



Tioga County Industrial Development Agency
March 6, 2024 – 4:30 pm
Ronald E Dougherty County Office Building
56 Main Street, Owego, NY 13827
Legislative Conference Room, 1st Floor
Agenda

Call to Order and Introductions

Attendance

IDA Board Members

Roll Call: J. Ward, K. Gillette, M. Sauerbrey, E. Knolles, M. Townsend

Excused: T. Monell

Guests: C. Curtis, M. Schnabl, J. Meagher, L. Tinney

Privilege of the Floor: Marcia Kiechle

Approval of Minutes

- A. [February 7, 2024 Regular Meeting Minutes](#)
- B. [January 3, 2024 Annual Meeting Minutes](#)

Financials

- A. [Balance Sheet](#)
- B. [Profit & Loss](#)
- C. [Transaction Detail](#)
- D. [Accounts Receivable](#)
- E. [RJ Corman revenue](#)

ED&P Update: L. Tinney

- A. [Southern Tier Clean Energy Strategy](#)

New Business: C. Curtis

- A. Chamber of Commerce 2024 Tioga County Economic Forum sponsorship request
- B. [Easement](#)

Committee Reports: C. Curtis

- A. Public Authority Accountability Act (PAAA)
 - 1. Audit Committee Report: J. Ward, M. Townsend, E. Knolles
 - a. [Management Representation Letter](#)
 - b. [Management Comment Letter](#)
 - c. [PAAA Letter](#)
 - d. [Governance Letter](#)
 - e. [Financial Report](#)
 - 2. Governance Committee: J. Ward, M. Townsend, E. Knolles
 - a. No report



- 3. Finance Committee: J. Ward, M. Townsend, E. Knolles
 - a. No report
- 4. Loan Committee: J. Ward, K. Dougherty, D. Barton, E. Knolles, M. Townsend
 - a. No report
- 5. Railroad Committee: M. Sauerbrey, K. Gillette, T. Monell
 - a. No report

PILOT Updates: C. Curtis

- A. Sales Tax Exemptions Update:
 - 1. Best Bev LLC - \$2,218,467.04/Authorized \$2,242,066.00
 - a. [Request Letter](#)
 - 2. 231 Main LLC - \$833.50/ Authorized \$34,320
 - 3. SEASON II LLC - \$10,475.58/ Authorized \$17,942
 - 4. Arteast Café LLC - \$0/ Authorized \$24,000
 - 5. Navo Properties LLC - \$874.08/ Authorized \$1,128

Project Updates: C. Curtis

- A. LCP demolition complete
- B. [Nov-Dec 2023 Connect Newsletter_version 50892 by The Business Council - Flipsnack](#)
- C. BiziLife social media review:
https://www.canva.com/design/DAF-UCWP9uk/Rij2DBMTos0mJ4jaQju_0A/edit

Grant Updates: C. Curtis

- A. New York State Division of Homeland Security and Emergency Services (DHSES) DR-4567 Planning Grant – Richford Railroad
 - 1. Larson Design Group contract: April 2024 completion date projected
- B. ARC Grant Application – Engineering Design Lounsberry Industrial Hub Buildings
 - 1. [Hunt](#)
 - 2. [Williams & Edsall topographic survey](#)
 - 3. Application – Phase II Study - submitted
- C. ESD Grant Application – Municipal Water Extension to Raymond Hadley
 - 1. Larson Design Group contract: April 2024 completion date projected
- E. Local Meat Capacity Grant – Reed Brook Meats application submitted 7-14-23
- F. Blodgett Road – Application approved
- G. USDA IRP Loan Application submitted 1-2-2024
 - 1. USDA Contact: susan.galster@usda.gov

Motion to move into Executive Session pursuant to Public Officers Law Section 105

Next Meeting: Wednesday April 3, 2024



Tioga County Industrial Development Agency
January 3, 2024 – 4:15 pm
Ronald E Dougherty County Office Building
56 Main Street, Owego, NY 13827
Annual Meeting Minutes

I. Call to Order and Introductions: Ms. Ceccherelli called the meeting to order at 4:16 pm.

II. Attendance: IDA Board Members

J. Ceccherelli, K. Gillette, T. Monell, J. Ward, M. Townsend, E. Knolles
Excused: M. Sauerbrey
Guests: C. Curtis, M. Schnabl, L. Tinney

III. New Business

A. Monthly Meeting Designation

- 1. Date- first Wednesday of each month
2. Time- 4:30 p.m.
3. Location- Ronald E. Dougherty County Office Building, 56 Main Street, Owego, Legislative Conference Room, 1st Floor

B. Media Designation

- 1. Press & Sun Bulletin
Motion to set the regular monthly meetings for the first Wednesday of each month at 4:30 pm in the Ronald E. Dougherty County Office Building, 56 Main Street, Owego, Legislative Conference Room, 1st floor, and to designate the Press & Sun Bulletin as the official media source for the purposes of publishing all notices and other matters as required by law. (T. Monell, J. Ward)

Aye – 6 Abstain – 0
No – 0 Carried

C. Governance Committee Recommendations

- 1. Slate of Officers 2024 Proposed List of TCIDA Committee Members
a. Chair- Jon Ward
b. Vice Chair- Kevin Gillette
c. Secretary- Mari Townsend
d. Treasurer- Eric Knolles
Motion to approve 2024 Slate of Officers, as proposed. (T. Monell, J. Ward)

Aye – 6 Abstain - 0
No – 0 Carried

2. Committee Appointments

- a. Governance- J. Ward, M. Townsend, E. Knolles
b. Audit- E. Knolles, M. Townsend, J. Ward
c. Railroad- T. Monell, K. Gillette, M. Sauerbrey



- d. Finance- E. Knolles, M. Townsend, J. Ward
 - e. Loan- K. Dougherty, D. Barton. J. Ward, E. Knolles, M. Townsend
 - f. Public Relations- J. Ceccherelli, L. Tinney, C. Curtis
- Motion to approve 2024 Committee Appointments, as proposed. (E. Knolles, K. Gillette)**

Aye – 6 **Abstain – 0**
No – 0 **Carried**

3. Other Appointments

- a. Designee (per Employee Handbook) – L. Tinney
- b. Compliance Officer- C. Curtis
- c. Contracting Officer- C. Curtis
- d. Freedom of Information Officer- C. Curtis
- e. Code of Ethics Officer- J. Meagher
- f. Internal Controls Officer- J. Nolis

Motion to approve 2024 appointments, as proposed. (E. Knolles, K. Gillette)

Aye – 6 **Abstain – 0**
No – 0 **Carried**

4. Annual Policy Review

- a. Mission Statement
- b. By-Laws
- c. Code of Ethics
- d. Assessment of Internal Controls
- e. Procurement Policy
- f. Property Disposition Policy
- g. Whistle Blowers Policy
- h. Employee Handbook
- i. Governance Committee Charter
- j. Procedure Manual
- k. TCIDA Sexual Harassment Policy

Motion to approve the annual policy review, as proposed. (E. Knolles, M. Townsend)

Aye – 6 **Abstain – 0**
No – 0 **Carried**

5. Other Annual Review

- a. Compensation and Benefits of Executive Administrator
- b. Report on Conflict of Interest Incidents
- c. Self-Evaluation of Performance 2023 Governance Committee Self-Evaluation Report

Motion to approve the annual compensation and benefits, acceptance of Report of Conflict of Interest Incidents, and Self-Evaluation of



Performance 2023 Governance Committee Self-Evaluation Reports, as proposed.

Aye – 6 **Abstain – 0**
No – 0 **Carried**

D. Audit Committee Recommendations

- 1. Appointments
 - a. Audit Firm- insero&co
 - b. Financial Expert- J. Nolis
- 2. Annual Policy Review
 - a. Audit Committee Charter TCIDA Audit Committee Charter
 - b. [Self-Evaluation of Performance 2023 Audit Committee Self-Evaluation Report](#)

Motion to approve Insero & Co as the audit firm and J. Nolis as financial expert as proposed, to accept the review IDA Audit Committee Charter and Self-Evaluation of Performance of the 2023 Audit Committee Self-Evaluation Report. (E. Knolles, T. Monell)

Aye – 6 **Abstain - 0**
No – 0 **Carried**

E. Finance Committee Recommendations

- 1. Official Depositories
 - a. Chemung Canal Trust Company
 - b. Community Bank
 - c. Tioga State Bank
- 2. Annual Policy Review
 - a. Investment Policy
 - b. Finance Committee Charter
 - c. Investment Annual Report
 - d. Self-Evaluation of Performance 2023 Finance Committee Self-Evaluation Report

- 3. Annual Designation of Signors on Bank Accounts
 - a. J. Ward, M. Townsend, E. Knolles, M. Sauerbrey, C. Curtis
Motion to approve Chemung Canal Trust Company, Community Bank, and Tioga State Bank as official depositories for Tioga County IDA as proposed, to approve the designated signors on the accounts as J. Ward, M. Townsend, E. Knolles, M. Sauerbrey, C. Curtis, to authorize the investment policy, finance committee charter, the investment annual report, and self-evaluation of performance 2023 finance committee self-evaluation report. (E. Knolles, T. Monell)

Aye – 5 **Abstain – 1 (J. Ward)**
No – 0 **Carried**

F. Annual Certifications



1. Internal Controls Certification
2. Annual Evaluation of Board Performance
3. Fiduciary Responsibilities Certification
4. 2023 TCIDA Operations and Accomplishments

Motion to authorize internal controls certification, annual evaluation of board performance, and fiduciary responsibilities certification for the year. (E. Knolles, T. Monell)

Aye – 6

Abstain – 0

No – 0

Carried

G. Miscellaneous

1. Contact information 2024 TCIDA Board of Directors & Staff
2. Listing of IDA properties – 2024

IV. Adjourned: Mr. Ward motioned to adjourn the meeting at 4:35 pm.



Tioga County Industrial Development Agency
February 7, 2024 – 4:30 pm
Ronald E Dougherty County Office Building
56 Main Street, Owego, NY 13827
Legislative Conference Room, 1st Floor
Regular Meeting Minutes

I. Call to Order and Introductions: Mr. Ward called the meeting to order at 4:35 pm.

II. Attendance

IDA Board Members
Roll Call: J. Ward, M. Sauerbrey, T. Monell, E. Knolles, M. Townsend
Excused: K. Gillette
Guests: C. Curtis, M. Schnabl, J. Meagher, L. Tinney, B. Woodburn

III. Privilege of the Floor: Steve Rowe, Larson Design Group, via Video: Mr. Rowe updated the board on the studies that Larson Design Group are working on: the municipal water extension to Raymond Hadley study, and the Richford Railroad study. For the water extension grant, they have completed the hydraulic modeling, which has initially shown that the Van Etten water system has the capacity to extend to Raymond Hadley. Work is still being completed on the environmental report, planning report, and the engineering report. The engineering report will make recommendations on how to best move forward. A draft of the final report will be completed by the end of April. For the Richford Railroad project, the survey of the property is completed. Environmental testing and geotechnical testing are in process. A draft of the final report will be completed by the end of April.

IV. Approval of Minutes

A. January 3, 2024 Regular Meeting Minutes

Motion to approve January 3, 2024 Regular Meeting Minutes, as written. (T. Monell, M. Sauerbrey)

Aye – 5 Abstain – 0
No – 0 Carried

V. Financials

- A. Balance Sheet
B. Profit & Loss
C. Transaction Detail
D. Accounts Receivable

Motion to acknowledge financials, as presented. (E. Knolles, T. Monell)

Aye – 5 Abstain – 0
No – 0 Carried

VI. ED&P Update: B. Woodburn: Ms. Woodburn updated the board on the Economic Development & Planning Department strategy, and the staffing plan for the future of the department going forward.



VII. New Business: C. Curtis

- A. Enterprise Products Partners (Harford; Gas): Ms. Curtis is pursuing communication with Enterprise Products Partners, who is located along the IDA railroad in Harford, to see if they have any interest in using the rail, or if they are open to leasing their vacant land to a business that would use the rail line.

VIII. Committee Reports: C. Curtis

A. Public Authority Accountability Act (PAAA)

- 1. Audit Committee Report: M. Townsend, E. Knolles, J. Ward
 - a. No report
- 2. Governance Committee: J. Ward, M. Townsend, E. Knolles
 - a. Recommend appointing Jim Lavo, VFCU, to TCIDA Loan Committee
Motion to approve the appointment of Jim Lavo to the TCIDA Loan Committee. (T. Monell, M. Sauerbrey)

Aye – 5 Abstain – 0
No – 0 Carried

- 3. Finance Committee: E. Knolles, M. Townsend, J. Ward
 - a. No report
- 4. Loan Committee: J. Ward, K. Dougherty, D. Barton, E. Knolles, M. Townsend
 - a. Affirm TCIDA Board Vote: Approval \$40,000 IRP Loan: Peyper Fields LLC
 - 1. Loan Summary

Motion to affirm email vote to approve \$40,000 IRP Loan for Peyper Fields LLC. (M. Sauerbrey, T. Monell)

Aye – 5 Abstain – 0
No – 0 Carried

- b. REAP Lease Program: In the past, REAP has administered an equipment lease program through the USDA via a Rural Business Development Grant (RBDG). However, REAP currently does not have the capacity to continue the equipment lease program, and is looking for support from the IDA to keep the program going. REAP would be looking for support by using the IDA loan committee to review applications, or for the IDA to be the applicant for the program themselves. The application for the RBDG is due at the end of February. The program is reimbursable. Board discussion ensued regarding the IDA taking over administration of the program. The board was agreeable to being the applicant for the RBDG equipment lease program.

Motion to authorize the IDA to apply for a USDA Rural Business Development Grant, not to exceed \$100,000, for an equipment lease program. (T. Monell, M. Townsend)

Aye – 5 Abstain – 0
No – 0 Carried

- 5. Railroad Committee: M. Sauerbrey, K. Gillette, T. Monell
 - a. No report

IX. PILOT Updates: C. Curtis

- A. Sales Tax Exemptions Update:



1. Best Bev LLC - \$2,218,467.04 (as of December 2023)/Authorized \$2,242,066.00: Best Bev has hit their authorized limit, and may ask for another increase in their sales tax exemption. Ms. Curtis has requested a letter from Best Bev indicating their new totals.

- 2. 231 Main LLC – \$320.85/ Authorized \$34,320
3. SEASON II LLC - \$4,289.94/ Authorized \$17,942
4. Arteast Café LLC - \$0/ Authorized \$24,000
5. Navo Properties LLC - \$874.08/ Authorized \$1,128

B. Altus Power Renewable Energy – purchased Spencer-Tioga Solar project: Mr. Meagher will be discussing transferring the PILOT agreement from Spencer-Tioga Solar to Altus Power Renewable Energy.

X. Project Updates: C. Curtis

A. Hydrant agreement dissolution: Now that the County has officially taken over Belva Lockwood Lane, the hydrants along the roadway are being transferred to the Village of Owego’s public hydrants. The IDA’s semi-annual payments for the hydrants are now ending, and Veolia will send the IDA a prorated refund for the payments that have already been made.

XI. Grant Updates: C. Curtis

A. New York State Division of Homeland Security and Emergency Services (DHSES) DR-4567 Planning Grant – Richford Railroad

- 1. Larson Design Group contract: April 2024 completion date projected

B. ARC Grant Application – Engineering Design Lounsberry Industrial Hub Buildings

- 1. Hunt: The scope of work has been revised to look at whether two 40,000 square feet buildings would be feasible on the site, or what options would be best for the site. This scope of work would cost \$45,000. Another quote was obtained for the topographic survey, and the geotechnical work will be completed at a later time.
2. Williams & Edsall topographic survey, quote for \$4,200.

Motion to authorize contract with Hunt Engineers for \$45,000 for the engineering design for the Lounsberry Industrial Hub and contract with Williams & Edsall for the topographic study for \$4,200. (E. Knolles, T. Monell)

Aye – 5 Abstain – 0
No – 0 Carried

- 3. Resolution – Rural Business Development Grant (RBDG) Grant Application – Phase II Study

Motion to apply to the USDA for a Rural Business Development Grant (RBDG) for the Phase II Study for the Lounsberry Industrial Hub not to exceed \$100,000. (M. Sauerbrey, M. Townsend)

Aye – 5 Abstain – 0
No – 0 Carried

C. ESD Grant Application – Municipal Water Extension to Raymond Hadley

- 1. Larson Design Group contract: April 2024 completion date projected

D. Local Meat Capacity Grant – Reed Brook Meats application submitted 7-14-23

E. Blodgett Road – Application submitted by SWCD

F. USDA IRP Loan Application submitted 1-2-2024

- 1. USDA Contact: susan.galster@usda.gov



- XII. Motion to move into Executive Session pursuant to Public Officers Law Section 105 at 5:27 pm to discuss financial and personnel matters. (M. Townsend, T. Monell)**

Motion to adjourn Executive Session at 5:44 pm.

Motion to approve the contract with LCP group for the demolition of the barn and silos at the Buck Road site for \$87,120, and the contract with O'Rourke for the air monitoring required for the demolition for \$1,795. (T. Monell, M. Townsend)

Aye – 5 Abstain – 0
No – 0 Carried

- XIII. Next Meeting: Wednesday March 6, 2024**

- XIV. Adjournment: Mr. Monell motioned to adjourn the meeting at 5:46 pm.**

Tioga County Industrial Development Agency

Balance Sheet

As of February 29, 2024

	Feb 29, 24	Feb 28, 23	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
CD Cap Improvement Com Bank	327,220.11	0.00	327,220.11
CD Site Dev Com Bank 158	103,328.19	0.00	103,328.19
CD Site Dev Com Bank 156	103,328.18	0.00	103,328.18
CD Site Dev Com Bank 155	103,215.18	0.00	103,215.18
Restricted Cash Accounts			
COVID-19	326.35	3,722.43	-3,396.08
Community- Facade Improvement	245,120.90	231,591.29	13,529.61
USDA Funds			
CCTC- Loan Loss Reserve	40,504.75	40,493.52	11.23
TSB- IRP 2016 (Formerly IRP 4)	90,558.64	149,649.44	-59,090.80
TSB- RBEG	75,562.20	161,361.26	-85,799.06
Total USDA Funds	206,625.59	351,504.22	-144,878.63
Total Restricted Cash Accounts	452,072.84	586,817.94	-134,745.10
CCTC- CDs			
Land Acquisition (150)	555,596.92	0.00	555,596.92
Site Development			
Site Development 2441	0.00	100,462.52	-100,462.52
Site Development 2440	0.00	100,350.12	-100,350.12
Site Development 2439	0.00	100,350.12	-100,350.12
Total Site Development	0.00	301,162.76	-301,162.76
Land Acquisition (879)	0.00	553,069.56	-553,069.56
Capital Improvement (284)	0.00	325,351.58	-325,351.58
Total CCTC- CDs	555,596.92	1,179,583.90	-623,986.98
Temporarily Restricted Cash Acc			
TSB-Owego Gardens	2,574,847.81	2,703,354.85	-128,507.04
TSB-Crown Cork and Seal	100.67	105.67	-5.00
Community- BestBuy PILOT Acct.	369.98	369.98	0.00
Total Temporarily Restricted Cash Acc	2,575,318.46	2,703,830.50	-128,512.04
Unrestricted Cash Accounts			
TSB ICS	0.00	5.33	-5.33
TSB- checking	812,906.34	507,461.14	305,445.20
TSB- general fund	25,804.34	25,772.58	31.76
Total Unrestricted Cash Accounts	838,710.68	533,239.05	305,471.63
Total Checking/Savings	5,058,790.56	5,003,471.39	55,319.17
Other Current Assets			
COVID-19 ERLP			
C-7-A	0.00	6,786.92	-6,786.92
C-5-A	0.00	2,270.57	-2,270.57
C-4-A	0.00	2,287.51	-2,287.51
C-1-A	0.00	9,756.71	-9,756.71
Total COVID-19 ERLP	0.00	21,101.71	-21,101.71
Accounts Receivable 1300.01	84,453.05	746,453.05	-662,000.00
Allowance for Doubtful Accounts	-35,000.00	-35,000.00	0.00
Commercial Facade Loan Program			
Loan Rec - 2017-01-C	3,750.00	10,625.00	-6,875.00
Loan Rec - 2018-01-C	0.00	1,015.02	-1,015.02
Loan Rec - 2017-02-C	0.00	5,407.52	-5,407.52
Total Commercial Facade Loan Program	3,750.00	17,047.54	-13,297.54
RBEG			
RBEG 2023-01-A	97,441.59	0.00	97,441.59
Loan Rec - RBEG 2019 -06	46,611.87	54,299.35	-7,687.48
Total RBEG	144,053.46	54,299.35	89,754.11
IRP 4			
IRP 4 2023-01-A	60,901.02	0.00	60,901.02
Loan Rec 2021-02-A	8,045.13	11,234.80	-3,189.67
Loan Rec 2021-01-A	59,952.16	67,402.01	-7,449.85
Loan Rec 2019-07-A	33,083.92	34,978.73	-1,894.81
Loan Rec - 2019 - 06A	58,264.61	67,873.95	-9,609.34
Loan Rec 2018-02-A	0.00	3,371.96	-3,371.96
Loan Rec 2018-01-A	50,244.26	54,103.04	-3,858.78

Tioga County Industrial Development Agency

Balance Sheet

As of February 29, 2024

03/04/24

Accrual Basis

	Feb 29, 24	Feb 28, 23	\$ Change
Loan Rec 2017-04-A	26,182.97	28,418.31	-2,235.34
Loan Rec 2017-01-A	8,680.46	11,376.46	-2,696.00
Loan Rec 2009-02-A	48,251.58	48,651.58	-400.00
Total IRP 4	353,606.11	327,410.84	26,195.27
Total Other Current Assets	550,862.62	1,131,312.49	-580,449.87
Total Current Assets	5,609,653.18	6,134,783.88	-525,130.70
Fixed Assets			
Land-Rizzuto	78,395.16	78,395.16	0.00
Land- Cavataio	2,500.00	2,500.00	0.00
Land-general	601,707.05	601,707.05	0.00
Land-Louns			
Lopke	8,993.03	8,993.03	0.00
Town of Nichols	20,000.00	20,000.00	0.00
Berry	2,452.20	2,452.20	0.00
Hess	259,561.43	259,561.43	0.00
Land-Louns - Other	139,612.53	139,612.53	0.00
Total Land-Louns	430,619.19	430,619.19	0.00
Land 434	376,800.36	376,800.36	0.00
Railroad Improvements	1,979,330.50	1,979,330.50	0.00
Z Accumulated Depreciation	-1,279,269.24	-1,257,126.24	-22,143.00
Total Fixed Assets	2,190,083.02	2,212,226.02	-22,143.00
TOTAL ASSETS	7,799,736.20	8,347,009.90	-547,273.70
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
20000 - Accounts Payable	111.50	0.00	111.50
Total Accounts Payable	111.50	0.00	111.50
Other Current Liabilities			
PILOT Payments			
Owego Gardens II	47,430.00	46,500.00	930.00
V&S New York Galvanizing	20,061.29	0.00	20,061.29
Gateway Owego, LLC	2,000.00	1,900.00	100.00
Midwestern Pet Foods, Inc.	26,712.49	8,885.31	17,827.18
Crown Cork and Seal	0.00	300,000.00	-300,000.00
Nichols Cross Dock	82,529.78	70,134.79	12,394.99
Owego Gardens			
Sewer Subsidy	-16,625.00	0.00	-16,625.00
Owego Gardens - Other	16,675.00	24,488.00	-7,813.00
Total Owego Gardens	50.00	24,488.00	-24,438.00
Tioga Downs Racetrack	386,817.87	330,496.47	56,321.40
CNYOG	2,009,215.03	2,036,285.60	-27,070.57
Best Buy PP	0.00	184,690.13	-184,690.13
Total PILOT Payments	2,574,816.46	3,003,380.30	-428,563.84
Total Other Current Liabilities	2,574,816.46	3,003,380.30	-428,563.84
Total Current Liabilities	2,574,927.96	3,003,380.30	-428,452.34
Long Term Liabilities			
Tioga County COVID-19 ERLP	-111.50	24,413.43	-24,524.93
Loan Pay- IRP 4	181,558.10	191,977.33	-10,419.23
Loan Pay- IRP 3	149,722.87	160,457.30	-10,734.43
Loan Pay- IRP 2	78,342.87	89,784.03	-11,441.16
Loan Pay- IRP 1	30,507.49	38,382.80	-7,875.31
Total Long Term Liabilities	440,019.83	505,014.89	-64,995.06
Total Liabilities	3,014,947.79	3,508,395.19	-493,447.40
Equity			
Board Designated Funds	1,406,302.63	1,406,302.63	0.00
1110 - Retained Earnings	3,409,854.62	3,694,570.69	-284,716.07

9:16 AM

03/04/24

Accrual Basis

Tioga County Industrial Development Agency

Balance Sheet

As of February 29, 2024

	Feb 29, 24	Feb 28, 23	\$ Change
Net Income	-31,368.84	-262,258.61	230,889.77
Total Equity	4,784,788.41	4,838,614.71	-53,826.30
TOTAL LIABILITIES & EQUITY	7,799,736.20	8,347,009.90	-547,273.70

Tioga County Industrial Development Agency

03/04/24

Profit & Loss

Accrual Basis

January through February 2024

	Jan - Feb 24	Jan - Feb 23	\$ Change
Ordinary Income/Expense			
Income			
Loan Commitment Fee	400.00	0.00	400.00
Loan Interest Income			
COVID-19 C-7-A	0.00	37.25	-37.25
COVID-19 C-5-A	0.00	11.89	-11.89
COVID-19 C-1-A	0.00	21.91	-21.91
COVID-19 C-4-A	0.00	11.30	-11.30
RBEG 2019 -06	317.26	368.26	-51.00
IRP 4			
2019 - 06A	396.57	460.32	-63.75
2021-02-A	35.20	48.45	-13.25
2021-01-A	126.21	284.67	-158.46
2019-07-A	145.51	308.25	-162.74
2018-02-A	0.00	23.89	-23.89
2018-01-A	201.31	434.41	-233.10
2017-04-A	0.00	215.37	-215.37
2017-01-A	38.44	49.33	-10.89
Total IRP 4	943.24	1,824.69	-881.45
Total Loan Interest Income	1,260.50	2,275.30	-1,014.80
Loan Late Fee			
COVID-19 C-1-A	0.00	21.65	-21.65
Total Loan Late Fee	0.00	21.65	-21.65
Loan Administrative Fee			
IRP 4	174.99	0.00	174.99
Loan Administrative Fee - Other	0.00	453.26	-453.26
Total Loan Administrative Fee	174.99	453.26	-278.27
4110 · Grants			
Workforce Coordinator	13,167.14	0.00	13,167.14
DRI-HCR	225,719.14	0.00	225,719.14
Total 4110 · Grants	238,886.28	0.00	238,886.28
Interest Income-			
Interest Income - TSB COVID19	-1.97	0.36	-2.33
Community- Facade Improvement	2.07	3.73	-1.66
CCTC Loan Loss Reserve Account	1.10	1.99	-0.89
TSB- checking	189.53	150.96	38.57
TSB-general fund	3.29	4.17	-0.88
TSB- IRP 4	1.49	35.61	-34.12
TSB- RBEG	1.26	38.94	-37.68
Total Interest Income-	196.77	235.76	-38.99
Leases/Licenses	1,857.00	530.00	1,327.00
OHRy freight	6,142.48	5,836.08	306.40
Total OHRy	6,142.48	5,836.08	306.40
4170 · PILOT Program Fees	2,500.00	0.00	2,500.00
Total Income	251,418.02	9,352.05	242,065.97
Expense			
Grant Expense			
Richford Railroad	982.00	0.00	982.00
Raymond Hadley Water	1,896.00	250.00	1,646.00
DRI-HCR	225,719.14	0.00	225,719.14
Total Grant Expense	228,597.14	250.00	228,347.14

Tioga County Industrial Development Agency

03/04/24

Profit & Loss

Accrual Basis

January through February 2024

	Jan - Feb 24	Jan - Feb 23	\$ Change
Loan Admin Fee			
IRP 4	174.99	0.00	174.99
Total Loan Admin Fee	174.99	0.00	174.99
Property Maintenance	8.63	0.00	8.63
6120 · Bank Service Charges	0.00	71.80	-71.80
6160 · Dues and Subscriptions	950.00	970.00	-20.00
Employee benefit			
IRA Company Match	67.41	84.80	-17.39
Total Employee benefit	67.41	84.80	-17.39
6180 · Insurance			
Crime (Smith Brothers)	0.00	636.00	-636.00
WC (Utica)	-325.00	-327.00	2.00
6190 · Disability (First Rehab Life)	344.41	375.29	-30.88
Employee Health (SSA)	1,697.80	1,028.26	669.54
6185 · Property & Liability (Dryden)	12,758.14	12,458.71	299.43
Total 6180 · Insurance	14,475.35	14,171.26	304.09
6200 · Interest Expense			
6205 · Loan Int Exp Covid	0.00	435.24	-435.24
Total 6200 · Interest Expense	0.00	435.24	-435.24
6240 · Miscellaneous	0.00	1,000.00	-1,000.00
6550 · Office Supplies	0.00	549.90	-549.90
6560 · Payroll Expenses			
Payroll Expenses - HSA	450.00	300.00	150.00
6560 · Payroll Expenses - Other	8,398.82	8,911.17	-512.35
Total 6560 · Payroll Expenses	8,848.82	9,211.17	-362.35
6270 · Professional Fees			
BiziLife LLC	545.70	1,070.00	-524.30
Administrative Services			
Tinney	4,250.00	3,000.00	1,250.00
Total Administrative Services	4,250.00	3,000.00	1,250.00
6650 · Accounting			
Jan Nolis	705.00	565.00	140.00
6650 · Accounting - Other	9,250.00	0.00	9,250.00
Total 6650 · Accounting	9,955.00	565.00	9,390.00
6280 · Legal Fees	14,825.50	0.00	14,825.50
Total 6270 · Professional Fees	29,576.20	4,635.00	24,941.20
6670 · Program Expense			
Water Tower	-1,345.94	239,340.69	-240,686.63
Total 6670 · Program Expense	-1,345.94	239,340.69	-240,686.63
Property Taxes			
Berry Road (313)	51.25	0.00	51.25
Berry Road (312)	102.49	0.00	102.49
Stanton Hill 9.64A Town Lot	225.72	222.30	3.42
96 · Smith Creek Rd	27.90	27.48	0.42
540 · Stanton Hill	170.82	168.24	2.58
Spring St	0.27	0.28	-0.01
Berry Road (47)	143.95	141.77	2.18
Carmichael Road	7.90	7.78	0.12
Smith Creek Road	23.92	23.55	0.37

Tioga County Industrial Development Agency

Profit & Loss

January through February 2024

	Jan - Feb 24	Jan - Feb 23	\$ Change
Glenmary Drive	10.90	10.81	0.09
Metro Road	9.09	9.01	0.08
Total Property Taxes	774.21	611.22	162.99
6770 · Supplies	660.05	225.89	434.16
6350 · Travel & Ent			
6380 · Travel	0.00	53.69	-53.69
Total 6350 · Travel & Ent	0.00	53.69	-53.69
Total Expense	282,786.86	271,610.66	11,176.20
Net Ordinary Income	-31,368.84	-262,258.61	230,889.77
Net Income	-31,368.84	-262,258.61	230,889.77

Tioga County Industrial Development Agency Transaction Detail

February 2024

Type	Date	Num	Name	Memo	Amount
Restricted Cash Accounts					
USDA Funds					
TSB- IRP 2016 (Formerly IRP 4)					
Deposit	02/09/2024			Loan pmts	1,252.45
Deposit	02/16/2024			Loan pmt	286.18
Total TSB- IRP 2016 (Formerly IRP 4)					1,538.63
TSB- RBEG					
Deposit	02/09/2024			Loan pmt	809.96
Total TSB- RBEG					809.96
Total USDA Funds					2,348.59
Total Restricted Cash Accounts					2,348.59
Temporarily Restricted Cash Acc					
TSB-Owego Gardens					
Deposit	02/02/2024			Midwestern PILOT 2024 T&C	26,712.49
Deposit	02/09/2024			PILOT Gateway	2,000.00
Deposit	02/13/2024			PILOTS- Tioga Downs-CNYOG-OGII	2,443,462.90
Total TSB-Owego Gardens					2,472,175.39
Total Temporarily Restricted Cash Acc					2,472,175.39
Unrestricted Cash Accounts					
TSB- checking					
Check	02/01/2024	7215	LeeAnn Tinney	Feb 2024 Professional Services	-2,125.00
Deposit	02/02/2024			DRI-HCR Navo Properties LLC	42,850.08
Check	02/02/2024	7216	NAVO Properties LLC	DRI-HCR NAVO Properties LLC	-42,850.08
Deposit	02/09/2024			RJ Corman Dec 2023	6,142.48
Deposit	02/13/2024			Leases- STN-Verizon-N.Emmick	1,327.00
Check	02/14/2024	7217	GVCC	2024 Membership Dues Greater Valley Chamber of Commerce	-100.00
Check	02/14/2024	7218	Christine E Curtis	Pay Period: 1/28/2024-2/10/2024	-1,765.41
Check	02/14/2024	7219	Dryden Mutual Insurance Company	Special Multi-Peril Policy SMP00013250-07 Term: 2/21/24-2/21/25	-12,758.14
Check	02/14/2024	7220	Christine Curtis	Rfnd nails for no trespassing posting	-8.63
Check	02/14/2024	7221	NYS Environmental Conservation	Customer# 158999 Invoice/Transaction#9990000625015	-110.00
Check	02/14/2024	7223	Thomas, Collison & Meagher	Sep 2023	-2,600.50
Check	02/22/2024	7224	Excellus Health Plan	Mar 2024 Inv#38160189	-611.20
Check	02/22/2024	7225	Insero&Co	Inv144031; 2023 YE Audit	-9,250.00
Check	02/22/2024	7226	Christine Curtis	Feb HSA	-150.00
Total TSB- checking					-22,009.40
Total Unrestricted Cash Accounts					-22,009.40
TOTAL					2,452,514.58

ACCOUNTS RECEIVABLE - OUTSTANDING ITEMS

\$ 84,000.00	Crown Cork & Seal	Agency fee - annual installments of \$42,000 (2 remaining)
\$ 453.05	NYS DOT	Waverly Trade Center's final pass-thru grant disbursement
\$ 84,453.05	Total	

3/4/2024



APPROXIMATE WETLANDS AREA

OWEGO GARDENS ASSOCIATES PROPERTY

IDA PROPERTY

GAS EASEMENT

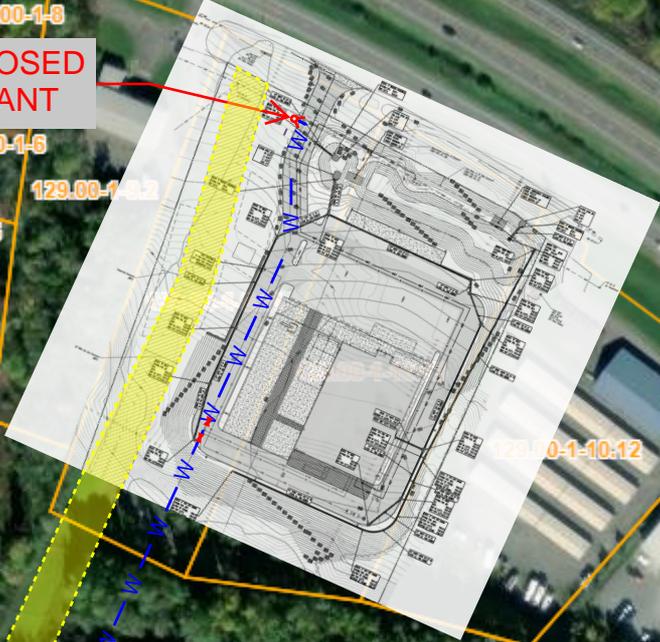
GAS EASEMENT CROSSING

PROPOSED HYDRANT

POTENTIAL WETLANDS AREA

PROPOSED APPROX. 2,800 LF 8" DIP WATER MAIN

PROPOSED VALVE (TYP.)



Tioga County Industrial Development Agency

Insero & Co. CPAs, LLP
20 Thornwood Drive, Suite 200
Ithaca, New York 14850

This representation letter is provided in connection with your audit of the financial statements of Tioga County Industrial Development Agency (the Agency), a component unit of the County of Tioga, New York, which comprise the respective financial position of the Agency as of December 31, 2023, and the respective changes in financial position and cash flows for the year then ended, and the related notes to the financial statements, for the purpose of expressing opinions as to whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

Certain representations in this letter are described as being limited to matters that are material. Items are considered material, regardless of size, if they involve an omission or misstatement of accounting information that, in light of surrounding circumstances, makes it probable that the judgment of a reasonable person relying on the information would be changed or influenced by the omission or misstatement. An omission or misstatement that is monetarily small in amount could be considered material as a result of qualitative factors.

We confirm, to the best of our knowledge and belief, as of _____, the following representations made to you during your audit.

Financial Statements

1. We have fulfilled our responsibilities, as set out in the terms of the audit engagement letter dated December 4, 2023, including our responsibility for the preparation and fair presentation of the financial statements in accordance with U.S. GAAP and for preparation of the supplementary information in accordance with the applicable criteria.
2. The financial statements referred to above are fairly presented in conformity with U.S. GAAP and include all properly classified funds and other financial information of the primary government and all component units required by U.S. GAAP to be included in the financial reporting entity.
3. We acknowledge our responsibility 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.
4. We acknowledge our responsibility for the design, implementation, and maintenance of internal control to prevent and detect fraud.
5. Significant assumptions we used in making accounting estimates, including those measured at fair value, are reasonable.

6. Related party relationships and transactions, including revenues, expenditures/expenses, loans, transfers, leasing arrangements, and guarantees, and amounts receivable from or payable to related parties have been appropriately accounted for and disclosed in accordance with U.S. GAAP.
7. Adjustments or disclosures have been made for all events, including instances of noncompliance, subsequent to the date of the financial statements that would require adjustment to or disclosure in the financial statements.
8. We are not aware of any known actual or possible litigation, claims, and assessments whose effects should be considered when preparing the financial statements.
9. Guarantees, whether written or oral, under which the Agency is contingently liable, if any, have been properly recorded or disclosed.
10. In the event we are obtaining an unsecured electronic copy of the auditors' report and financial statements, we agree that the auditors' report and financial statements will not be modified in any manner.

Information Provided

11. We have provided you with:
 - a. Access to all information, of which we are aware, that is relevant to the preparation and fair presentation of the financial statements, such as records, documentation, and other matters and all audit or relevant monitoring reports, if any, received from funding sources.
 - b. Additional information that you have requested from us for the purpose of the audit.
 - c. Unrestricted access to persons within the Agency from whom you determined it necessary to obtain audit evidence.
 - d. Minutes of the meetings of the Board of Directors or summaries of actions of recent meetings for which minutes have not yet been prepared.
12. All material transactions have been recorded in the accounting records and are reflected in the financial statements.
13. We have disclosed to you the results of our assessment of the risk that the financial statements may be materially misstated as a result of fraud.

14. We have no knowledge of any fraud or suspected fraud that affects the Agency and involves:
 - a. Management;
 - b. Employees who have significant roles in internal control; or
 - c. Others where the fraud could have a material effect on the financial statements.
15. We have no knowledge of any allegations of fraud or suspected fraud affecting the Agency's financial statements communicated by employees, former employees, regulators, or others.
16. We have identified to you, whether in process or completed, all audits, examinations, attestation engagements, and other studies performed for the Agency, whose effects should be considered when preparing the financial statements.
17. We have no knowledge of instances of noncompliance or suspected noncompliance with provisions of laws, regulations, contracts, or grant agreements, or abuse, whose effects should be considered when preparing financial statements.
18. We are not aware of any pending or threatening litigation, claims, or assessments or unsettled claims or assessments that that are required to be accrued or disclosed in the financial statements, and we have not consulted a lawyer concerning litigation, claims, or assessments.
19. We have disclosed to you the identity of the Agency's related parties and all the related party relationships and transactions, of which we are aware, including any side agreements.

Government - Specific

20. There have been no communications from regulatory agencies concerning noncompliance with, or deficiencies in, financial reporting practices.
21. We have identified to you any previous audits, attestation engagements, and other studies related to the audit objectives and whether related recommendations have been implemented.
22. The Agency has no plans or intentions that may materially affect the carrying value or classification of assets, liabilities, or net position.
23. We are responsible for compliance with the laws, regulations, and provisions of contracts and grant agreements applicable to us, including tax or debt limits and debt contracts, and legal and contractual provisions for reporting specific activities in separate funds.
24. We have identified and disclosed to you all instances that have occurred or are likely to have occurred, of fraud and noncompliance with provisions of laws and regulations that we believe have a material effect on the financial statements or other financial data significant to the audit objectives, and any other instances that warrant the attention of those charged with governance.

25. We have identified and disclosed to you all instances, which have occurred or are likely to have occurred, of noncompliance with provisions of contracts and grant agreements that we believe have a material effect on the determination of financial statement amounts or other financial data significant to the audit objectives.
26. We have identified and disclosed to you all instances that have occurred or are likely to have occurred, of abuse that could be quantitatively or qualitatively material to the financial statements or other financial data significant to the audit objectives.
27. There are no violations or possible violations of budget ordinances, laws, and regulations (including those pertaining to adopting, approving, and amending budgets), provisions of contracts and grant agreements, tax or debt limits, and any related debt covenants whose effects should be considered for disclosure in the financial statements, or as a basis for recording a loss contingency, or for reporting on noncompliance.
28. As part of your audit, you assisted with preparation of the financial statements and related notes. We acknowledge our responsibility as it relates to those nonaudit services, including that we assume all management responsibilities; oversee the services by designating an individual, preferably within senior management, who possesses suitable skill, knowledge, or experience; evaluate the adequacy and results of the services performed; and accept responsibility for the results of the services. We have reviewed, approved, and accepted responsibility for those financial statements and related notes.
29. The Agency has satisfactory title to all owned assets, and there are no liens or encumbrances on such assets nor has any asset been pledged as collateral.
30. The Agency has complied with all aspects of contractual agreements that would have a material effect on the financial statements in the event of noncompliance.
31. The financial statements include all component units as well as joint ventures with an equity interest, and properly disclose all other joint ventures and other related organizations.
32. The financial statements properly classify all funds and activities, in accordance with Governmental Accounting Standards Board (GASB) Statement No. 34, as amended, and GASB Statement No. 84.
33. Components of net position (net investment in capital assets, restricted, and unrestricted) are properly classified and, if applicable, approved.
34. Investments, derivative instruments, and land and other real estate held by endowments are properly valued.
35. Provisions for uncollectible receivables have been properly identified and recorded.

36. Expenses have been appropriately classified in or allocated to functions and programs in the Statement of Revenues, Expenses, and Changes in Net Position, and allocations have been made on a reasonable basis.
37. Revenues are appropriately classified in the Statement of Revenues, Expenses, and Changes in Net Position within program revenues, general revenues, contributions to term or permanent endowments, or contributions to permanent fund principal.
38. Deposits and investment securities and derivative instruments are properly classified as to risk and are properly disclosed.
39. Capital assets, including infrastructure and intangible assets, are properly capitalized, reported, and, if applicable, depreciated or amortized.
40. We have appropriately disclosed the Agency's policy regarding whether to first apply restricted or unrestricted resources when an expense is incurred for purposes for which both restricted and unrestricted net position is available and have determined that net position is properly recognized under the policy.
41. We acknowledge our responsibility for the required supplementary information (RSI). The RSI is measured and presented within prescribed guidelines and the methods of measurement and presentation have not changed from those used in the prior period. We have disclosed to you any significant assumptions and interpretations underlying the measurement and presentation of the RSI.
42. With respect to the Schedule of Projects and the Schedule of Loans Receivable (supplementary information):

We acknowledge our responsibility for presenting the supplementary information in accordance with U.S. GAAP, and we believe the supplementary information, including its form and content, is fairly presented in accordance with U.S. GAAP. The methods of measurement and presentation of the supplementary information have not changed from those used in the prior period, and we have disclosed to you any significant assumptions or interpretations underlying the measurement and presentation of the supplementary information.

Signature: _____

Title: _____

MANAGEMENT COMMENT LETTER

To the Board of Directors of
Tioga County Industrial Development Agency
Owego, New York

In planning and performing our audit of the financial statements of the Tioga County Industrial Development Agency (the Agency), a component unit of the County of Tioga, New York, as of and for the year ended December 31, 2023, in accordance with auditing standards generally accepted in the United States of America, we considered the Agency's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Agency's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Agency's financial statements will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses. 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.

We would like to thank you and your staff for the cooperation and support given to us during the process of the audit. We appreciate the opportunity to be of service to you and look forward to our continued involvement.

Tioga County Industrial Development Agency

[Date] , 2024

Page 2

This communication is intended solely for the information and use of management, the Board of Directors, and others within the Tioga County Industrial Development Agency and is not intended to be, and should not be, used by anyone other than these specified parties.

Respectfully submitted,

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York

[Date] , 2024

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS

REPORT ON §2925(3)(f) OF THE NEW YORK STATE PUBLIC AUTHORITIES LAW

To the Board of Directors
Tioga County Industrial Development Agency
Owego, 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 Tioga County Industrial Development Agency (the Agency), a discretely presented component unit of the County of Tioga, New York, as of and for the year ended December 31, 2023, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements, and have issued our report thereon dated [Date] , 2024.

In connection with our audit, nothing came to our attention that caused us to believe that the Agency failed to comply with the Agency's Investment Guidelines, the New York State (NYS) Comptroller's Investment Guidelines and §2925(3)(f) of the NYS Public Authorities Law (collectively, the Investment Guidelines), which is the responsibility of the Agency's management, insofar as they relate to the financial accounting knowledge of noncompliance with such Investment Guidelines. However, our audit was not directed primarily towards obtaining knowledge of noncompliance with such Investment Guidelines. Accordingly, had we performed additional procedures, other matters may have come to our attention regarding the Agency's noncompliance with the Investment Guidelines.

This report is intended solely for the information and use of management, the Board of Directors, and the Office of the State Comptroller of the State of New York. It is not intended to be, and should not be, used by anyone other than these parties.

Respectfully submitted,

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York
[Date] , 2024

**COMMUNICATION WITH THOSE CHARGED WITH GOVERNANCE
AT THE CONCLUSION OF THE AUDIT**

To the Board of Directors
Tioga County Industrial Development Agency
Owego, New York

We have audited the financial statements of the Tioga County Industrial Development Agency (the Agency), a component unit of the County of Tioga, New York, for the year ended December 31, 2023. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards and *Government Auditing Standards*, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated December 4, 2023. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Matters

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Agency are described in Note 1 to the financial statements. During the year ended December 31, 2023, the Agency adopted Government Accounting Standards Board (GASB) Statement No. 96, "Subscription-Based Information Technology Arrangements." Other than the adoption of GASB Statement No. 96, no new accounting policies were adopted, and the application of existing policies was not changed during 2023. We noted no transactions entered into by the Agency during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. No significant sensitive estimates affecting the financial statements were noted.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The most sensitive disclosures affecting the financial statements were those related to loans receivable, capital assets, and loans payable. The disclosures of loans receivable, capital assets, and loans payable are detailed in Note 4, 5, and 7, respectively, to the financial statements.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. There were no misstatements detected as a result of audit procedures.

Disagreements With Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated [Date] , 2023.

Management Consultations With Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Agency's financial statements or a determination of the type of auditors' opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Agency's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Other Matters

We applied certain limited procedures to the Management's Discussion and Analysis, which is required supplementary information (RSI) that supplements the basic financial statements. Our procedures consisted of inquiries of management regarding 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 did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

We were engaged to report on the Schedule of Projects and the Schedule of Loans Receivable, which accompany the financial statements but are not RSI. With respect to this supplementary information, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with accounting principles generally accepted in the United States of America, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

Restriction on Use

This information is intended solely for the use of the Board of Directors and management of Tioga County Industrial Development Agency and is not intended to be, and should not be, used by anyone other than these specified parties.

Respectfully submitted,

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York
[Date] , 2024

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS

**TIOGA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY**

Owego, New York

FINANCIAL REPORT

**For the Years Ended
December 31, 2023 and 2022**

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

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NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Tioga County Industrial Development Agency
Owego, New York

Report on the Audit of Financial Statements

Opinion

We have audited the accompanying financial statements of the Tioga County Industrial Development Agency (the Agency), a component unit of the County of Tioga, New York, as of and for the years ended December 31, 2023 and 2022, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the Agency, as of December 31, 2023 and 2022, and the respective changes in financial position, and, where applicable, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Agency 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 opinion.

Management's Responsibility 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; 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Agency'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' Responsibility 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 GAAS 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 GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Agency'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 and Analysis 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, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, 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 the Agency's basic financial statements. The Schedule of Projects and the Schedule of Loans Receivable are presented for the purpose of additional analysis and are not a required part of the basic financial statements. 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 other additional procedures in accordance with GAAS. In our opinion, the Schedule of Projects and the Schedule of Loans Receivable are 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 [Date], 2024, on our consideration of the Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.

Respectfully submitted,

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York
[Date], 2024

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2023

The Tioga County Industrial Development Agency (the Agency), a component unit of Tioga County, New York, was created to encourage economic growth in Tioga County.

Mission: The Tioga County Industrial Development Agency was created to promote, develop, encourage, and assist in acquiring, construction, maintaining, equipping, and furnishing certain types of projects and facilities, to advance the job opportunities, health, general prosperity, economic welfare, and recreation opportunities of the citizens of Tioga County.

The following Management's Discussion and Analysis (MD&A) provides a comprehensive overview of the Agency's financial position as of December 31, 2023 and 2022 and the result of its operations for the years then ended. Management has prepared the financial statements and related footnote disclosures along with this MD&A. The MD&A should be read in conjunction with the audited financial statements and related footnotes of the Agency, which directly follow the MD&A.

OVERVIEW OF THE BASIC FINANCIAL STATEMENTS

The financial statements of the Tioga County Industrial Development Agency have been prepared in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) as prescribed by the Governmental Accounting Standards Board (GASB).

The basic financial statements consist of a Statement of Net Position; a Statement of Revenues, Expenses, and Changes in Net Position; a Statement of Cash Flows; and accompanying notes. These statements provide information on the financial position of the Agency and the financial activity and results of its operations during the year. A description of the Agency's financial statements follows.

- The Statement of Net Position presents information on all of the Agency's assets and liabilities, with the difference between the two reported as net position. Over time, increases or decreases in net position may serve as a useful indicator as to whether the financial position of the Agency is improving or deteriorating.

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2023

- The Statement of Revenues, Expenses, and Changes in Net Position presents information showing the change in the Agency's net position during the most recent fiscal year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of cash flows. Thus, revenues and expenses reported in this statement include all items that will result in cash received or disbursed in future fiscal periods.
- The Statement of Cash Flows provides information on the major sources and uses of cash during the year. The cash flow statement portrays net cash provided or used from operating, non-capital financing, capital financing, and investing activities.

FINANCIAL ANALYSIS OF THE AGENCY AS A WHOLE

Our analysis below focuses on the net position (*Figure 1*) and changes in net position (*Figure 2*) of the Agency's activities.

Figure 1

Condensed Statement of Net Position	2023	2022	2021	Total Change 2023-2022
<i>Current Assets:</i>				
<i>Cash and Cash Equivalents</i>	\$ 1,316,997	\$ 1,080,661	\$ 2,118,836	\$ 236,336
<i>Investments</i>	1,192,688	1,179,584	1,173,731	13,104
<i>Accounts Receivable</i>	84,453	746,453	788,453	(662,000)
<i>Revolving Loans Receivable, Current, Net</i>	25,244	45,359	77,367	(20,115)
Total Current Assets	2,619,382	3,052,057	4,158,387	(432,675)
<i>Non-Current Assets:</i>				
<i>Capital Assets, Net</i>	2,190,083	2,212,226	2,232,349	(22,143)
<i>Revolving Loans Receivable, Non-Current</i>	446,873	352,118	436,463	94,755
Total Assets	5,256,338	5,616,401	6,827,199	(360,063)
<i>Current Liabilities:</i>				
<i>Accounts Payable and Accrued Liabilities</i>	50	50	50	-
<i>Due to County</i>	-	34,877	363,457	(34,877)
<i>Loans Payable, Current</i>	40,875	40,469	40,069	406
Total Current Liabilities	40,925	75,396	403,576	(34,471)
<i>Noncurrent Liabilities:</i>				
<i>Loans Payable, Non-Current</i>	399,257	440,132	480,601	(40,875)
Total Liabilities	440,182	515,528	884,177	(75,346)
<i>Net Position:</i>				
<i>Net Investment in Capital Assets</i>	2,190,083	2,212,226	2,232,349	(22,143)
<i>Restricted</i>	445,828	583,279	826,956	(137,451)
<i>Unrestricted</i>	2,180,245	2,305,368	2,883,717	(125,123)
Total Net Position	\$ 4,816,156	\$ 5,100,873	\$ 5,943,022	\$ (284,717)

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2023

Comparison of 2023 to 2022

The increase in cash relates to payments received during the year. The decrease in accounts receivable was due to the two large payments received related to moneys anticipated for the Water Tower Project.

The decrease in restricted net position is a result of the decrease in restricted cash due to PILOT payments being made timelier.

The net effect was a decrease in total net position of \$284,717.

Comparison of 2022 to 2021

The decrease in cash relates to payments made to Tioga County during the year. The decrease in loans receivable was due to the repayment of loans receivable.

The decrease in Due to County is due to the payments being received and paid back to the County for the Emergency Relief Loan Program Fund.

The decrease in restricted net position is a result of the decrease in restricted cash due to PILOT payments being made timelier.

The net effect was a decrease in total net position of \$842,149.

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2023

Our analysis in *Figure 2* considers the operations of the Agency's activities.

Figure 2

<i>Changes in Net Position</i>	<i>2023</i>	<i>2022</i>	<i>2021</i>	<i>Total Change 2023-2022</i>
<i>Operating Revenues:</i>				
<i>Charges for Services</i>	\$ 132,183	\$ 99,266	\$ 203,012	\$ 32,917
<i>Grant Income</i>	526,410	699,113	993,145	(172,703)
<i>Loan Interest Earned</i>	15,876	15,129	18,157	747
<i>Non-Operating Revenues</i>	12,800	3,645	11,232	9,155
<i>Total Revenues</i>	687,269	817,153	1,225,546	(129,884)
<i>Operating Expenses:</i>				
<i>Contractual Expenses</i>	881,456	1,573,820	1,273,481	(692,364)
<i>Loan Program Expenses</i>	364	595	223	(231)
<i>Depreciation</i>	22,143	20,123	20,656	2,020
<i>Loss (Gain) on Sale of Assets</i>	-	-	58,454	-
<i>Interest Expense</i>	5,729	5,920	7,224	(191)
<i>Personnel Services</i>	62,294	58,844	53,359	3,450
<i>Total Expenses</i>	971,986	1,659,302	1,413,397	(687,316)
<i>Change in Net Position</i>	\$ (284,717)	\$ (842,149)	\$ (187,851)	\$ 557,432

Comparison of 2023 to 2022

Total revenues of the Agency decreased \$129,884. The decrease in revenue is primarily due to the COVID-19 grant revenue that was recognized in 2022 and not recurring.

Total expenses of the Agency decreased \$687,316. The decrease in expenses is mainly a result of the decrease in Contractual Expenses.

Comparison of 2022 to 2021

Total revenues of the Agency decreased \$408,393. The decrease in revenue is primarily due to the Water Tower Project revenue that was recognized in 2021 and not recurring.

Total expenses of the Agency increased \$245,905. The increase in expenses is mainly a result of the Contractual Expenses.

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2023

CAPITAL ASSETS AND DEBT ADMINISTRATION

Capital Assets

During 2023, the Capital Assets net balance was \$2,190,083. This amount represents a net decrease (including additions, deletions, and depreciation) of \$22,143 compared to last year, due to accumulated depreciation.

During 2022, the Capital Assets net balance was \$2,212,226. This amount represents a net decrease (including additions, deletions, and depreciation) of \$20,123 compared to last year, due to accumulated depreciation.

Figure 3

<i>Changes in Capital Assets</i>	<i>2023</i>	<i>2022</i>	<i>2021</i>	<i>Total Change</i>
<i>Land - 434</i>	\$ 376,800	\$ 376,800	\$ 376,800	\$ -
<i>Land - General</i>	1,110,769	1,110,769	1,110,769	-
<i>Land - Archaeological Studies</i>	2,452	2,452	2,452	-
<i>Railroad Improvements</i>	1,979,331	1,979,331	1,979,331	-
<i>Equipment</i>	-	-	-	-
<i>Accumulated Depreciation</i>	(1,279,269)	(1,257,126)	(1,237,003)	(22,143)
<i>Totals</i>	\$ 2,190,083	\$ 2,212,226	\$ 2,232,349	\$ (22,143)

Debt Administration

Debt, both short and long-term, considered a liability, decreased by \$40,469 in 2023, as shown in *Figure 4*. This decrease resulted from annual principal payments made during the year based on amortization schedules. Debt decreased by \$40,069 in 2022, due to principal payments made.

Figure 4

<i>Changes in Debt</i>	<i>2023</i>	<i>2022</i>	<i>2021</i>	<i>Total Change</i>
<i>Loans Payable</i>	\$ 440,132	\$ 480,601	\$ 520,670	\$ (40,469)
<i>Totals</i>	\$ 440,132	\$ 480,601	\$ 520,670	\$ (40,469)

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2023

FACTORS BEARING ON THE AGENCY'S FUTURE

The Agency will continue to increase job opportunities and improve the quality of life in our community. The Agency will continue ongoing administration of PILOT Agreements and Loan Programs. The Agency will continue to develop shovel-ready sites and attract new businesses. The Agency will continue compliance with all provisions of the Public Authority Accountability Act by diligent oversight of operations. The Agency will continue partnership with Tioga County's Economic Development & Planning Department and Local Development Corporation for collaboration and success.

CONTACTING THE AGENCY'S FINANCIAL MANAGEMENT

This financial report is designed to provide the Agency's clients, investors, and creditors with a general overview of the Agency's finances and demonstrate the Agency's accountability for the money it receives. If you have questions about this report or need additional financial information, contact the Tioga County Industrial Development Agency, 56 Main Street #109, Owego, New York 13827.

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

STATEMENTS OF NET POSITION DECEMBER 31,

	2023	2022
ASSETS		
Current Assets		
Cash and Cash Equivalents	\$ 871,169	\$ 497,382
Restricted Cash and Cash Equivalents	445,828	583,279
Investments	1,192,688	1,179,584
Accounts Receivable	84,453	746,453
Revolving Loans Receivable, Current Portion, Net	25,244	45,359
Total Current Assets	2,619,382	3,052,057
Noncurrent Assets		
Land and Non-Depreciable Capital Assets	1,490,021	1,490,021
Depreciable Capital Assets, Net	700,062	722,205
Revolving Loans Receivable, Net of Current Portion	446,873	352,118
Total Noncurrent Assets	2,636,956	2,564,344
Total Assets	5,256,338	5,616,401
LIABILITIES		
Current Liabilities		
Accounts Payable and Accrued Liabilities	50	50
Due to County	-	34,877
Loans Payable, Current Portion	40,875	40,469
Total Current Liabilities	40,925	75,396
Non-Current Liabilities		
Loans Payable, Noncurrent Portion	399,257	440,132
Total Liabilities	440,182	515,528
NET POSITION		
Net Investment in Capital Assets	2,190,083	2,212,226
Restricted	445,828	583,279
Unrestricted	2,180,245	2,305,368
Total Net Position	\$ 4,816,156	\$ 5,100,873

See Notes to Financial Statements

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION FOR THE YEARS ENDED DECEMBER 31,

	2023	2022
Operating Revenues		
Charges for Services	\$ 132,183	\$ 99,266
Grant Income	526,410	699,113
Loan Interest Earned	15,876	15,129
Total Operating Revenues	674,469	813,508
Operating Expenses		
Contractual Expenses	881,456	1,573,820
Loan Program Expenses	364	595
Depreciation	22,143	20,123
Interest Expense	5,729	5,920
Personnel Services	62,294	58,844
Total Operating Expenses	971,986	1,659,302
Operating Gain (Loss)	(297,517)	(845,794)
Non-Operating Revenues (Expenses)		
Investment Interest	12,800	3,645
Total Non-Operating Revenues (Expenses)	12,800	3,645
Change in Net Position	(284,717)	(842,149)
Net Position, January 1,	5,100,873	5,943,022
Net Position, December 31,	\$ 4,816,156	\$ 5,100,873

See Notes to Financial Statements

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31,

	2023	2022
Cash Flows From Operating Activities		
Cash Received From Providing Services	\$ 1,336,469	\$ 855,508
Cash Payments - Operating Expenses	(949,843)	(1,639,179)
Cash Payments to Tioga County	(34,877)	(328,580)
Cash Advances to Loan Program Recipients	(162,500)	-
Cash Received from Loan Program Repayments	87,860	116,353
Net Cash Provided (Used) by Operating Activities	277,109	(995,898)
Net Cash From Capital and Related Financing Activities		
Repayments of Loans Payable	(40,469)	(40,069)
Net Cash Provided (Used) by Capital and Related Financing Activities	(40,469)	(40,069)
Cash Flows From Investing Activities		
Investment in Certificates of Deposit	(13,104)	(5,853)
Interest Received	12,800	3,645
Net Cash Provided (Used) by Investing Activities	(304)	(2,208)
Net Change in Cash and Cash Equivalents	236,336	(1,038,175)
Cash and Cash Equivalents, January 1,	1,080,661	2,118,836
Cash and Cash Equivalents, December 31,	\$ 1,316,997	\$ 1,080,661
Operating Loss	\$ (297,517)	\$ (845,794)
Adjustments to Reconcile Net Operating Loss to Net Cash Provided (Used) by in Operating Activities:		
Depreciation Expense	22,143	20,123
Changes in Assets and Liabilities:		
Accounts Receivable	662,000	42,000
Loans Receivable	(74,640)	116,353
Due to County	(34,877)	(328,580)
Net Cash Provided (Used) by Operating Activities	\$ 277,109	\$ (995,898)

See Notes to Financial Statements

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

***Note 1* Summary of Significant Accounting Policies**

The financial statements of Tioga County Industrial Development Agency (the Agency) have been prepared in conformity with generally accepted accounting principles (U.S. GAAP). The Governmental Accounting Standards Board (GASB) is the accepted standard setting body for establishing U.S GAAP for state and local governments through its pronouncements (Statements and Interpretations). The more significant of the Agency's accounting policies are described below.

Financial Reporting Entity

The Agency was created in 1971 by the New York State Legislature under the mandate of Article 18-A, "New York State Industrial Development Agency Act" of New York State municipal law for the purpose of advancing job opportunities, health, general prosperity, and economic welfare of the people of Tioga County. The Agency also works to improve current recreation opportunities, posterity, and standard of living. The Agency is exempt from federal, state, and local income taxes. Although established by the Tioga County Board of Representatives, the Agency is a separate entity and operates independently of the County. The Agency is considered a component unit of Tioga County.

The financial reporting entity consists of (a) the primary government which is the Tioga County Industrial Development Agency, (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 government are such that exclusion would cause the reporting entity's financial statements to be misleading or incomplete as set forth in GASB Statement No. 14, "The Financial Reporting Entity," as amended by GASB Statement No. 85, "Omnibus 2017."

The decision to include a potential component unit in the Agency's reporting entity is based on several criteria set forth in GASB Statement No. 14, "The Financial Reporting Entity," as amended.

Basis of Accounting

The accounts of the Agency are maintained on the accrual basis of accounting. Under the accrual basis of accounting, revenues are recorded when earned. Expenses are recorded when the liability is incurred.

Cash and Cash Equivalents

The Agency considers all highly liquid investments having an original maturity of three months or less to be cash equivalents.

Investments

Investments consist of Certificates of Deposit and are stated at fair value, which approximate cost.

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

***Note 1* Summary of Significant Accounting Policies - Continued**

Loans Receivable

The Agency commenced administering a loan program effective January 1, 2010. The program has revolving loan funds, which were created to provide low interest loans to start-up and expanding businesses in Tioga County. The loans must involve direct job retention or creation, which will strengthen the economic base of Tioga County. In 2011, after a disastrous flood, the Agency also provided short-term interest free loans for businesses sustaining significant damage as a result of the flood. During 2013, the Agency commenced administering a commercial façade loan program. During 2020, the Agency commenced administering an Emergency Relief Loan Program.

The Agency administers the operation of the revolving loan program on behalf of the County of Tioga Local Development Corporation for the Commercial Façade Loan Program (CFLP), the United States Department of Agriculture (USDA) for the Intermediary Relending Program (IRP), and the Rural Business Development Grants (RBEG).

Allowance for Uncollectible Loans

The Agency follows the policy of evaluating its loans receivable to adequately reserve for anticipated losses. Although management believes all the loans receivable are collectible, an allowance account of \$35,000 has been established for each of the years ended December 31, 2023 and 2022.

Capital Assets

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

Equity Classifications - Statement of Net Position

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

Fee Income, Grant, and Contract Support

The Agency charges a service fee for each project, the proceeds of which are intended to offset Agency expenses and fund continuing operations.

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

***Note 1* Summary of Significant Accounting Policies - Continued**

Non-Operating Revenues

Non-operating activities include gains or losses on disposal of capital assets and investment income.

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 to disclose 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 those estimates.

New Accounting Standards

The Agency adopted and implemented the following current Statement of the Governmental Accounting Standards Board (GASB) effective for the year ended December 31, 2023:

- GASB Statement No. 96, "Subscription-Based Information Technology Arrangements."

There was no material effect.

Future Changes in Accounting Standards

- GASB has issued Statement No. 101, "Compensated Absences," effective for the year ending December 31, 2024

***Note 2* Deposits and Investments**

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

Collateral is required for demand deposits and certificates of deposit at 105% of all deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations of the United States and its agencies and obligations of New York State and its municipalities and school districts.

Total bank balances of the Agency (including certificates of deposit) of \$2,526,457 and \$2,299,637 at December 31, 2023 and 2022 were covered by FDIC insurance up to \$250,000. As of December 31, 2023 and 2022, all deposits with financial institutions were either insured or collateralized with securities held by the pledging financial institution in the Agency's name.

Restricted cash includes grant and loan proceeds, and PILOT payments to be distributed.

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

Note 3 Investments

The Agency categorizes its fair value measurements within the fair value hierarchy established by U.S. GAAP. The hierarchy is based on the valuation of inputs used to measure the fair value of the asset. Level 1 inputs are quoted prices in active markets for identical assets; Level 2 inputs are significant other observable inputs; Level 3 inputs are significant unobservable inputs.

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Agency has the ability to access.

Level 2 Inputs to the valuation methodology include:

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

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

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

The Agency categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The Agency had the following investments stated at fair value at December 31, 2023:

Type of Investment	Cost	Carrying Amount Fair Value	Level
Certificate of Deposit	\$ 555,597	\$ 555,597	(2)
Certificate of Deposit	327,220	327,220	(2)
Certificate of Deposit	309,871	309,871	(2)

The Agency had the following investments stated at fair value at December 31, 2022:

Type of Investment	Cost	Carrying Amount Fair Value	Level
Certificate of Deposit	\$ 553,069	\$ 553,069	(2)
Certificate of Deposit	325,352	325,352	(2)
Certificate of Deposit	301,163	301,163	(2)

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

Note 3 Investments - Continued

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

The Agency does not typically purchase investments for a duration long enough to cause it to believe that it is exposed to any material interest rate risk.

Note 4 Loans Receivable

Loans receivable, net of allowance, is summarized as follows:

	<u>Balance December 31, 2022</u>	<u>Loan Advances</u>	<u>Principal Repayments</u>	<u>Balance December 31, 2023</u>	<u>Amounts Due Within One Year</u>
CFLP Revolving Loans	\$ 19,529	\$ -	\$ (15,154)	\$ 4,375	\$ 4,375
IRP Revolving Loans	332,872	62,500	(37,987)	357,385	40,007
RBEG Revolving Loans	55,551	100,000	(10,194)	145,357	15,862
COVID-19 ERLP Loans	24,525	-	(24,525)	-	-
Total Loans Receivable	432,477	162,500	(87,860)	507,117	60,244
Allowance for Doubtful Loans	(35,000)	-	-	(35,000)	(35,000)
Total Loans Receivable, Net	\$ 397,477	\$ 162,500	\$ (87,860)	\$ 472,117	\$ 25,244

	<u>Balance December 31, 2021</u>	<u>Loan Advances</u>	<u>Principal Repayments</u>	<u>Balance December 31, 2022</u>	<u>Amounts Due Within One Year</u>
CFLP Revolving Loans	\$ 52,550	\$ -	\$ (33,021)	\$ 19,529	\$ 15,154
IRP Revolving Loans	378,198	-	(45,326)	332,872	35,641
RBEG Revolving Loans	62,887	-	(7,336)	55,551	7,636
COVID-19 ERLP Loans	55,195	-	(30,670)	24,525	21,928
Total Loans Receivable	548,830	-	(116,353)	432,477	80,359
Allowance for Doubtful Loans	(35,000)	-	-	(35,000)	(35,000)
Total Loans Receivable, Net	\$ 513,830	\$ -	\$ (116,353)	\$ 397,477	\$ 45,359

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

Note 4 Loans Receivable - Continued

The following is a schedule of future principal payments to be received.

2024	\$	60,244
2025		58,081
2026		58,954
2027		57,235
2028		58,749
2029-2033		184,046
2024-2038		17,554
2039-2040		12,255
		<hr/>
Total	\$	<u>507,118</u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

Note 5 Capital Assets

At December 31, 2023 and 2022, the Agency's capital assets consisted of the following:

	<u>Balance</u> <u>December 31, 2022</u>	<u>Additions</u>	<u>Disposals</u>	<u>Balance</u> <u>December 31, 2023</u>
Non-Depreciable Capital Assets				
Land - General	\$ 1,110,769	\$ -	\$ -	\$ 1,110,769
Land - 434	376,800	-	-	376,800
Land - Archaeological Studies	2,452	-	-	2,452
Total Non-Depreciable Capital Assets	<u>1,490,021</u>	<u>-</u>	<u>-</u>	<u>1,490,021</u>
Depreciable Capital Assets				
Railroad Tracking and Facilities	<u>1,979,331</u>	<u>-</u>	<u>-</u>	<u>1,979,331</u>
Total Historical Cost	<u>3,469,352</u>	<u>-</u>	<u>-</u>	<u>3,469,352</u>
(Less): Accumulated Depreciation				
Railroad Tracking and Facilities	<u>(1,257,126)</u>	<u>(22,143)</u>	<u>-</u>	<u>(1,279,269)</u>
Total Capital Assets, Net	<u>\$ 2,212,226</u>	<u>\$ (22,143)</u>	<u>\$ -</u>	<u>\$ 2,190,083</u>
	<u>Balance</u> <u>December 31, 2021</u>	<u>Additions</u>	<u>Disposals</u>	<u>Balance</u> <u>December 31, 2022</u>
Non-Depreciable Capital Assets				
Land - General	\$ 1,110,769	\$ -	\$ -	\$ 1,110,769
Land - 434	376,800	-	-	376,800
Land - Archaeological Studies	2,452	-	-	2,452
Total Non-Depreciable Capital Assets	<u>1,490,021</u>	<u>-</u>	<u>-</u>	<u>1,490,021</u>
Depreciable Capital Assets				
Railroad Tracking and Facilities	<u>1,979,331</u>	<u>-</u>	<u>-</u>	<u>1,979,331</u>
Total Historical Cost	<u>3,469,352</u>	<u>-</u>	<u>-</u>	<u>3,469,352</u>
(Less): Accumulated Depreciation				
Railroad Tracking and Facilities	<u>(1,237,003)</u>	<u>(20,123)</u>	<u>-</u>	<u>(1,257,126)</u>
Total Capital Assets, Net	<u>\$ 2,232,349</u>	<u>\$ (20,123)</u>	<u>\$ -</u>	<u>\$ 2,212,226</u>

Depreciation expense amounted to \$22,143 and \$20,123 for the years ended December 31, 2023 and December 31, 2022, respectively.

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

Note 6 Due to County

During 2020, Tioga County transferred \$475,000 to the Agency to administer, on their behalf, the Emergency Relief Loan Program that will provide assistance for small businesses in Tioga County that have been impacted by the COVID-19 pandemic. The remaining funds were returned to the County during 2023.

Note 7 Loans Payable

Loans payable consisted of the following at December 31, 2023:

	<u>Issue Date</u>	<u>Final Maturity</u>	<u>Interest Rate</u>	<u>Balance</u>
USDA - IRP 1	5/2008	5/2027	1.00%	\$ 30,508
USDA - IRP 2	5/2008	5/2030	1.00%	78,343
USDA - IRP 3	1/2009	1/2036	1.00%	149,723
USDA - IRP 4	1/2011	1/2039	1.00%	181,558
Total Loans Payable				\$ 440,132

Loans payable are summarized as follows at December 31, 2023 and 2022:

	<u>Balance</u> <u>December 31, 2022</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance</u> <u>December 31, 2023</u>	<u>Principal</u> <u>Due Within</u> <u>One Year</u>	<u>Interest Due</u> <u>Within</u> <u>One Year</u>
USDA - IRP 1	\$ 38,383	\$ -	\$ (7,875)	\$ 30,508	\$ 7,954	\$ 305
USDA - IRP 2	89,784	-	(11,441)	78,343	11,556	783
USDA - IRP 3	160,457	-	(10,734)	149,723	10,842	1,497
USDA - IRP 4	191,977	-	(10,419)	181,558	10,523	1,816
Total Loans Payable	\$ 480,601	\$ -	\$ (40,469)	\$ 440,132	\$ 40,875	\$ 4,401
	<u>Balance</u> <u>December 31, 2021</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance</u> <u>December 31, 2022</u>	<u>Principal</u> <u>Due Within</u> <u>One Year</u>	<u>Interest Due</u> <u>Within</u> <u>One Year</u>
USDA - IRP 1	\$ 46,180	\$ -	\$ (7,797)	\$ 38,383	\$ 7,875	\$ 384
USDA - IRP 2	101,112	-	(11,328)	89,784	11,441	898
USDA - IRP 3	171,085	-	(10,628)	160,457	10,734	4,604
USDA - IRP 4	202,293	-	(10,316)	191,977	10,419	1,920
Total Loans Payable	\$ 520,670	\$ -	\$ (40,069)	\$ 480,601	\$ 40,469	\$ 7,806

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2023

Note 7 Loans Payable - Continued

The following is a schedule of future principal and interest loan payments:

	Principal	Interest	Total
2024	\$ 40,875	\$ 4,401	\$ 45,276
2025	41,284	3,993	45,277
2026	41,697	3,579	45,276
2027	40,324	3,163	43,487
2028	34,258	2,759	37,017
2029-2033	133,940	9,114	143,054
2034-2038	95,590	3,127	98,717
2039	12,164	122	12,286
	\$ 440,132	\$ 30,258	\$ 470,390

Note 8 Employee Benefit Plan

The Agency maintains a Simple IRA account for its employee. The Agency may contribute up to 3% of gross wages to the Simple IRA account. Contributions totaled \$837 in 2022 and \$609 in 2023. The decrease was caused by a decrease in the contribution rate during the year to 1%.

Note 9 Railroad Operating Agreement

In 2006, the Agency entered into an operating agreement with Owego and Harford Railway, Inc. for the use of the railroad property and facilities. The agreement was for ten years with an option to renew for an additional five years. The agreement was revised in February 2013 for a term of fifteen years through December 2028. According to the agreement, the Agency shall receive 10% of gross operating revenues up to \$800,000 and 5% over \$800,000 until December 2015. The thresholds increase to \$1 million for years 2016 through 2020, and \$1.2 million for years 2021 through 2024. For the final period of 2025 through 2028, the amount is to be agreed upon by both parties; the threshold shall be no less than \$1.2 million. The operating company is responsible for any additional equipment and facilities that may be required for the operation of the line, as well as such maintenance, repairs, and insurance necessary to keep the line in good operating condition.

In 2020, the agreement was modified to reflect RJ Corman as the new operator.

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

SCHEDULE OF PROJECTS DECEMBER 31, 2023

Project Name	Exemption Period	Purpose	Sales Tax Cap	Sales Tax Exemptions	Mortgage Tax Exemptions	Payments in Lieu of Taxes	Property Taxes if Not Exempt	Total Exemptions	Jobs at 12/31/2022
Nichols Cross Dock	2017-2028	Construction	\$ -	\$ -	\$ -	\$ 174,926	\$ 376,844	\$ 201,918	43
Spencer-Tioga Solar	2020-2050	Construction	486,144	-	-	93,220	86,804	(6,416)	-
Crown	2017-2047	Construction	-	-	-	300,000	1,371,082	1,071,082	262
Tioga Downs Phase 4 (Golf)	2017-2037	Commercial/Construction	-	-	-	22,186	97,127	74,941	1
Owego Gardens	2017-2047	Construction	-	-	-	24,438	118,846	94,408	2
Midwestern Pet Foods	2016-2027	Industrial	-	-	-	46,029	82,692	36,663	49
Tioga Downs Phase 1	2015-2034	Commercial/Construction	-	-	-	36,505	97,144	60,639	-
Gateway	2018-2033	Commercial/Construction	-	-	-	1,800	50,807	49,007	1
Tioga Downs Phase 2	2017-2037	Construction	-	-	-	38,238	138,978	100,740	207
Tioga Downs Phase 3 (Hotel)	2017-2037	Construction	-	-	-	504,256	2,233,368	1,729,112	207
Best Buy	2003-2022	Construction	1,028,429	-	-	600,000	496,183	(103,817)	271
Central New York Oil and Gas Company 3	2021-2026	Construction	-	-	-	5,246,797	5,277,715	30,918	7
V&S New York Galvanizing	2021-2031	Construction	671,200	-	-	28,536	175,654	147,118	23
Total			\$ 2,185,773	\$ -	\$ -	\$7,116,931	\$ 10,603,244	\$3,486,313	

TIOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

SCHEDULE OF LOANS RECEIVABLE DECEMBER 31, 2023

Loan Name	Issue Date	Maturity Date	Interest Rate	Balance at December 31, 2022	New Loans Issued/Advances	Repayments	Balance at December 31, 2023
Commercial Façade Loans							
Owens Insurance	6/20/2018	7/1/2024	0%	\$ 11,875	\$ -	\$ (7,500)	\$ 4,375
Broad St Barber Shop	2/1/2018	6/1/2023	0%	1,165	-	(1,165)	-
The Parkview	8/23/2017	9/1/2023	0%	6,489	-	(6,489)	-
Total Commercial Façade Loans Receivable				\$ 19,529	\$ -	\$ (15,154)	\$ 4,375
IRP Loans							
HeaHea Retreat	9/1/2023	9/1/2033	5.25%	\$ -	\$ 62,500	\$ (1,599)	\$ 60,901
The Loom	10/1/2018	10/1/2024	4.00%	3,653	-	(3,653)	-
Broad St Barber Shop	2/1/2018	2/1/2033	4.75%	54,787	-	(4,185)	50,602
R&C Auto Repair	4/19/2017	6/1/2032	4.50%	28,815	-	(2,632)	26,183
Giggle Box Playhouse	12/1/2017	1/6/2027	2.50%	11,827	-	(2,695)	9,132
Harold & Harry's	12/21/2010	1/2/2040	0.00%	48,652	-	(400)	48,252
Pristine Vision	6/1/2019	6/1/2029	4.00%	69,439	-	(9,546)	59,893
Elston Enterprises	6/1/2020	6/1/2035	5.25%	35,314	-	(2,054)	33,260
Belles Blue LLC / Ye Old County Florist	5/1/2021	5/1/2031	2.50%	68,626	-	(8,046)	60,580
At Your Door Mobile Dog Grooming	7/1/2021	7/1/2026	2.50%	11,759	-	(3,177)	8,582
Total IRP Loans Receivable				\$ 332,872	\$ 62,500	\$ (37,987)	\$ 357,385
RBEG Loans							
HeaHea Retreat	9/1/2023	9/1/2033	5.25%	\$ -	\$ 100,000	\$ (2,558)	\$ 97,442
Pristine Vision	6/1/2019	6/1/2029	4.00%	55,551	-	(7,636)	47,915
Total RBEG Loans Receivable				\$ 55,551	\$ 100,000	\$ (10,194)	\$ 145,357
COVID-19 ERLP Loans							
Rock Oak Lumber	10/1/2020	10/1/2023	2.50%	\$ 10,464	\$ -	\$ (10,464)	\$ -
Hygge Home LLC	10/1/2020	10/1/2023	2.50%	2,854	-	(2,854)	-
TDS Construction	11/1/2020	11/1/2023	2.50%	2,858	-	(2,858)	-
Jackpot Richie's Chicken BBQ	8/1/2020	8/1/2023	2.50%	8,349	-	(8,349)	-
Total COVID-19 ERLP Loans				\$ 24,525	\$ -	\$ (24,525)	\$ -
Total All Loans				\$ 432,477	\$ 162,500	\$ (87,860)	\$ 507,117
(Less): Allowance for Doubtful Loans				(35,000)			(35,000)
Revolving Loans Receivable				\$ 397,477			\$ 472,117

**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***

To the Board of Directors
Tioga County Industrial Development Agency
Owego, 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 the Tioga County Industrial Development Agency (the Agency), a component unit of the County of Tioga, New York, as of and for the year ended December 31, 2023, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements, and have issued our report thereon dated [Date], 2024.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Agency'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 the Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Agency's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Agency'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 the Agency’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 the Agency’s internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency’s internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Respectfully submitted,

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York
[Date] , 2024

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS



80 William Donnelly Indus PKWY
Waverly, NY
14892

February 8, 2024

Dear TCIDA Board of Directors,

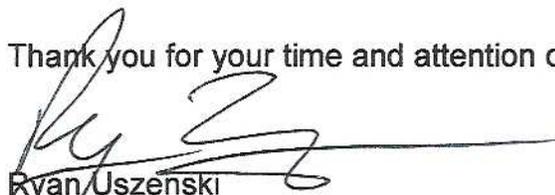
Since March 2022, Best Bev, LLC has been engaged in the renovation and equipping of 685 Broad Street Ext Waverly, NY 14892 for providing co-packing, material sourcing, storage and brand distributions for beverage brands. The company projected an overall investment of 22.9 million in improvements and equipment while creating 65 full-time equivalent jobs.

The project has increased from the October estimate of 46 million to 57 million today in improvements and equipment costs. Several additional large machinery items have been added to the project to maximize the production output of the facility. In October we anticipated 210 full-time employees but have since grown to anticipate the employment of 260 full-time employees by the end of the year.

We are asking the board to extend the current termination date to March 31, 2024 and to increase our sales tax exemption to help lower the burden of finalizing our project while we focus on hiring and training new employees. To date, we have spent \$27,730,838.00 on goods related to the Project and subject to New York State and local sales and use taxes, resulting in an exemption amount of \$2,218,467.04.

The revised estimated total purchase of goods relating to the Project and subject to New York State and local sales and use taxes is \$ 31,103,772.74 and, therefore, the revised total sales tax exemption requested is \$ 2,488,301.82(8% of total Sales)

Thank you for your time and attention on this matter,



Ryan Uszenski
Best Bev, LLC

contact@bestbev.co | +607.213.3433