Audit & Finance Committee Meeting July 13th, 2023 8:00 A.M.

Jeff Lord, Chair • Craig Gelbsman, Vice Chair • Patricia Kennedy • Andrew Marietta • Tom Armao • Cheryl Robinson • David Rowley • James Seward

Jody Zakrevsky, CEO • Meaghan Marino, Director of Finance and Administration Tammy Graves, Marketing Coordinator • Nasim Vargha, Administrative Assistant • Victoria Spina, Marketing Intern • Joseph Scott, Bond Counsel • Kurt Schulte, Agency Counsel

- 1. Chairman's Comments
- 2. Approval of June 8th Audit & Finance Committee Minutes
- 3. Payment of Bills
- 4. Review of Financials
- 5. New and Unfinished Business
 - o Foothills

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

AUDIT & FINANCE COMMITTEE JUNE 8TH, 2023 MEETING MINUTES

CALL TO ORDER

The COIDA and OCCRC's joint Audit & Finance Committee meeting was called to order at 8:01am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Jeffrey Lord Tom Armao Cheryl Robinson James Seward* David Rowley Patricia Kennedy Andrew Marietta*

Absent Member(s): Jeffery Joyner, Craig Gelbsman

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**Tammy Graves, **Marketing Coordinator**Nasim Vargha, **Administrative Assistant**Victoria Spina, **Marketing Intern**

* - arrived after the start of the meeting

CHAIR'S COMMENTS

J. Lord, Chair of the Audit & Finance Committee moved immediately onto the agenda.

MEETING MINUTES

J. Lord requested a motion to approve the meeting minutes from the May 11th Audit & Finance Committee meeting. Members were given the draft minutes prior to the meeting for review. There being no corrections, D. Rowley made a motion to approve the meeting minutes. T. Armao seconded the motion, and it was approved by remaining members.

PAYMENT OF BILLS

J. Lord reviewed the bills and deposits made since the May Audit & Finance committee meeting. Committee members received a report of the expenses and deposits prior to the meeting to review. Most of the bills presented were normal operating expenses for the agency. Regarding the deposits, D. Rowley

asked how many more months Burr Trucking will be paying rent and J. Zakrevsky replied that they will be paying rent until April 2024.

There being no further questions about the bills, C. Robinson made a motion to approve the payment of bills. D. Rowley seconded the motion, and it was approved by the remaining members.

REVIEW OF FINANCIALS

J. Zakrevsky reviewed the YTD budget and reported that the agency has a net income of \$331,000. He also noted that James Stevenson has decided to terminate his office lease at 189 Main Street at the end of June 2023.

NEW AND UNFINISHED BUSINESS

There was no New/Unfinished Business for this meeting.

ADJOURNMENT

There being no further business to discuss, D. Rowley made a motion to adjourn the Audit & Finance committee meeting at 8:05am.

UPCOMING MEETING SCHEDULE

The next Audit & Finance Committee meeting is July 13th, 2023 at 8:00am.

COIDA EXPENSES 6/22/2023 - 7/12/2023

Vendor	Amount Due	Due Date	Reimbursable?	Notes
BST	\$1,210.00			monthly accounting fees
Capital Energy Partners	\$12,250.00			consulting services for Richfield Springs
Department of Labor	\$43.20			unemployment insurance
Ed & Ed	\$43.62	13-Ju1		copies/prints
Edie Halstead	\$425.00			march and april office cleaning
First Bankcard	\$212.74	25-Jul	Yes (\$164.99)	Affinity software, gotomeeting monthly subscription, sending documents
Fox Hollow Nursery	\$590.00			mowing field 1 and 2, mowing cemetery
Hummel's	\$119.72			paper towels, file sorter, pens, stapler
Iron String Press	\$50.00			ad for job listing in Hometown Oneonta
Iron String Press	\$50.00			ad for microenterprise program in Hometown Oneonta
ISD	\$105.00			IT services
ISD	\$89.50			monthly microsoft email exchange
Keystone Associates	\$836.55			additional engineering services
Melex	\$4,116.67			189 main street july rent
NYSEG HQ	\$315.69	26-Jul		189 main st utilities
NYSEG PF	\$82.05	28-Jul		PF street lighting
Spectrum	\$39.99			cade phones
Tammy Graves	\$270.79			reimbursement for laptop updates and Apple mouse for Innovation Center

COIDA TOTAL	\$20,850,52

COIDA DEPOSITS 6/22/2023 - 7/12/2023

Vendor	Amount	Date of Deposit	Notes
ARCH Insurance	\$634.57	27-Jun	paid family leave reimbursement for Meaghan Marino
CADE	\$1,050.00	6-Jul	july rent
Foothills Performing Arts Center	\$1,666.67	23-Jun	monthly debt repayment
James Stevenson	\$1,000.00	5-Jul	may and june rent
Southern Tier 8	\$100.00	3-Jul	july rent

TOTAL	\$4,451.24
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County of Otsego Industrial Development Agency Profit and Loss by Month Jun 2023 and YTD '23 vs '22

	Jun-23	Jan	- Jun, 2023	Jan	- Jun, 2022 (PY)	Change
Income	 					_
9800100 Interest Income - Note Rec	166.67		166.67		70.73	95.94
9800105 Interest Income - Bank Accts	6.88		28.85		69.23	-40.38
9800200 Other Revenue			275,000.00			275,000.00
9800260 Administrative Fees			30,067.93		16,465.50	13,602.43
9800401 Municipal Grants					34,607.50	-34,607.50
9800402 State Grants					521.18	-521.18
9800506 PILOT Fee Annual			102,087.89		89,528.78	12,559.11
9807500 Rents	11,953.00		68,202.00		67,170.00	1,032.00
Total Income	\$ 12,126.55	\$	475,553.34	\$	208,432.92	\$ 267,120.42
Gross Profit	\$ 12,126.55	\$	475,553.34	\$	208,432.92	\$ 267,120.42
Expenses						
5220100 Marketing & Promotion	2,000.00		12,000.00			12,000.00
5220101 Advertising			180.00		202.50	(22.50)
5220102 Legal Ads			614.00		683.46	(69.46)
5220106 Sponsorships			5,000.00		5,000.00	0.00
5220200 Office Supplies & Expense	493.34		4,075.36		3,324.38	750.98
5220205 Computer/Systems	735.73		8,194.14		3,504.17	4,689.97
5220210 Leased Office Space	4,116.67		24,700.02		24,700.02	0.00
5220211 Utlities	664.63		3,874.76		3,589.70	285.06
5220220 Telephone			595.00		480.00	115.00
5220301 Travel / Lodging / Meals			1,053.33			1,053.33
5220303 Conferences/Meetings			3,385.00		1,355.00	2,030.00
5220400 Insurance	2,218.95		35,195.42		46,159.56	(10,964.14)
5220460 Wages and Salaries	24,999.00		103,231.33		71,146.40	32,084.93
5220462 SUTA	141.73		1,066.59		503.99	562.60
5220463 FICA	1,912.44		8,191.74		5,622.78	2,568.96
5220465 DBL	(16.80)		(62.40)		(28.80)	(33.60)
5220466 Payroll Service	172.54		1,007.86		810.37	197.49
5220501 Professional Fees	1,348.00		67,881.32		64,200.26	3,681.06
5220559 General Maintenance			20,835.00		1,267.00	19,568.00
5220950 Grants and Eco. Dev Expense			2,000.00		35,267.00	(33,267.00)
5221100 Depreciation	7,531.14		45,186.84		45,186.84	0.00
5222222 Benefits	(113.75)		(487.25)		(375.60)	(111.65)
5222450 Memberships/Dues/Subscriptions	19.00		95.00		12,478.00	(12,383.00)
5222500 Other Expenses			20.00			20.00
5222550 Filing/Recording/Search fees	 				212.40	(212.40)
Total Expenses	 46,222.62		347,833.06		325,289.43	22,543.63
Net Operating Income	 (34,096.07)		127,720.28		(116,856.51)	244,576.79
Net Income	(34,096.07)		127,720.28		(116,856.51)	244,576.79

County of Otsego Industrial Development Agency Balance Sheet

June 2023 vs June 2022

		30-Jun-23	Jun	30, 2022 (PY)		Change
ASSETS						
Current Assets						
Bank Accounts						
2000000 Community Bank Checking		812,094.00		383,221.33		428,872.67
2000001 Petty Cash		100.00		100.00		0.00
2000010 Community Bank - Security Dep.		15,056.97		15,055.45		1.52
2020000 Community Bank CD		361,841.02		360,741.02		1,100.00
2051000 NBT Money Market		233,471.99		233,133.66		338.33
2051050 Community Bank Money Market		4,025.69		4,025.48		0.21
Total Bank Accounts	\$	1,426,589.67	\$	996,276.94	\$	430,312.73
Accounts Receivable						
11000 *Accounts Receivable		3,592.90		34,607.50		-31,014.60
Total Accounts Receivable	\$	3,592.90	\$	34,607.50	-\$	31,014.60
Other Current Assets						
3801000 Unbilled Receivables/Grants		0.00		150,000.00		-150,000.00
3950000 Notes Receivable		184,478.84		233,851.98		-49,373.14
4800103 Prepaid Other		9,616.67		0.00		9,616.67
6080000 Reserve for Bad Debt		-185,978.84		-231,932.09		45,953.25
Total Other Current Assets	\$	8,116.67	\$	151,919.89	-\$	143,803.22
Total Current Assets	\$	1,438,299.24		1,182,804.33		255,494.91
Fixed Assets	·	, ,			·	,
1010101 Land Pony Farm		465,794.69		465,794.69		0.00
1010103 Land - Richfield		82,926.80		82,926.80		0.00
1010110 Land - Soccer Hall Property		681,190.00		681,190.00		0.00
1010120 Building - Soccer Hall of Fame		1,649,608.91		1,649,608.91		0.00
1010125 Improvements - Soccer Property		11,300.00		11,300.00		0.00
1020000 Siemens Building (original)		572,706.52		572,706.52		0.00
1030101 Impvmts PF 1990 to 2006		550,485.70		550,485.70		0.00
1030102 Imprvmts - PF - Rail Siding		226,056.85		226,056.85		0.00
1030103 Improvements - Siemens 2000		55,297.30		55,297.30		0.00
1030105 Improvements - Leased Office		1,476.60		1,476.60		0.00
·		154,416.48		154,416.48		0.00
1030200 Improvements Signature 2004				,		0.00
1030300 Improvements - Siemens 2006 1040000 Machinery & Equipment		93,772.00 105,491.89		93,772.00		0.00
*				105,491.89		
1040010 Furniture & Fixtures		44,312.82		44,312.82		0.00
1050146 Engineering - RS 2006		4,644.60		4,644.60		0.00
1060000 Copier Lease		8,565.46		457.000.40		8,565.46
1120000 Accum Deprec - Bldg		-499,918.99		-457,633.48		-42,285.51
1150000 Accum Dep - Incubator		-506,595.91		-493,820.73		-12,775.18
1160000 Accum Deprec- Office Equip		-158,927.77		-152,185.87		-6,741.90
Total Fixed Assets	\$	3,542,603.95	\$	3,595,841.08	-\$	53,237.13
Other Assets						
3830000 Accrued Interest Receivable		0.00		1,390.54		-1,390.54
Total Other Assets	\$	0.00		1,390.54		1,390.54
TOTAL ASSETS	\$	4,980,903.19	\$	4,780,035.95	\$	200,867.24

LIABILITIES AND EQUITY

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Current Liabilities

Accounts Payable

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6000000 Accounts Payable	1,267.42	35,707.50		-34,440.08
Total Accounts Payable	\$ 1,267.42	\$ 35,707.50	-\$	34,440.08
Other Current Liabilities				
6000010 Security Deposit - IOXUS	15,035.14	15,035.14		0.00
6010000 Accrued Expenses	4,116.67	0.00		4,116.67
6040000 Copier Lease Liability	8,565.46			8,565.46
Total Other Current Liabilities	\$ 27,717.27	\$ 15,035.14	\$	12,682.13
Total Current Liabilities	\$ 28,984.69	\$ 50,742.64	-\$	21,757.95
Total Liabilities	\$ 28,984.69	\$ 50,742.64	-\$	21,757.95
Equity				
32000 Retained Earnings	56,160.22	78,111.82		-21,951.60
9090000 Fund Balance	4,768,038.00	4,768,038.00		0.00
Net Income	127,720.28	-116,856.51		244,576.79
Total Equity	\$ 4,951,918.50	\$ 4,729,293.31	\$	222,625.19
TOTAL LIABILITIES AND EQUITY	\$ 4,980,903.19	\$ 4,780,035.95	\$	200,867.24

2023 COIDA Adopted Budget				
2023 COIDA Budget: Revenues	2022 Year's End	2023 Adopted Budget	YTD	Jun
Operating Revenues				
Charges for Services (PILOTs)	\$175,822.96	\$79,611.00	\$123,715.29	\$0.00
- Manor	\$50,000.00	\$50,000.00	\$0.00	
- Advanced Bio-Tech	\$3,500.00	\$3,500.00	\$99,780.00	
- Northern Eagle	\$3,850.00	\$3,850.00	\$0.00	
- Skyline Hospitalities	\$0.00		\$0.00	
- Hillside	\$1,500.00	\$1,500.00	\$0.00	
- Corning	\$7,791.18	\$7,791.00	\$0.00	
- Corning Phase III Expansion	\$6,000.00	\$6,000.00	\$0.00	
- ZAED Properties	\$11,342.50		\$23,935.29	
- Heritage House	\$0.00	\$0.00	\$0.00	
- Klugo	\$2,110.50	\$703.00	\$0.00	
- Springbrook	\$89,528.78	\$6,267.00	\$0.00	
Rental and Financing Income	\$135,590.00	\$155,220.00	\$62,202.00	\$11,953.00
- IOXUS	\$60,000.00	\$60,000.00	\$27,500.00	\$6,250.00
- Burr Trucking	\$51,540.00	\$51,540.00	\$26,802.00	\$4,553.00
- Int. Food & Policy Research Institute	\$2,000.00	\$12,000.00	\$2,000.00	
- Chamber of Commerce	\$0.00	\$12,000.00	\$0.00	
- Training Room Rental/Congressman	\$8,250.00	\$0.00	\$0.00	
- Southern Tier 8	\$1,200.00	\$1,200.00	\$600.00	\$100.00
- C.A.D.E.	\$12,600.00	\$12,480.00	\$6,300.00	\$1,050.00
- OCCRC		\$6,000.00	\$0.00	
Other Operating Revenue	\$29.70	\$1,200.00	\$282,611.16	\$3,129.65
Administrative Fees	\$0.00		\$0.00	
Other Operating Revenue - Misc. Pilots	\$0.00		\$4,474.16	
Bank Interest	\$12.89		\$14.23	\$6.88
Bad Debt Recovery/Bank Interest	\$16.81		\$0.00	
Otsego County Appropriation	\$75,000.00	\$75,000.00	\$275,000.00	
Operating Revenues	\$386,442.66	\$311,031.00	\$473,002.61	\$15,082.65

	2022 Year's End	2023 Adopted Budget	YTD	Jun
Non-Operating Revenues				
Investment Earnings	\$0.00		\$148,074.77	\$1,667.67
- Foothills Performing Arts Center	\$0.00		\$1,667.67	\$1,667.67
- JSJJ	\$0.00		\$0.00	
- Cooperstown Distillery	\$0.00		\$0.00	
- Cooperstown Distillery	\$0.00		\$0.00	
- Jones Marine	\$0.00		\$0.00	
- Brooks	\$35.34		\$0.00	
- HW Nayor			\$0.00	
- Enviro Energy	\$0.00		\$0.00	
State Subsidies/Grants		\$0.00	\$0.00	
- GE Microgrid Study	\$0.00		\$0.00	
- NYS ESD Grant Halal Meat	\$0.00		\$0.00	
Processing				
- Cooperstown Foundation	\$0.00		\$0.00	
- County ARPA Funding		\$200,000.00	\$0.00	
- Railyard Study/ESD Richfield			\$146,407.10	
- 205 Traffic Study			\$0.00	
- Airport Study			\$0.00	
- GE Microgrid Study/ESD Richfield	\$0.00		\$0.00	
- ESD Grant for Richfield Spring		\$5,000.00	\$0.00	
Federal Subsidies/Grants		\$44,000.00	\$0.00	
Municipal Subsidies/Grants (Otsego	\$0.00		\$0.00	
Program Income)				
Public Authority Subsidies			\$0.00	
Other Non-Operating Revenues	\$0.00	\$0.00	\$0.00	
- Operating Charges to OCCRC-Pilots		\$42,905.00	\$0.00	
- Hartwick			\$0.00	
- Springbrook			\$0.00	
- Bassett			\$0.00	
Sale of Property	\$0.00	\$0.00	\$0.00	
- Federal EDA Grant			\$0.00	
- IDA Fund Balance			\$0.00	
- Richfield Sewer and Water			\$0.00	
- OCCRC			\$0.00	
- County Loan			\$0.00	
Total Revenues	\$429,904.18	\$602,936.00	\$621,077.38	\$16,750.32
Total Nevellues	3423,304.10	3002,330.00	JUL1,U/1.30	7±0,730.32

OPERATING EXPENSES	2022 Year's End	2023 Adopted Budget	YTD	Jun
Salaries and Wages	\$149,096.20	\$238,140.00	\$114,162.50	\$24,999.00
Other Employee Benefits	\$9,780.79	\$10,000.00	\$15,409.28	\$1,944.83
- DBL	\$51.54		\$48.00	\$9.60
- Other Benefits	\$524.44		\$267.59	\$113.75
- FICA	\$9,297.43		\$5,235.56	\$16.80
- SUTA	\$956.26		\$2,965.96	\$1,912.44
- Payroll Service	\$5,868.11		\$641.54	\$172.54
- Interns			\$0.00	
Subtotal Salary and Benefits	\$158,876.99	\$248,140.00	\$129,571.78	\$26,943.83
Professional Service Contracts	\$130,452.58	\$60,500.00	\$53,236.19	\$3,348.00
- Paperkite Creations	\$42,705.55		\$2,750.00	\$2,000.00
- NYS EDC	\$5,000.00	\$5,000.00	\$5,000.00	
- ISD	\$0.00	\$5,000.00	\$0.00	
- Delaware Engineering	\$0.00		\$0.00	
- Elan Planning	\$0.00		\$0.00	
- CFO for Hire/BST	\$13,062.13	\$15,000.00	\$7,215.00	\$1,210.00
- Hodgson Russ	\$0.00	\$5,000.00	\$0.00	
- Kurt D. Schulte	\$0.00	\$5,000.00	\$0.00	
- Audit	\$4,000.00	\$10,000.00	\$20,000.00	
- CGR	\$0.00	\$500.00	\$0.00	
- MVEDD	\$5,000.00	\$5,000.00	\$0.00	
- STEPRDB	\$6,000.00	\$7,000.00	\$0.00	
- ESD	\$0.00		\$0.00	
- PPE Recovery	\$0.00		\$0.00	
- Vibrant Brands	\$12,500.00		\$0.00	
- Fry Fyter	\$0.00		\$1,538.30	
- Barton & Loguidice	\$4,009.75	\$3,000.00	\$2,584.75	\$138.00
- Keystone Associates	\$21,675.15		\$14,148.14	
- MRB Group	\$16,500.00		\$0.00	
- CRBE Real Estate Appraisal	\$0.00		\$6,500.00	

	2022 Year's End	2023 Adopted Budget	YTD	Jun
Advertising and Marketing	\$1,080.50	\$51,000.00	\$29,169.97	\$0.00
- Chamber of Commerce	\$678.00		\$60.00	
- Prolifiq/Memberships	\$200.00		\$0.00	
- Sweet Home Productions	\$202.50		\$0.00	
- Marketing	\$0.00	\$50,000.00	\$29,109.97	
Conference, Meetings	\$1,976.00	\$1,000.00	\$4,378.33	
Supplies and Materials	\$4,495.44	\$5,000.00	\$2,665.06	\$573.47
- Office Cleaning	\$2,277.35		\$1,156.00	\$425.00
- Office Supplies	\$2,218.09		\$1,509.06	\$148.47
Computer, Phones, Copier	\$8,438.00	\$10,000.00	\$6,273.93	\$919.32
- Copy Machine - Monthly Paper Fee	\$625.66	· · · · · · · · · · · · · · · · · · ·	\$287.14	\$39.59
- Copier Finance Charge	\$1,992.57		\$550.49	<u> </u>
- Data/Wifi/Internet: Spectrum	\$3,892.33		\$1,947.61	\$299.95
- Data/Wifi/Internet: ISD	\$3,538.11		\$2,367.16	\$105.00
- Otsego Telephone	\$499.00		\$539.99	\$39.99
- Software Updates	\$114.00		\$1,121.53	\$474.78
-				\$89.50
Leased Office Space	\$45,283.37	\$57,540.04	\$33,033.36	\$4,116.67
Travel, Lodge, Meals	\$845.00	\$1,500.00	\$0.00	
Insurance	\$33,796.79	\$38,766.65	\$36,677.86	\$4,898.60
- Property Insurance	\$8,734.40	ΦΕΟ, 7 Ο Ο . Ο Ε	\$0.00	74,030.00
- Non-Profit PA	\$21,127.85		\$26,964.20	\$4,278.60
- NYFIF	\$697.44		\$117.13	γ - 1,270.00
- Non-Profit Umbrella	\$2,057.05		\$8,228.60	\$620.00
- Disability Benefits	\$738.77		\$1,244.93	Ψ020.00
- Workmen's Comp	\$441.28		\$123.00	
Utilities and Maintenance	\$12,012.49	\$25,000.00	\$23,881.54	\$674.64
- Incubator/Siemens (Hale Trans) Electric	\$0.00	\$25,000.00	\$0.00	-
- Incubator/Siemens (Hale Trans) Gas	\$0.00		\$0.00	
- Accruals (Hale Trans)	\$585.00		\$0.00	
- Oneonta Business Park	\$1,051.60		\$504.34	\$81.95
- 189 Main Street	\$5,749.89		\$3,112.20	\$592.69
- Soccer Field Maintenance/Richfield WS	\$407.86		\$211.87	
- Pony Farm Grass Mowing	\$2,784.76		\$110.00	
- General Maintenance	\$1,841.24		\$20,155.00	

	2022 Year's End	2023 Adopted Budget	YTD	Jun
Filing, Payroll Services, Misc.	\$8,437.76	\$500.00	\$1,971.73	
Interest: LOC	\$0.00		\$0.00	
Other Operating Expenditures			\$2,065.35	
Richfield Springs Industrial Park				
Reimbursement of County				
Total Expenditures	\$432,250.37	\$497,946.69	\$320,859.75	\$41,474.53
NET	\$2,346.19	\$99,989.31	\$300,217.63	\$24,724.21