entity is based on several criteria set forth in GASB Statement Nos. 14 and 39, as amended by GASB Statement No. 61, including legal standing, fiscal dependency, and financial accountability.

In order to retain the ability to issue tax exempt revenue bonds to fund projects for nonprofit organizations, Otsego County formed the Otsego County Capital Resource Corporation (OCCRC) in 2008. OCCRC is a New York State Corporation organized under NYS Not-for-Profit Corporation Law and Otsego County is the sole member of the corporation. OCCRC is a separate legal entity, its governing board is made up of COIDA's officers and directors and the two entities share common management and staff. However, it does not meet the requirements of GASB to be considered a component unit of COIDA.

In 2017, the County of Otsego formed the Oneonta Rail Yards Local Development Corporation (ORYLDC) to induce investment and industry in Otsego County. ORYLDC is a Not-for Profit Local Development Corporation formed under Sections 402 and 1411 of the Not-for Profit Corporation Law of the State of New York. COIDA is the sole member of the corporation. While ORYLDC is a separate legal entity, its governing board is made up of the COIDA's officers and directors and the two entities share common management and staff. As such, ORYLDC is presented as a component unit of COIDA in the accompanying financial statements.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

---

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of COIDA have been prepared in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is the accepted standard setting body for establishing COIDA's accounting and financial reporting principles. Significant accounting policies are:

Combined Financial Statement Presentation

The combined financial statements include the accounts of COIDA and ORYLDC. All significant intercompany balances and transactions have been eliminated in the accompanying consolidated financial statements. These combined financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP).

Measurement Focus and Basis of Accounting

The financial statements of COIDA are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred, regardless of when the related cash transaction takes place. Nonexchange transactions, in which COIDA gives or receives value without directly receiving or giving equal value in exchange, include grants. Revenues from grants are recognized in the fiscal year in which all eligibility requirements have been satisfied. COIDA is engaged only in business-type activities as defined in GASB Statement No. 34. COIDA applies all applicable GASB pronouncements, as well, as Financial Accounting Standards Board's (FASB) Accounting Standards Codification unless these standards conflict with or contradict GASB pronouncements.

Accounts Receivable

Accounts receivable is reported at their net realizable value. Generally accepted accounting principles require the establishment of an allowance for doubtful accounts. No allowance for uncollectible accounts receivable has been provided since management believes that such an allowance is not necessary.

Notes Receivable

Notes receivable are shown net of the allowance for uncollectible accounts in accordance with U.S. GAAP. Receivables for loans and mortgages are reviewed periodically by management to update the allowance for uncollectible amounts. These provisions are estimated based on an analysis of the aging of the receivable and any other factors known by management.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand, demand deposits, and short-term investments, purchased with a maturity of three months or less.



COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

---

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd.)

Capital Assets

COIDA uses the accounting policy of capitalizing all capital assets at cost in excess of \$2,000 with an estimated useful life in excess of one year. Depreciation of buildings and improvements are provided for over the estimated useful life, ranging from ten to forty years of the respective assets, on a straight-line basis.

Use of Estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the report period. Actual results could differ from those estimates.

Revenues and Expenses Classifications

COIDA distinguishes operating revenues and expenses from non-operating items in its financial statements. Operating revenues and expenses generally result from providing services in connection with COIDA's principal on-going operations. COIDA's operating expenses include project program costs and related administration expenses. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

Unearned Revenues

Unearned revenues arise when potential revenues do not meet both the measurable and available criteria for recognition in the current period. Unearned revenues also arise when resources are available by COIDA before it has legal claim to them, as when grant monies are received prior to incurring qualifying expenses. In subsequent periods, when both recognition criteria are met, or when COIDA has legal claim to resources, the liability for unearned revenue is removed and revenues are recognized.

Prepaid Expenses

Certain payments to vendors reflect costs applicable to future accounting periods and are recorded as prepaid expenses.

Income Taxes

COIDA is a quasi-governmental organization. COIDA is not subject to federal or state income taxes, nor is it required to file federal and state income tax returns, therefore, no provisions for income taxes are reflected in these financial statements.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd.)

Net Position

Equity is classified as net position and displayed in three components:

- a. Invested in Capital Assets – Consists of capital assets including restricted capital assets, net of accumulated depreciation.
- b. Restricted – Consists of net assets with constraints on the use either by (1) external groups such as creditors, grantors, contributors, laws or regulations of other governments, or (2) laws through constitutional provisions or enabling legislation.
- c. Unrestricted – All other net assets that do not meet the definition of “invested in capital assets” or “restricted.”

Statement of Cash Flows

For purposes of the combined statement of cash flows, COIDA considers cash to be all unrestricted and restricted cash accounts including demand accounts and certificate of deposit with an original maturity of generally three months or less.

Accounting Pronouncements

COIDA has evaluated GASB Statement No. 94, *Public-Private and Public-Public Partnerships and Availability Payment Arrangements*; GASB Statement No. 96, *Subscription-Based Information Technology Arrangements*; and GASB Statement No. 99, *Omnibus 2022* and have determined that there is no significant impact for the year ended December 31, 2023 related to these Statements.

The following are GASB Statements that have been issued recently and are currently being evaluated by COIDA for their potential impact in the future years:

- Statement No. 100, *Accounting Changes and Error Corrections* – an amendment of GASB Statement No. 62, which is effective for the year ending December 31, 2024;
- Statement No. 101, *Compensated Absences*, which will be effective for the year ending December 1, 2024; and
- Statement No. 102, *Certain Risk Disclosures*, which will be effective for the year ending December 31, 2025.

Deferred Inflows/Outflows of Resources

In addition to assets, the combined statement of net position will sometimes report a separate section for deferred outflows of resources. This separate financial statement element, deferred outflows of resources, represents a consumption of net position that applies to a future period(s) and so will not be recognized as an outflow of resources (expense/expenditure) until then.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd.)

Deferred Inflows/Outflows of Resources (Cont'd.)

In addition to liabilities, the combined statement of net position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element, deferred inflows of resources, represents an acquisition of net position that applies to a future period(s) and so will not be recognized as an inflow of resources (revenue) until that time.

Events Occurring After Reporting Date

COIDA has evaluated subsequent events through March 28, 2024, which is the date the financial statements were available to be issued.

NOTE 3 CERTIFICATE OF DEPOSIT

At December 31, 2023, COIDA had two certificates of deposit totaling \$604,659. Interest is at a rate of 5% and 5.25% and maturities are March 30, 2024 and December 14, 2024.

NOTE 4 BUSINESS PARKS

COIDA is owner of the Oneonta Business Park (approximately 70 acres) located in the Town and City of Oneonta. COIDA owns one 19,000 square foot building that was first available for lease in 2016. All the other buildings located in the park are privately owned. During 2023 and 2022, there were no vacant privately owned buildings in the Oneonta Business Park. COIDA owns approximately 59 acres of land in Richfield Springs, New York. This land was purchased as a site for a business park.

NOTE 5 CAPITAL ASSETS

COIDA's capital assets are comprised of the following at December 31:

	Cost	Accumulated Depreciation	Book Value
Buildings	\$ 2,180,116	\$ 813,835	\$ 1,366,281
Improvements	222,518	215,369	7,149
Office equipment	149,805	148,207	1,598
Intangible right to use asset	9,528	2,666	6,862
Total depreciated/amortized capital assets	2,561,967	1,180,077	1,381,890
Land	1,229,912	-	1,229,912
Land improvements	935,603	-	935,603
ORYLDC – Round House Road	253,315	-	253,315
Capital assets, net	<u>\$ 4,980,797</u>	<u>\$ 1,180,077</u>	<u>\$ 3,800,720</u>

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

NOTE 5 CAPITAL ASSETS (Cont'd.)

Depreciation and amortization expense amounted to \$60,335 for the year ended December 31, 2023.

ORYLDC's capital assets consisted of 79.41 acres of land on Round House Road with a cost of \$253,315 as of December 31, 2023.

NOTE 6 WRIGHT NATIONAL SOCCER CAMPUS (CAMPUS)

COIDA acquired the Campus property in 2014 and has the following recorded as part of capital assets:

Land – Ioxus, Inc. – 14.07 acres	\$ 239,190
Building – Ioxus, Inc.	<u>1,560,810</u>
Total	<u>1,800,000</u>
Land – Soccer fields – 33.74 acres	442,000
Building – Concession stand	<u>78,000</u>
Total	<u>520,000</u>
Total land and building	<u>\$ 2,320,000</u>

COIDA was a lessor in an annual operating lease agreement for the building and land associated with the former National Soccer Hall of Fame. The monthly rent increased from \$5,000 to \$6,250 in April for a total of \$71,250 for the year ended December 31, 2023. The lease has been renewed for 2024.

COIDA holds a five-year use agreement with Oneonta Youth Soccer Association (OYSA) for the use of the soccer fields through December 31, 2025. COIDA paid \$-0- during the year ended December 31, 2023 for facility maintenance. Future plans for this property are undecided. COIDA is looking for opportunities to make this property more of a year-round venue.

NOTE 7 NOTES RECEIVABLE

Notes receivable consisted of the following at December 31:

<u>Borrower</u>	<u>Interest Rate</u>	<u>Monthly Payment</u>	<u>Maturity</u>	<u>12/31/23 Principal</u>
Oneonta Theater	4.0%	\$ 1,012	08-2020	\$ 85,979
Foothills PAC	0.0%	1,667	06-2019	<u>88,333</u>
Subtotal				174,312
Less: Allowance for bad debts				<u>(174,312)</u>
Total				<u>\$ -</u>

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

NOTE 8 SHORT-TERM LEASES

Lessor

COIDA was a lessor in a 12-month operating lease agreement for the industrial incubator building that expired February 28, 2023. The monthly rent was \$4,295. The lease was extended for an additional 6 months at a monthly rate of \$4,553. COIDA received rental income under this lease in the amount of \$35,908 for the year ended December 31, 2023. This lease was not renewed.

COIDA is a lessor in a 12-month operating lease agreement for the premises located at 139 Commerce Road in the City of Oneonta, New York. The lease expires on August 31, 2024. The monthly rent is \$5,000. COIDA received rental income under this lease in the amount of \$20,000 for the year ended December 31, 2023.

See Note 6 for lease agreement for Ioxus building that is located on the NSHOF property.

Lessee

COIDA has a lease agreement for office space that expired on December 31, 2022. Monthly payments were \$4,117 for 2022. This monthly amount consisted of \$3,667 for COIDA's rent and portions of the sub-lease rent collected as indicated below. Total rent for 2023 was \$49,400.

Sublease of Office Space

COIDA has the following sublease agreement for office space during 2023:

Term	Monthly Payment	Number of Months	Total Rents Received in 2023
06/01/18 – To Prime Lease Expiration Date	100	12	\$ 1,200
08/01/18 – To Prime Lease Expiration Date *	1,050	12	12,600
01/01/23 – 06/30/2023	500	6	3,000

\* \$400 of this amount is being paid to lessor.

NOTE 9 LEASE LIABILITY

In 2022, the IDA implemented GASB No. 87 – *Leases* and accordingly reports a lease liability. In 2022, the IDA entered into a 5-year agreement to lease office equipment. The unpaid balance at December 31, 2023 was \$6,862.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

NOTE 9 LEASE LIABILITY (Cont'd.)

The following is a schedule of future minimum lease payments for leased assets, together with the net present value of the minimum lease payments as of December 31, 2023:

<u>Year Ending</u>	<u>Principal</u>	<u>Interest</u>
2024	\$ 1,773	\$ 242
2025	1,845	170
2026	1,920	95
2027	<u>1,324</u>	<u>20</u>
Minimum lease payments – Leased assets	6,862	<u>\$ 527</u>
Less: Lease liability current	<u>(1,773)</u>	
Lease liability – long-term	<u>\$ 5,089</u>	

NOTE 10 OUTSTANDING CIVIC FACILITY REVENUE BONDS

Structured similar to industrial revenue bonds, civic facility bonds are tax-exempt bonds issued for projects undertaken by not-for-profit “civic facilities” owned or occupied by not-for-profit corporations organized and existing under the laws of or authorized to conduct activities in New York State. COIDA is no longer able to provide civic facility revenue bond financing since Section 854 of the NYS General Municipal Law expired. OCCRC will now facilitate for issuance of civic facility revenue bonds for eligible organizations throughout Otsego County.

NOTE 11 OUTSTANDING INDUSTRIAL REVENUE BOND AND NOTE TRANSACTIONS

Certain industrial development revenue bonds and notes issued by COIDA are secured by property that is leased to companies and is retired by lease payments. The bonds and notes are not obligations of COIDA or the State of New York. COIDA does not record the assets or liabilities resulting from completed bonds and notes issued in its accounts, since its primary function is to arrange the financing between the borrowing companies and the bond and note holders, and funds arising therefrom are controlled by trustees or banks acting as fiscal agents. For providing this service, COIDA receives bond administration fees from the borrowing companies. This administrative fee income is recognized immediately upon issuance of bonds and notes. Since its inception, COIDA has issued various bonds and notes under these and similar arrangements.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

NOTES TO THE FINANCIAL STATEMENTS

Year Ended December 31, 2023

NOTE 12 FINANCIAL INSTRUMENTS WITH CONCENTRATION OF CREDIT RISK

Cash and Cash Equivalents

State statutes govern COIDA's investment policies. In addition, COIDA has its own written investment policy. COIDA monies must be deposited in FDIC insured commercial banks or trust companies located within New York State. The treasurer is authorized to use demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. Treasury and New York State or its localities.

Collateral is required for demand deposits and certificates of deposit not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations to the United States and its agencies and obligations of New York State and its municipalities and school districts.

COIDA had no uncollateralized cash as of December 31, 2023.

Notes Receivable

Notes receivable consists of numerous notes with businesses in Otsego County. COIDA has collateralized its interest in these notes by retaining the reversionary rights to the property or by acquiring additional liens and mortgages on the property.

NOTE 13 RELATED PARTY TRANSACTIONS

COIDA has related party relationships with OCCRC and ORYLDC, with the same personnel manager at all three entities.

In 2023, OCCRC paid administrative fees to COIDA in the amount of \$42,905.

\* \* \* \* \*

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

COMBINING STATEMENT OF NET POSITION

Year Ended December 31, 2023

<u>ASSETS</u>	<u>COIDA</u>	<u>ORYLDC</u>	<u>Total</u>
Current assets:			
Cash and cash equivalents	\$ 994,559	\$ -	\$ 994,559
Certificate of deposits	604,659	-	604,659
Accrued interest receivable	4,050	-	4,050
Rents receivable	6,250	-	6,250
Grants receivable	55,438	-	55,438
Prepaid expenses	2,095	-	2,095
Total current assets	<u>1,667,051</u>	<u>-</u>	<u>1,667,051</u>
Capital assets, net	<u>3,547,405</u>	<u>253,315</u>	<u>3,800,720</u>
Total assets	<u>5,214,456</u>	<u>253,315</u>	<u>5,467,771</u>
 <u>LIABILITIES AND NET POSITION</u>			
Current liabilities:			
Accounts payable	1,970	-	1,970
Accrued expense	6,000	-	6,000
Lease liability - Current	1,773	-	1,773
Security deposits	15,035	-	15,035
Total current liabilities	<u>24,778</u>	<u>-</u>	<u>24,778</u>
Long term liabilities:			
Lease liability - Long term	<u>5,089</u>	<u>-</u>	<u>5,089</u>
Total long term liabilities	<u>5,089</u>	<u>-</u>	<u>5,089</u>
Total liabilities	<u>29,867</u>	<u>-</u>	<u>29,867</u>
Net position:			
Investment in unrestricted capital assets, net of debt	3,540,543	253,315	3,793,858
Unrestricted net assets	<u>1,644,046</u>	<u>-</u>	<u>1,644,046</u>
Total net position	<u>\$ 5,184,589</u>	<u>\$ 253,315</u>	<u>\$ 5,437,904</u>

See accompanying notes.



COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
(A Component Unit of Otsego County, New York)

COMBINING STATEMENT OF REVENUES, EXPENDITURES AND  
CHANGES IN NET POSITION

Year Ended December 31, 2023

	COIDA	ORYLDC	Total
Operating revenues:			
Program support	\$ 275,000	\$ -	\$ 275,000
Rental of real property	143,958	-	143,958
Administrative, PILOT, bond and loan application fees	487,182	-	487,182
Bad debt recovery	11,667	-	11,667
Total operating revenues	917,807	-	917,807
Operating expenses:			
Payroll taxes	17,408	-	17,408
Accounting fees	26,470	-	26,470
Professional fees - Economic development	133,061	-	133,061
Professional fees - Other	1,863	-	1,863
Marketing and promotion	28,572	-	28,572
Salaries and wages	180,932	-	180,932
Membership dues and subscriptions	5,486	-	5,486
Office expenses	5,193	-	5,193
Computer and equipment expenses	12,719	-	12,719
Telephone	595	-	595
Office rent	49,400	-	49,400
Travel, seminars and training	4,498	-	4,498
Rental expenses	1,287	-	1,287
Insurance	34,214	-	34,214
Utilities	5,375	-	5,375
Repairs and maintenance - Business park	5,732	-	5,732
Depreciation expense	58,631	-	58,631
Amortization expense	1,704	-	1,704
Other expenses	195	-	195
Bad debt	3,593	-	3,593
Total operating expenses	576,928	-	576,928
Net operating income	340,879	-	340,879
Non-operating revenues (expenses):			
Other interest income	17,801	-	17,801
Grant income	75,607	-	75,607
Grants expended	(75,607)	-	(75,607)
Total non-operating revenues	17,801	-	17,801
Net income	358,680	-	358,680
Net position - Beginning of year	4,825,909	253,315	5,079,224
NET POSITION - END OF YEAR	\$ 5,184,589	\$ 253,315	\$ 5,437,904

See accompanying notes.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
SCHEDULE OF OUTSTANDING SALE AND LEASE AGREEMENTS

Year Ended December 31, 2023

Project Owner Project Owner Address	Purpose	Issue Date	Due Date	Sales Tax Exemptions	
				State	Local
Brewery Ommegang County Hwy 33 Cooperstown, NY 13326	Acquisition and construction of warehouse building(only)	2/25/2011	1/25/2026	-	-
Klugo Oneonta 11849 East Corning Road Corning, NY 14830	Acquisition, Demo and Renovation of Building	2/1/2013	12/31/2028	-	-
Hillside Commons Oneonta 300 Plaza Drive Vestal, NY 13851	Construction of Student Housing	10/1/2014	10/1/2030	-	-
Focus Ventures 84 Route 59, Suite 102 Suffern, NY 10901	Acquisition and renovation of nursing home	9/1/2014	12/31/2040	-	-
Northern Eagle, LLC 7 Railroad Avenue Oneonta, NY 13820	Construction of warehouse and office building	12/18/2015	12/31/2026	-	-
Corning Property Management Co. 1 Riverfront Plaza Corning, NY 14831	Phase One Expansion Project	12/20/2018	3/20/2035	-	-
Corning Property Management Co. 1 Riverfront Plaza Corning, NY 14831	Phase Two Expansion Project	8/1/2021	12/31/2038	-	-
Springbrook Ford Block Building Main Street Portlandville, NY 13834	Acquisition and Renovation for Market Rate Housing	6/1/2022	12/31/2048	30,251	30,251
ZAED Properties 6106 State Highway 28 Fly Creek, NY 13337	Acquisition and Renovation for Market Rate Housing	11/1/2022	12/31/2038	-	-
Centrome d/b/a Advanced Biotech 10 Taft Road Towtowa, New Jersey	Acquisition and renovation of manufacturing plant	9/1/2021	12/31/2038	335,942	335,942
				<u>\$ 366,193</u>	<u>\$ 366,193</u>

See auditors' report.

Tax Exemptions				Payment in Lieu of Taxes			
Real Property Tax			Total Exemptions	Payment in Lieu of Taxes			Total
County	Local	School		County	Local	School	
21,128	19,191	121,676	161,995	20,256	18,399	116,657	155,312
3,101	12,772	19,832	35,705	2,791	10,218	17,849	30,858
55,818	185,017	356,983	597,818	25,727	74,844	133,315	233,886
48,409	10,253	227,476	286,138	13,590	2,878	63,864	80,332
6,397	6,289	45,965	58,651	4,727	4,402	33,969	43,098
9,359	31,021	61,159	101,539	3,196	27,167	53,560	83,923
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
2,743	462	12,888	16,093	1,250	3,624	4,897	9,771
4,374	3,340	29,841	37,555	4,374	3,340	29,841	37,555
<u>\$ 151,329</u>	<u>\$ 268,345</u>	<u>\$ 875,820</u>	<u>\$ 1,295,494</u>	<u>\$ 75,911</u>	<u>\$ 144,872</u>	<u>\$ 453,952</u>	<u>\$ 674,735</u>

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY

SCHEDULE OF FULL-TIME EQUIVALENT (FTE) JOBS CREATED AND RETAINED

Year Ended December 31, 2023

	<u># of FTE Employees at Project Location before IDA Status</u>	<u>Original Estimate of Jobs to be Created</u>
Project Owner:		
Focus Ventures	132	25
Hillside Commons	3	3
Brewery Ommegang	28	10
Northern Eagle	35	4
Klugo Oneonta, LLC	-	2
Corning Property Management Co.	175	-
ZAED Properties	-	-
Ford Block, LLC	-	-
Centrome d/b/a Advanced Biotech	<u>-</u>	<u>6</u>
	<u>373</u>	<u>50</u>

See auditors' report.

<u>Original Estimate of Jobs to be Retained</u>	<u># of Current FTE Employees</u>	<u># of FTE Jobs Created During Fiscal Year</u>	<u># of FTE Jobs Retained During Fiscal Year</u>
132	137	-	132
3	4	-	3
28	47	-	28
35	12	-	12
-	-	-	-
175	177	-	175
-	-	-	-
-	-	-	-
<u>-</u>	<u>4</u>	<u>4</u>	<u>-</u>
<u><u>373</u></u>	<u><u>381</u></u>	<u><u>4</u></u>	<u><u>350</u></u>

4 Associate Drive  
Oneonta, New York 13820  
Phone: (607) 432-8700  
Fax: (607) 432-5122  
www.mmscpas.com



**MOSTERT, MANZANERO & SCOTT, LLP**  
*Certified Public Accountants*

Deborah L. Mostert, CPA  
Anthony T. Manzanero, CPA  
Mary E. Manzanero, CPA  
David E. Brownell, CPA  
Jason L. Waite, CPA

INDEPENDENT AUDITORS' 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  
County of Otsego Industrial Development Agency  
Oneonta, New York

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 financial statements of County of Otsego Industrial Development Agency ("COIDA") which comprise the statements of net position and the related statements of revenues, expenditures and changes in net position and cash flows as of and for the year then ended December 31, 2023, and the related notes to the financial statements, and have issued our report thereon dated March 28, 2024.

**Report on Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered COIDA'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 opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of COIDA's internal control. Accordingly, we do not express an opinion on the effectiveness of COIDA'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 combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of COIDA'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 may exist that have not been identified.

## **Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether COIDA's 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 COIDA's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering COIDA's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*Moster, Manzanero & Scott, LLP*

Oneonta, New York  
March 28, 2024

4 Associate Drive  
Oneonta, New York 13820  
Phone: (607) 432-8700  
Fax: (607) 432-5122  
www.mmscpas.com



Deborah L. Mostert, CPA  
Anthony T. Manzanero, CPA  
Mary E. Manzanero, CPA  
David E. Brownell, CPA  
Jason L. Waite, CPA

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE  
WITH INVESTMENT GUIDELINES FOR PUBLIC AUTHORITIES

Board of Directors  
County of Otsego Industrial Development Agency  
Oneonta, New York

We have examined the County of Otsego Industrial Development Agency ("COIDA") compliance with the New York State Comptroller's Investment Guidelines for Public Authorities and Section 2925 of the New York State Public Authorities Law (collectively, the "Investment Guidelines") for the year ended December 31, 2023. Management of COIDA is responsible for COIDA's compliance with the specified requirements. Our responsibility is to express an opinion on COIDA's compliance with the specified requirements based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and the standards applicable to attestation engagements contained in *Government Auditing Standards* issued by the Comptroller General of the United States. Those standards require that we plan and perform the examination to obtain reasonable assurance about whether COIDA complied, in all material respects, with the specified requirements referenced above. An examination involves performing procedures to obtain evidence about whether COIDA complied with the specified requirements. The nature, timing, and extent of the procedures selected depend on our judgment, including an assessment of the risks of material noncompliance, 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.

In our opinion, COIDA has complied with all the material respects, with the aforementioned requirement, for the year ended December 31, 2023.

Our examination does not provide a legal determination of COIDA's compliance with specified requirements.

This report is intended solely for the information and use of the Board of Directors, management and others within COIDA and the New York State Authorities Budget Office and is not intended to be and should not be used by anyone other than these specified parties.

*Mostert, Manzanero & Scott, LLP*

Oneonta, New York  
March 28, 2024