



**ONONDAGA COUNTY INDUSTRIAL
DEVELOPMENT AGENCY**

**(A DISCRETELY PRESENTED COMPONENT
UNIT OF THE COUNTY OF ONONDAGA, NEW YORK)**

**FINANCIAL STATEMENTS AND
SUPPLEMENTARY INFORMATION**

December 31, 2018 and 2017

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

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grossman st. amour
CERTIFIED PUBLIC ACCOUNTANTS PLLC

INDEPENDENT AUDITOR'S REPORT

The Board of Onondaga County
Industrial Development Agency

Report on the Financial Statements

We have audited the accompanying financial statements of the Onondaga County Industrial Development Agency (the Agency), a component unit of the County of Onondaga, New York (the County), as of and for the year ended December 31, 2018, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

The Agency's 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; this includes 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.



We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Agency, as of December 31, 2018, and the changes in its financial position and its cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report On Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis be presented to supplement the basic financial statements. Such information, 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, or 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.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Agency's basic financial statements. The supplemental schedule of revenue bonds and other bonds (conduit debt obligations), as required by New York State General Municipal Law §859 (1) (b), are presented for purposes of additional analysis and are not a required part of the basic financial statements.

The supplemental schedule of revenue bonds and other bonds (conduit debt obligations) 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. Such 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 other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplemental schedule of revenue bonds and other bonds (conduit debt obligations) is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 12, 2019, on our consideration of the Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulation, contracts, and grant agreements and other matters. The purpose of that report is 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 internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.

Grossman St Amour CPAs

Syracuse, New York
March 12, 2019

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

This section of the Onondaga County Industrial Development Agency's (the Agency), a discretely presented component unit of Onondaga County, New York (the County), annual financial report presents our discussion and analysis of the Agency's financial performance during the year ended December 31, 2018. It should be read in conjunction with the Agency's financial statements and accompanying notes.

FINANCIAL STATEMENTS

The annual financial report of the Agency consists of two parts: Management's Discussion and Analysis (this section) and the basic financial statements and footnotes. The Agency is a self supporting entity. The accounts are recorded in accordance with a proprietary fund type and consist of an enterprise fund. Proprietary fund type operating statements present increases and decreases in net position. The financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. The Agency does not maintain separate fund accounts.

Condensed Comparative Financial Information

| | Year Ended December 31, | | |
|----------------------------------|----------------------------|---------------------|---------------------|
| | 2018 | 2017 | 2016 |
| Cash and cash equivalents | \$ 2,299,335 | \$ 3,088,219 | \$ 3,191,090 |
| Accounts receivable | 753,472 | 418,138 | 381,602 |
| Grant receivables | 268,734 | - | - |
| Notes receivable | 2,083 | 47,916 | 93,750 |
| Restricted cash | 1,642 | 1,642 | 1,642 |
| Capital assets | 3,634,691 | 4,489,640 | 4,032,143 |
| Total assets | <u>6,959,957</u> | <u>8,045,555</u> | <u>7,700,227</u> |
| Current liabilities | <u>456,255</u> | <u>506,271</u> | <u>131,812</u> |
| Total liabilities | <u>456,255</u> | <u>506,271</u> | <u>131,812</u> |
| Net Position: | | | |
| Net investment in capital assets | 3,634,691 | 4,489,640 | 4,032,143 |
| Restricted | 1,642 | 1,642 | 1,342 |
| Unrestricted | <u>2,867,369</u> | <u>3,048,002</u> | <u>3,543,630</u> |
| Total net position | <u>\$ 6,503,702</u> | <u>\$ 7,539,284</u> | <u>\$ 7,577,115</u> |

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

FINANCIAL STATEMENTS (continued)

Condensed Comparative Financial Information (continued)

| | Year Ended December 31, | | |
|----------------------------------|----------------------------|---------------------|---------------------|
| | 2018 | 2017 | 2016 |
| Operating revenues | \$ 1,782,767 | \$ 711,916 | \$ 2,570,901 |
| Operating expenses | 2,827,856 | 745,757 | 757,375 |
| Operating income (loss) | (1,045,089) | (33,841) | 1,813,526 |
| Other revenue | 9,507 | 4,710 | 7,412 |
| Capital Contributions | - | - | 367,222 |
| Change in net position | (1,035,582) | (29,131) | 2,188,160 |
| Net position - beginning of year | 7,539,284 | 7,568,415 | 5,380,255 |
| Net position - end of year | <u>\$ 6,503,702</u> | <u>\$ 7,539,284</u> | <u>\$ 7,568,415</u> |

Change in financial categories between the year ended December 31, 2018 and the year ended December 31, 2017 include the following:

- The Agency's total net position decreased \$1,035,582 primarily due to the demolition of buildings on the Agency's Hiawatha property, resulting in a loss on disposal of \$877,739.
- Total cash decreased \$788,884 due to current operations, which included cash spent on the Agency's Hiawatha property totaling \$699,722 in the past year, which related to demolition costs and pollution remediation costs.
- Operating Revenues increased to \$1,782,767 in 2018 compared to \$711,916 in 2017. This 150% increase is due to a \$922,956 increase in Agency and other fees for a total of \$1,427,729. Significant Agency fees included \$413,075 for Morgan Baldwinsville, LLC; \$278,125 for G&C Food Distributors; and \$243,750 for NexGen Power Systems, Inc.
- Operating Expenses, increased \$2,082,099. The demolition of buildings on the Agency's Hiawatha property resulted in a non-cash expense of \$877,739 plus cash expenses of \$699,722 for the actual demolition costs and pollution remediation costs. The Agency also spent \$403,100 on its White Pines development site for an electric and natural gas study related to the site.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

Analysis of Overall Financial Position and Results of Operations

The Agency is engaged in activities to support economic growth in Onondaga County, including job creation and retention, and increasing the net wealth of the County. The Agency does not receive any general appropriations from local, county or state government to support its operations. The Agency collects revenue for its operating purposes from the issuance of bonds and straight lease transactions and from interest on investments. In the year ended December 31, 2018, the Agency received \$1,092,395 from agency and other fees, an increase of \$624,158 from the prior year.

The Agency's staff services are provided by the Onondaga County Office of Economic Development. The Agency compensates the County for these services based on budgeted expenses; in 2018 the expenses totaled \$551,834.

Capital Asset Administration

As of December 31, 2018, the Agency's investment in capital assets was \$3,634,691, net of depreciation. The Agency's capital assets include the White Pine Commerce Park (WPCP, formerly known as the Clay Business Park), land, buildings and equipment. WPCP is a 339 acre undeveloped industrial park in the Town of Clay. The Agency acquired the land in the park for the purpose of attracting a large commercial/industrial project in the Town of Clay. Additionally, in 2015 the Agency acquired property on North Salina Street, in the City of Syracuse, and is leasing the premises to Onondaga Community College to house a workforce development training program. Finally, the Agency continued to invest in the rehabilitation of the real property at 800 Hiawatha Blvd, also in the City of Syracuse.

Contacting the Agency's Financial Management

This financial report is designed to provide Onondaga County citizens and taxpayers, and the clients of the Agency, with a general overview of the Agency's finances. If you have questions about this report or need additional financial information, contact the Executive Director, Onondaga County Industrial Development Agency, 333 West Washington Street, Suite 130, Syracuse, New York 13202.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Statements of Net Position

| ASSETS | | |
|--|---------------------|---------------------|
| | 2018 | 2017 |
| Current Assets | | |
| Cash and cash equivalents - unrestricted | \$ 2,299,335 | 3,088,219 |
| Receivables - agency fees | 531,448 | 196,114 |
| Grant receivables | 268,734 | - |
| Notes receivable, current portion | - | 45,817 |
| Total current assets | 3,099,517 | 3,330,150 |
| Non-Current Assets | | |
| Restricted cash | 1,642 | 1,642 |
| Receivables - other agency fees | 222,024 | 222,024 |
| Notes receivable, net of current portion | 2,083 | 2,099 |
| Capital assets, net | 3,634,691 | 4,489,640 |
| Total noncurrent assets | 3,860,440 | 4,715,405 |
| Total assets | \$ 6,959,957 | \$ 8,045,555 |
| LIABILITIES and NET POSITION | | |
| Current Liabilities | | |
| Accounts payable | 176,998 | 139,259 |
| Due to Onondaga County | 279,257 | 367,012 |
| Due to other governments | - | - |
| Total liabilities | 456,255 | 506,271 |
| Net investment in capital assets | 3,634,691 | 4,489,640 |
| Restricted | 1,642 | 1,642 |
| Unrestricted Net Position | 2,867,369 | 3,048,002 |
| Total net position | 6,503,702 | 7,539,284 |
| | \$ 6,959,957 | \$ 8,045,555 |

The accompanying notes are an integral part of these financial statements

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Statements of Revenues, Expenses and Changes in Net Position

| | Year Ended December 31, | |
|--|--------------------------------|---------------------|
| | 2018 | 2017 |
| Operating Revenue: | | |
| Agency and other fees | \$ 1,427,729 | 504,773 |
| Pass-through income | 51,420 | 43,910 |
| Rent income | 12,250 | 10,000 |
| Grant revenue | 277,209 | 125,000 |
| Other income | 14,159 | 28,233 |
| Total operating revenues | <u>1,782,767</u> | <u>711,916</u> |
| Operating Expenses: | | |
| Contractual support services | 551,834 | 452,017 |
| Pass-through expense - Destiny USA Real Estate, LLC | - | - |
| General and administrative | 1,188,235 | 102,998 |
| Industrial development contracts | 35,723 | - |
| Service contracts | 12,498 | 12,500 |
| Pass-through expense | 51,420 | 43,910 |
| Depreciation expense | 16,267 | 39,022 |
| Loss on disposal of capital assets | 877,739 | - |
| Professional fees | 50,211 | 49,742 |
| Other expenses | 28,144 | 5,606 |
| Property related expenses | - | 18,990 |
| Seminars and meetings | 15,785 | 20,972 |
| Total operating expenses | <u>2,827,856</u> | <u>745,757</u> |
| Operating Income | <u>(1,045,089)</u> | <u>(33,841)</u> |
| Non-Operating Income: | | |
| Interest income | 9,507 | 4,710 |
| Income before contributions | <u>(1,035,582)</u> | <u>(29,131)</u> |
| Capital Contributions - building improvements | <u>-</u> | <u>-</u> |
| Change in Net Position | <u>(1,035,582)</u> | <u>(29,131)</u> |
| Net Position - beginning of the year | <u>7,539,284</u> | <u>7,568,415</u> |
| Net Position - end of year | <u>\$ 6,503,702</u> | <u>\$ 7,539,284</u> |

The accompanying notes are an integral part of these financial statements

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Statements of Cash Flows

| | Years Ended December 31, | |
|--|---------------------------------|---------------------|
| | 2018 | 2017 |
| Cash Flows from Operating Activities | | |
| Cash received for agency and other fees | \$ 1,092,395 | \$ 468,237 |
| Cash received for grants | 8,475 | 125,000 |
| Cash paid for industrial development | (35,723) | - |
| Cash paid for service contracts | (12,498) | |
| Cash paid for contractual support services | (551,834) | (182,820) |
| Cash received for rent and other fees | 26,409 | 38,233 |
| Cash payments for professional services | (51,529) | (48,062) |
| Cash payments for other property expenses | - | (18,990) |
| Cash payments for general and administrative expenses | (1,275,990) | (118,524) |
| Cash payments for other operating expenses | (28,144) | (5,606) |
| Cash received and due to other governments | - | (2,057) |
| Cash paid for seminars and meetings | (15,785) | (20,445) |
| Net cash flows from operating activities | <u>(844,224)</u> | <u>234,966</u> |
| Cash Flows from Capital and Related Financing Activities | | |
| Purchases of capital assets | - | (388,381) |
| Net cash flows from capital and related financing activities | <u>-</u> | <u>(388,381)</u> |
| Cash Flows from Investing Activities | | |
| Net change in notes receivable | 45,833 | 45,834 |
| Net cash flows from investing activities | <u>45,833</u> | <u>45,834</u> |
| Cash Flows from Noncapital Financing Activities | | |
| Net cash received for interest on notes outstanding | 9,507 | 4,710 |
| Net cash flows from financing activities | <u>9,507</u> | <u>4,710</u> |
| Change in Cash and Cash Equivalents | (788,884) | (102,871) |
| Cash and Cash Equivalents - beginning of year | 3,089,861 | 3,192,732 |
| Cash and Cash Equivalents - end of year | \$ 2,300,977 | \$ 3,089,861 |
| Reconciliation of Cash and Cash Equivalents to the Statements of the Net Position | | |
| Cash and Cash Equivalents | 2,299,335 | 3,088,219 |
| Restricted Cash | 1,642 | 1,642 |
| Total cash and cash equivalents | \$ 2,300,977 | \$ 3,089,861 |

The accompanying notes are an integral part of these financial statements

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Statements of Cash Flows (continued)

| | Years Ended December 31, | |
|--|---------------------------------|--------------------|
| | 2018 | 2017 |
| Reconciliation of Operating Income to Net Cash Flows From | | |
| Operating Activities: | \$ (1,045,089) | \$ (33,841) |
| Operating Income | | |
| Adjustment to reconcile operating income to net cash flow from operating activities: | | |
| Depreciation | 16,267 | 39,022 |
| Loss on disposal of capital assets | 838,682 | - |
| Changes in: | | |
| Accounts receivable | (335,334) | (36,536) |
| Grant receivable | (268,734) | |
| Accounts payable | 37,739 | (819) |
| Due to Onondaga County | (87,755) | 269,197 |
| Due to other governments | - | (2,057) |
| Net cash flows from operating activities | \$ (844,224) | \$ 234,966 |

The accompanying notes are an integral part of these financial statements

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

1. Organization

The New York State Industrial Development Agency Act of 1969 provided for the use of industrial revenue bond financing for the expansion and growth of industry in New York State. The Onondaga County Industrial Development Agency (the Agency) was created in accordance with the provisions of this Act in 1970 by a resolution passed by the County of Onondaga, New York (the County) Legislature.

The Agency was formed to promote and develop the economic growth of the County and to assist in attracting industry to the County through bond and sale/leaseback financing programs and other activities. The Agency created under this Act is a corporate governmental agency constituting a public benefit corporation. The County Legislature appoints the entire governing board and there is a potential for the County to impose its will on the Agency, and as such, the Agency is a discretely presented component unit of the County based on the criteria set forth by the Governmental Accounting Standards Board (GASB).

2. Summary of Significant Accounting Policies

Measurement Focus and Basis of Accounting

The Agency operates as a proprietary fund. Proprietary funds utilize an “economic resources” measurement focus. The accounting objectives of this measurement focus are the determination of operating income, changes in net position, financial position, and cash flows. All assets and liabilities (whether current or noncurrent) and deferred inflows and outflows associated with their activities are reported. Fund equity is classified as net position.

The Agency utilizes the accrual basis of accounting. Under the accrual basis of accounting, revenues are recognized when earned and expenses are recorded when the liability is incurred or an economic asset is used.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect 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 reporting period. Actual results could differ from these estimates.

Income Tax Status

The Agency is a governmental corporation, exempt from federal and state income taxes. New York State Public Authorities Law, Title 10, Section 2975-A established a cost recovery of central governmental services to various public authorities. On November 1 of each year, the Director of the Division of Budget determines the assessment amount owed under this section by each industrial development agency in New York State.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

2. Summary of Significant Accounting Policies (continued)

Cash and Cash Equivalents

Cash and cash equivalents consist of cash held in checking and money market accounts.

Accounts Receivable

Accounts receivable are stated at their outstanding balances. The Agency considers all accounts receivable to be fully collectible. If collection becomes doubtful, the Agency will either set up an allowance for doubtful accounts or if deemed completely uncollectible, the accounts will be charged against income in the current period. Unpaid balances remaining after the stated payment terms are considered past due. Recoveries of previously charged off accounts are recorded when received.

Management did not believe an allowance for doubtful accounts was necessary at December 31, 2018 and 2017.

Capital Assets

Capital asset purchases are recorded at historical cost or fair market value at the date of acquisition. Depreciation expense is recorded on a straight-line basis over the assets' estimated useful life of 5 to 39 years. The Agency's policy is to capitalize all additions greater than \$1,000 with a useful life of more than 5 years.

Pollution Remediation Obligations

Pollution remediation obligation are obligations to address the current or potential detrimental effects of existing pollution by participating in pollution remediation activities. Obligations to clean up spills of hazardous wastes or hazardous substances and obligations to remove contamination such as asbestos are pollution remediation obligations. Pollution remediation activities may include the following: (1) pre-cleanup activities, such as site assessments and site investigations, (2) cleanup activities, (3) government oversight and enforcement-related activities and (4) operation and maintenance of the remedy, including postremediation monitoring. Pollution remediation outlays including outlays for property, plant and equipment are expensed when a liability is incurred. The Agency will capitalize certain pollution remediation outlays for properties for which it anticipates a future sale. The Agency will only capitalize amounts that would result in the carrying amount of the property to not exceed its estimated fair value upon completion of the remediation. The Agency currently has a parcel of land with known pollution and is currently performing various remediation activities. The carrying amount of this parcel of land is \$604,840 as of December 31, 2018 and 2017.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

2. Summary of Significant Accounting Policies (continued)

Operating Revenues and Non-operating Revenues

The Statements of Revenues, Expenses, and Changes in Net Position distinguishes between operating and non-operating revenues. Operating revenues, such as fee and rental income, result from exchange transactions associated with the principal activities of the Agency. Exchange transactions are those in which each party to the transaction receives or gives up essentially equal values. Non-operating revenues arise from exchange transactions not associated with the Agency's principal activities and from all non-exchange transactions.

Revenue Recognition

Agency and other fee revenue are recognized by the Agency at the date of closing when the related bonds are issued. Interest income is recorded when earned.

Net Position

GASB requires the classification of net position into three components. These classifications are displayed in three components below:

- a. Net investment in capital assets - capital assets including restricted capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, mortgages, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets.
- b. Restricted net position - net position with constraints placed on their use either by (1) external groups such as creditors or laws or regulations of other governments; or (2) law through constitutional provisions or enabling legislation.
- c. Unrestricted net position - all other assets that do not meet the definition of net investment in capital assets or restricted net position.

It is the Agency's policy to first apply restricted resources when an expense is incurred for purposes for which both restricted and unrestricted net position is available.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

2. Summary of Significant Accounting Policies (continued)

Other Income

The County and Onondaga County Development Corporation (OCDC) entered into an agreement in 2014, whereas the Agency will be paid 60% of the net sale proceeds of property within Hancock Field for a total amount of \$348,387. As of December 31, 2018, the Agency has earned \$220,092 from property sales and the amount due from OCDC totals \$114,916.

3. Tax Abatement Programs

The Industrial Development Agency Act (the "Act") of New York State sets forth the powers that the Agency can carry out. In accordance with the Act, the Agency was created to stimulate economic development, growth, and general prosperity for the people of Onondaga County by using incentives, rights, and powers in an efficient and cooperative manner. Qualified Agency projects are eligible for sales, mortgage, and real property tax exemptions. The Agency may also assist a projects' financing by issuing taxable and tax exempt bonds and by providing information on complementary financing such as fixed asset and working capital lending programs.

The Agency has instituted a Uniform Tax Exemption Policy ("UTEP") (last revised 6/20/16) which provides guidelines for the granting of real property, mortgage recording, and sales and use tax exemptions. To be eligible for financial assistance, the recipient of the financial assistance must abide by the requirements of this policy and complete an application process as instituted by the Agency.

In accordance with New York State General Municipal Law, the Agency has instituted a Recapture Policy (last revised 6/20/16) which allows for the recapture of financial incentive assistance provided to recipients for failure to comply with such Recapture Policy. New York State requires a mandatory recapture of the New York State portion of sales and use taxes for recipients for which the recipient was a) not entitled to; b) in excess of the amounts authorized by the Agency; c) for property or services not authorized by the Agency; and/or d) for a recipient that has failed to comply with material term or condition to use of the property or services in the manner required by any of the project documents between the recipient and the Agency. With respect to all other financial assistance provided to the recipient, the Agency shall have the right to suspend, discontinue, recapture or terminate financial assistance to any recipient to the extent that: a) for projects that utilized local sales and use tax exemptions, the project was not entitled to such exemptions, such exemptions were in excess of the amounts authorized by the Agency, and/or such exemptions were for property or services not authorized by the Agency; b) the recipient, upon completion of their project, fails to reach and maintain at least 75% of its employment requirements for job creation and/or retention; c) the total investment actually made with respect to the project at the project's completion date is less than 75% of its investment requirement; d) the recipient fails to provide annually to the Agency certain information to confirm that the project is achieving the investment, job retention, job creation, and other objectives of the project; or e) there otherwise occurs any event of default under any project document or material violation of the terms and conditions of any project document.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

3. Tax Abatement Programs (continued)

The Agency has not made any commitments as part of the agreements other than to reduce taxes. The Agency has chosen to disclose information about its tax abatement agreements individually. The Agency has listed all of its projects that were approved for the periods ended December 31, 2018 and 2017:

| Project | December 31, 2018 | | | |
|--|-------------------|---------------------|---------------------|----------------------|
| | Abatement | | | Total |
| | Mortgage | Sales | PILOT | |
| NexGen | \$ - | \$ 40,000 | \$ 3,099,659 | \$ 3,139,659 |
| Immediate Mailing Services, Inc. | 9,750 | 56,000 | 43,395 | 109,145 |
| d.b.a Upstate Coin & Gold | 7,350 | 200,000 | 121,171 | 328,521 |
| G & C Food Distributors & Brokers, Inc. #2 | 133,500 | 700,000 | 1,746,601 | 2,580,101 |
| DOT Foods, Inc. | - | 118,144 | - | 118,144 |
| Addcom Electronics | - | 25,000 | 22,797 | 47,797 |
| Morse Manufacturing Co., Inc. | 18,750 | 240,000 | 499,611 | 758,361 |
| ArmouredOne, LLC | 26,250 | 428,400 | 205,566 | 660,216 |
| Specialists' One Day Surgery, LLC | - | 552,790 | 1,723,776 | 2,276,566 |
| Towne Center Retirement Community, LLC | 587,000 | 1,568,551 | - | 2,155,551 |
| Syracuse Label Co., Inc. | 12,045 | 216,000 | 253,300 | 481,345 |
| Old Thompson Road, LLC | 100,000 | 508,442 | 1,068,665 | 1,677,107 |
| | <u>\$ 894,645</u> | <u>\$ 4,653,327</u> | <u>\$ 8,784,541</u> | <u>\$ 14,332,513</u> |

| Project | December 31, 2017 | | | |
|---|-------------------|---------------------|---------------------|---------------------|
| | Abatement | | | Total |
| | Mortgage | Sales | PILOT | |
| Specialists' One Day Surgery | \$ - | \$ 552,790 | \$ 1,723,776 | \$ 2,276,566 |
| United Radio | 34,088 | 4,080 | 209,352 | 247,520 |
| Air Innovations Inc. | 9,000 | 80,000 | - | 89,000 |
| Old Thompson Road LLC (Feldmeier Equipment) | 114,649 | 424,952 | 1,068,665 | 1,608,266 |
| Shining Stars Daycare Inc. | 18,750 | 64,000 | - | 82,750 |
| Morse Manufacturing Company | 18,750 | 100,000 | 499,611 | 618,361 |
| | <u>\$ 195,237</u> | <u>\$ 1,225,822</u> | <u>\$ 3,501,404</u> | <u>\$ 4,922,463</u> |

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

4. Deposits with Financial Institutions and Investments

The Agency follows an investment and deposit policy, the overall objective of which is to adequately safeguard the principal amount of funds invested or deposited; conform with federal, state and other legal requirements; and provide sufficient liquidity of invested funds in order to meet obligations as they become due. Oversight of investment activity is the responsibility of the Executive Director.

Monies must be deposited in Federal Deposit Insurance Corporation (FDIC) insured commercial banks or trust companies located within and authorized to do business in New York State (the State). Collateral is required for deposits and certificates of deposit not covered by FDIC insurance. Obligations that may be pledged as collateral are those identified in New York State General Municipal Law, Section 10 and outlined in the New York State Comptroller's Financial Management Guide.

Interest Rate

Risk Interest rate risk is the risk that the fair value of investments will be affected by changing interest rates. The Agency has an investment policy that limits investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.)

Credit Risk

The Agency's policy is to minimize the risk of loss due to failure of an issuer or other counterparty to an investment to fulfill its obligations. The Agency's investments and deposit policy authorizes the Agency to purchase the following types of investments:

- Obligations of the United States of America;
- Obligations where payment of principal and interest are guaranteed by the United States of America;
- Obligations of New York State;
- Special time deposit account; and
- Certificates of deposit.

Custodial Credit Risk

Custodial credit risk is the risk that, in the event of a failure of a depository financial institution, the reporting entity may not recover its deposits. In accordance with the Agency's investment and deposit policy, all deposits of the Agency including certificates of deposit and special time deposits, in excess of the amount insured under the provisions of the Federal Deposit Insurance Act (FDIA) shall be secured by a pledge of securities with an aggregate value equal to the aggregate amount of deposits.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

4. Deposits with Financial Institutions and Investments (continued)

The Agency restricts the securities to the following eligible items:

Obligations issued, or fully insured or guaranteed as to the payment of principal and interest, by the United States of America, an agency thereof or a United States government sponsored corporation;

- Obligations partially insured or guaranteed by an agency of the United States of America;
- Obligations issued or fully insured or guaranteed by the State of New York;
- Obligations issued by a municipal corporation, school district or district corporation of New York State;
- Obligations issued by states (other than New York State) of the United States of America rated in one of the two highest rating categories by at least one Nationally Recognized Statistical Rating Organization (NRSRO).

The Agency maintained cash balances of approximately \$889,216 and \$888,862 in cash and cash equivalents at December 31, 2018, and 2017, respectively, with financial institutions insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per bank for interest bearing and non-interest bearing accounts. The remaining balance was collateralized by a third party in accordance with New York State General Municipal Law, Section 10 and the Agency's policies.

5. Restricted Cash

In accordance with an agreement between the Agency and Blue Sky Redevelopment Corporation, a wholly owned subsidiary of New York State Urban Development Corporation (Urban Development Corporation), certain payments received from Griffin Environmental Company are restricted for purposes to be agreed on by the Agency and the Urban Development Corporation. The Agency's share of cash restricted under this agreement amounted to \$1,642 at December 31, 2018 and 2017.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

6. Notes Receivable

Notes receivable consisted of the following at December 31:

| | 2018 | 2017 |
|--|-----------------|------------------|
| Note receivable from Aquarii, Inc. payable in monthly installments of \$2,083 plus 4.5% interest per annum through January 2019 | \$ 2,083 | \$ 29,166 |
| Note receivable from Simple Admit, LLC. Payable in monthly installments of \$2,083 plus 6.0% interest per annum through August 2018. | - | 18,750 |
| Total | \$ 2,083 | \$ 47,916 |
| Future maturities as of December 31, 2017: | | |
| 2019 | \$ 2,083 | |
| Total | \$ 2,083 | |

7. Capital Assets

Capital asset activity for the year ended December 31, 2018 was as follows:

| | Beginning Balance | Increases | Decreases | Ending Balance |
|---------------------------|----------------------|-------------|--------------|-------------------|
| Non depreciable land: | | | | |
| White Pines | \$ 2,427,146 | \$ - | \$ - | \$ 2,427,146 |
| 435 North Salina | 17,084 | - | - | 17,084 |
| 437 North Salina | 26,340 | - | (26,340) | - |
| 800 Hiawatha | 604,840 | - | - | 604,840 |
| Subtotal | 3,075,410 | - | (26,340) | 3,049,070 |
| Depreciable: | | | | |
| Buildings | 1,482,727 | - | (848,305) | 634,422 |
| Furniture and Fixtures | 2,862 | - | - | 2,862 |
| Subtotal | 1,485,589 | - | (848,305) | 637,284 |
| Total capital assets | 4,560,999 | - | (874,645) | 3,686,354 |
| Accumulated depreciation: | | | | |
| Buildings | 68,423 | 16,267 | (35,889) | 48,801 |
| Furniture and Fixtures | 2,862 | - | - | 2,862 |
| Total | 71,285 | 16,267 | (35,889) | 51,663 |
| Net capital assets | \$ 4,489,714 | \$ (16,267) | \$ (838,756) | \$ 3,634,691 |

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

7. Capital Assets (continued)

Capital asset activity for the year ended December 31, 2017 was as follows:

| | <u>Beginning Balance</u> | <u>Increases</u> | <u>Decreases</u> | <u>Ending Balance</u> |
|---------------------------|------------------------------|-------------------|------------------|---------------------------|
| Non depreciable: | | | | |
| Land | \$ 2,617,562 | \$ 457,774 | \$ - | \$ 3,075,336 |
| Subtotal | <u>2,617,562</u> | <u>457,774</u> | <u>-</u> | <u>3,075,336</u> |
| Depreciable: | | | | |
| Buildings | 1,444,022 | 38,705 | - | 1,482,727 |
| Furniture and Fixtures | 2,862 | - | - | 2,862 |
| Subtotal | <u>1,446,884</u> | <u>38,705</u> | <u>-</u> | <u>1,485,589</u> |
| Total capital assets | <u>4,064,446</u> | <u>496,479</u> | <u>-</u> | <u>4,560,925</u> |
| Accumulated depreciation: | | | | |
| Buildings | 29,441 | 38,982 | - | 68,423 |
| Furniture and Fixtures | 2,862 | - | - | 2,862 |
| Total | <u>32,303</u> | <u>38,982</u> | <u>-</u> | <u>71,285</u> |
| Net capital assets | <u>\$ 4,032,143</u> | <u>\$ 457,497</u> | <u>\$ -</u> | <u>\$ 4,489,640</u> |

8. Agency-Induced Financings

The total amount of industrial development, civic facility and pollution control financing issued through the Agency outstanding as of December 31, 2018 amounted to approximately \$128,444,000. These financing obligations are not obligations of the Agency as the Agency acts a conduit for the obligations. The Agency does not have the obligation to repay the principal and interest of such obligations, as such, the obligations are not reflected as long-term obligations of the Agency.

9. Due to Onondaga County

The Agency will reimburse the County for a portion of the cost of operation of the Onondaga County Office of Economic Development. In exchange for this funding, the staff of the office provides operational and project implementation support services for the Agency. Maximum funds committed by the Agency were \$551,834 and \$452,017 for the years ended December 31, 2018 and 2017, respectively. The Agency owed \$279,257 and \$367,012 to the County at December 31, 2018 and 2017, respectively.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Notes to Financial Statements

10. Property Leases and Bonds Payable

In accordance with its corporate purpose, the Agency has issued bonds to promote and develop various businesses within the County. The Agency holds legal title to the properties, under which such bonds were issued in order for business to acquire or renovate various facilities. The Agency's primary function is to arrange financing between borrowing companies and bondholders (conduit debt). For providing this service, the Agency receives administration fees from the borrowing companies. Total bonds outstanding were \$128,443,800 and \$131,487,963 at December 31, 2018 and 2017, respectively, which represent non-recourse debt of the Agency. The Agency does not have the obligation to repay the principal and interest of such obligations, as such, the obligations are not reflected as long-term obligations of the Agency.

11. Payments in Lieu of Taxes Agreements (Pilot)

The Agency has entered into PILOT agreements with various companies whereas the company will make annual payments in lieu of taxes to the Agency and the Agency will remit the annual payments to the appropriate tax jurisdictions. The Agency records a liability for any amounts paid by companies to the Agency but not distributed to the tax jurisdictions as of yearend. Total due to other governments was \$0 at December 31, 2018 and 2017.

12. Operating Lease

On February 1, 2016, the Agency entered into a lease agreement with Onondaga Community College (OCC) which allowed OCC to lease building space for educational purposes. In lieu of a monthly rental fee, OCC agreed to perform improvements to the space that became the property of the Agency upon installation and will not revert back to OCC upon lease termination on January 31, 2021. The initial terms of the lease agreement were amended and the new terms commenced on July 1, 2016. The lease agreement now provides for guaranteed rent of \$9,000 per year through the new lease termination on January 31, 2026.

13. Concentration of Credit Risk

Financial instruments that potentially subject the Agency to credit risk consist principally of unsecured note receivable.

14. Subsequent Events

In preparing the financial statements, management of the Agency has evaluated events and transactions for potential recognition or disclosure through March 12, 2019, the date the financial statements were available to be issued. There were no additional events or transactions that were discovered during the evaluation that required further disclosure.

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Supplemental Schedule of Revenue Bonds and Other Bonds (Conduit Debt Obligations)
For the Year Ended December 31, 2018

| Project Number | Description of Financing | Closing Date | Interest at issuance | Current Interest Rate | Bonds Outstanding at January 1, 2018 | Incurred During 2018 | Paid During 2018 | Bonds Outstanding at December 31, 2018 | Term Ending Date |
|-------------------|---|-------------------|-------------------------|-----------------------------|--|-------------------------|---------------------|---|---------------------|
| 3101-06-10-C | OCIDA Pollution Control Revenue Bonds (Anheuser-Busch Project) 2006 Series B | July 21, 2006 | 4.95% | | \$ 2,200,000 | \$ - | \$ - | \$ 2,200,000 | 7/1/2036 |
| 3101-94-01A | OCIDA Sewage Facilities Revenue Bonds (Bristol- Myers Squibb Company Project) Series 1994 | March 29, 1994 | 5.75% | | 35,000,000 | - | - | 35,000,000 | 3/1/2024 |
| 3101-99-12A | OCIDA Multi-Mode Civic Facility Variable Rate Revenue Bonds (The Christian Brothers Academy of Syracuse, New York Project) Series 1999A | November 1, 2010 | 5.00% | 5.00% | 1,675,000 | - | 685,000 | 990,000 | 6/30/2020 |
| 3101-95-01A | OCIDA Civic Facility Revenue Bonds (Discovery Center of Science and Technology Project) Series 1995 | July 1, 1995 | 4.00% | | 2,978,000 | - | - | 2,978,000 | 7/1/2020 |
| 3101-07-16A | OCIDA Variable Rate Demand Industrial Development Revenue Bonds (G.A. Braun, Inc. Project) Series 2007 | December 20, 2007 | 2.27% | 2.01% | 6,050,000 | - | 250,000 | 5,800,000 | 6/1/2034 |
| 3101-15-08B | OCIDA Multi-Modal Revenue Bonds (G.A. Braun, Inc. Project) Series 2015A | December 15, 2015 | 2.03% | 2.58% | 2,847,000 | - | - | 2,847,000 | 12/1/2041 |
| 3101-15-08B | OCIDA Multi-Modal Revenue Bonds (G.A. Braun, Inc. Project) Series 2015B (Taxable) | December 15, 2015 | 2.97% | 3.74% | 2,620,048 | - | 139,832 | 2,480,216 | 12/1/2026 |
| Subtotal | | | | | \$ 53,370,048 | \$ - | \$ 1,074,832 | \$ 52,295,216 | |

The accompanying notes are an integral part of these financial statements

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Supplemental Schedule of Revenue Bonds and Other Bonds (Conduit Debt Obligations)
For the Year Ended December 31, 2018

| Project Number | Description of Financing | Closing Date | Interest at issuance | Current Interest Rate | Bonds Outstanding at January 1, 2018 | Incurred During 2018 | Paid During 2018 | Bonds Outstanding at December 31, 2018 | Term Ending Date |
|-------------------|---|-------------------|-------------------------|-----------------------------|--|-------------------------|---------------------|---|---------------------|
| 3101-07-05C | OCIDA Variable Rate Demand Industrial Development Revenue Bonds (ICM Controls Corp. Project) Series 2007 | December 20, 2007 | 6.30% | 2.10% | 2,775,000 | - | 275,000 | 2,500,000 | 12/1/2027 |
| 3101-04-11A | OCIDA Civic Facility Revenue Bonds (Manlius Library Project) Series 2005 | April 28, 2005 | 4.00% | 4.63% | 1,005,000 | - | 65,000 | 940,000 | 12/15/2029 |
| 3101-07-13A | OCIDA Civic Facility Revenue Bonds (Marcellus Free Library Project) Series 2007 | June 29, 2007 | 4.00% | 4.13% | 1,495,000 | - | 120,000 | 1,375,000 | 6/1/2027 |
| 3101-03-07A | OCIDA Civic Facility Revenue Bonds (Minoa Free Library Project) Series 2004A | February 1, 2004 | 5.00% | 5.38% | 675,000 | - | 25,000 | 650,000 | 2/1/2034 |
| 3101-07-21A | OCIDA Civic Facility Revenue Bonds (Onondaga Free Library Project) Series 2008 | March 1, 2008 | 4.00% | 5.13% | 2,370,000 | - | 70,000 | 2,300,000 | 3/1/2037 |
| 3101-02-01A | OCIDA Civic Facility Revenue Bonds (Salina Free Library Project) Series 2002A | December 1, 2002 | 5.20% | 5.68% | 480,000 | - | 45,000 | 435,000 | 12/1/2026 |
| 3101-96-11A | OCIDA Revenue Bonds (Syracuse Research Corporation Project) Series 1997 | December 1, 1997 | 7.70% | 1.76% | 1,900,000 | - | 430,000 | 1,470,000 | 12/1/2021 |
| 3101-05-15B | OCIDA Variable Rate Demand Civic Facility Revenue Bonds (Syracuse Research Corporation Project) Series 2005 | December 14, 2005 | 7.70% | 1.76% | 11,540,000 | - | 680,000 | 10,860,000 | 12/1/2031 |
| 3101-06-11B | OCIDA Variable Rate Demand Civic Facility Revenue Bonds (Syracuse Home Association Project) Series 2007 | June 21, 2007 | 4.00% | 4.00% | 9,300,000 | - | 640,000 | 8,660,000 | 6/30/2027 |
| Subtotal | | | | | \$ 31,540,000 | \$ - | \$ 2,350,000 | \$ 29,190,000 | |

The accompanying notes are an integral part of these financial statements

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(A Discretely Presented Component Unit of the County of Onondaga, New York)

Supplemental Schedule of Revenue Bonds and Other Bonds (Conduit Debt Obligations)
For the Year Ended December 31, 2018

| Project Number | Description of Financing | Closing Date | Interest at issuance | Current Interest Rate | Bonds Outstanding at January 1, 2018 | Incurred During 2018 | Paid During 2018 | Bonds Outstanding at December 31, 2018 | Term Ending Date |
|-------------------|--|-------------------|-------------------------|-----------------------------|--|-------------------------|---------------------|---|---------------------|
| 3101-15-04A | OCIDA Tax-exempt Multi-Modal Revenue Bonds (Syracuse Label Co., Inc. Project) Series 2015 (reissued) | November 16, 2016 | 1.92% | | 6,236,618 | - | 338,034 | 5,898,584 | 12/1/2041 |
| 3101-07-19A | OCIDA Civic Facility Variable Rate Revenue Bonds (Syracuse University Project) Series 2008 | January 30, 2008 | 6.90% | 1.70% | 28,125,000 | - | 950,000 | 27,175,000 | 7/1/2037 |
| 3101-02-08A | OCIDA Multi-Modal Variable rate Civic Facility Revenue Bonds (YMCA of Greater Syracuse, Inc. Project) Series 2003A | November 9, 2003 | | | 4,320,000 | - | 435,000 | 3,885,000 | 11/1/2025 |
| 3101-17-04B | OCIDA Tax-exempt Revenue Bonds (Old Thompson Road, LLC Project) Series 2017A | December 1, 2017 | | 2.87% | 9,245,000 | - | - | 9,245,000 | 12/1/2042 |
| 3101-17-04B | OCIDA Tax-exempt Revenue Bonds (Old Thompson Road, LLC Project) Series 2017B | December 1, 2017 | | 2.87% | 755,000 | - | - | 755,000 | 12/1/2042 |
| | Carryforward subtotal - page 21 | | | | \$ 53,370,048 | \$ - | \$ 1,074,832 | \$ 52,295,216 | |
| | Carryforward subtotal - page 22 | | | | 31,540,000 | - | 2,350,000 | 29,190,000 | |
| | Grand Total | | | | \$ 133,591,666 | \$ - | \$ 5,147,866 | \$ 128,443,800 | |

The accompanying notes are an integral part of these financial statements