ESSEX COUNTY
INDUSTRIAL DEVELOPMENT AGENCY, INC.

Financial Statements

December 31, 2013 and 2012

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Essex County Industrial Development Agency, Inc.
Management's Discussion and Analysis
December 31, 2013

The Management of the Essex County Industrial Development Agency, Inc. Component Unit of Essex County (the Agency) offers readers of the Agency's financial statements this narrative discussion, overview, and analysis of the financial activities of the Agency for the fiscal year ending December 31, 2013. The Agency's financial performance is discussed and analyzed within the context of the accompanying financial statements and disclosure following this section.

Financial Highlights

The Essex County Industrial Development Agency, Inc.'s assets exceeded its liability by $8,286,222 for the fiscal year ended December 31, 2013. This compares to the previous year when assets exceeded liabilities by $8,315,698.

Total net position comprises the following:

1. Capital assets of $5,558,808 net of accumulated depreciation.

2. Temporarily restricted net position of $599,157 are restricted by constraints from outside the Agency, such as grantor requirements, laws and regulations.

3. Unrestricted net position of $2,128,257 represents the portion available to continue the Agency's objectives to stimulate economic development in Essex County, New York.

Total liabilities of the Agency decreased from $10,874 to $5,411 during the fiscal year.

Revenues for the year ended December 31, 2013, totaled $381,318 of which $213,000 was County support, $27,500 was grants, $36,639 was bond and application fees, $72,990 was rent income and $31,189 was interest income.

Overview of the Financial Statements:

The Agency's basic financial statements consist of four components; 1) the Management's Discussion and Analysis, 2) Fund financial statements, 3) Notes to the financial statements and 4) Supplemental information. Because the Agency is a special-purpose government agency engaged in business-type activities only, the financial statements are presented in accordance with paragraph 138 of GASB Statement 34. In addition to the financial statements, this report contains other supplemental information that will enhance the reader's understanding of the financial condition of the Agency. In addition to the management's discussion and analysis, management has prepared the Statement of Net Position, the Statement of Revenues, Expenses, and Change in Net Position, and the Statement of Cash Flows, following the Management Discussion and Analysis.

Overview of the Agency:

The Agency's primary mission is to encourage economic growth and expansion through financial incentives, thus advancing job opportunities, health, general prosperity, and the economic welfare of the people of Essex County and the State of New York. The Agency's operations are funded entirely through County support, grants, fees, rents and interest income.

Notes to the Financial Statements:

The next section of the financial statements is the notes to the financial statements. The notes provide additional information that is essential to a full understanding of the data provided in the financial statements. The notes to the financial statements are on pages 12 through 19 of this report. After the notes, the supplemental information is provided to show details about the Agency's bonds and budget analysis.

Budgetary Highlights

The operating budget for the Agency was $226,865 for the fiscal year ended December 31, 2013. Operating revenues were $9,152 more than budget. Operating expenses were $12,686 more than budget.

Financial Analysis

In addition to the basic financial statements and accompanying notes, this report includes certain required supplementary information required by the New York State Office of the State Comptroller.

The Agency's Net Position

	2013	2012
Current Assets	$ 1,682,374	$ 2,002,625
Capital Assets, net	5,558,808	5,557,106
Other Assets	1,050,451	766,841
Total Assets	8,291,633	8,326,572
Current liabilities	5,411	10,874
Net Position	8,286,222	8,315,698
Total Net Position	$ 8,286,222	$ 8,315,698

Net position may serve over time as one useful indicator of a government's financial condition. The assets of the Agency exceeded liabilities by $8,286,222 as of December 31, 2013. The Agency's net position decreased by $29,476 for the year ended December 31, 2013. The largest portion of net position (67.04%) reflects the Agency's investment in capital assets.

The Agency continues to collect $72,990 currently for the rental of the Moriah Business Park with varying lease terms.

The Agency's Revenue and Expenses

	2013	2012
Operating Revenues:		
County Allocation	$ 213,000	$ 213,000
Grants	27,500	197,921
Bond and application fees	36,639	190,229
	277,139	601,150
Other Revenues:		
Rental Income	72,990	72,990
Interest Income	31,189	32,135
	104,179	105,125
Total Revenue	381,318	706,275
Operating Expenses:		
Personal Services	196,346	190,647
Administration	28,303	32,264
Program Expenses	186,145	118,154
Total Operating Expenses	410,794	341,065
Change in net assets	$ (29,476)	$ 365,210

Capital Assets

The Essex County Industrial Development Agency, Inc.'s investment in capital assets, net of accumulated depreciation, for business-type activities as of December 31, 2013, was $5,558,808. This investment in capital assets includes land, buildings and improvements, and machinery and equipment. The total increase in the Agency's investment in capital assets for the current year of $1,702 was due to land improvements and construction in process less the annual depreciation. The increase in capital assets for the current year was due to land improvements of $39,840 and construction in progress of $21,352.

	2013	2012
Nondepreciable:		
Land and Land Improvements	$3,817,972	3,778,132
Construction in Progress	21,352	-
Depreciable:		
Buildings and Leasehold Improvements	2,201,729	2,201,729
Machinery and Equipment	185,001	185,001
Accumulated Depreciation	(667,246)	(607,756)
Total	$5,558,808	5,557,106

Economic Factors and Next Year's Budget and Rates

The purpose of the Essex County Industrial Development Agency, Inc. is to promote, develop, encourage and assist in economic development and job creation in Essex County, New York.

Contacting the Agency's Financial Management

This financial report is designed to provide a general overview of the Essex County Industrial Agency, Inc.'s finances, comply with finance-related laws and regulations, and demonstrate the Agency's commitment to public accountability. If you have questions about this report or would like to request additional information, contact the Agency's administration at 7566 Court Street Elizabethtown, New York 12932.

Exhibit A

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.
Statements of Net Position

	Year end December 31 2013	2012
ASSETS		
Current Assets		
Cash (Note 4)	$ 1,457,605	$ 1,453,094
Current portion of notes receivable	224,769	549,531
Total Current Assets	1,682,374	2,002,625
Property, Plant and Equipment, net of accumulated depreciation (Note 6)	5,558,808	5,557,106
Other Assets		
Notes receivable, net of reserve for bad debts, $ 143,000 in 2013 and $100,000 in 2012	1,050,451	766,841
Total Other Assets	1,050,451	766,841
Total Assets	$ 8,291,633	$ 8,326,572
LIABILITIES AND NET POSITION		
Current Liabilities		
Accrued payroll taxes	$ 5,248	$ 3,191
Accrued grant interest payable (Note 12)	163	7,683
Total Current Liabilities	5,411	10,874
Total Liabilities	5,411	10,874
Net Position		
Unrestricted	2,128,257	2,093,042
Investment in capital assets	5,558,808	5,557,106
Temporarily restricted	599,157	665,550
Total Net Position	8,286,222	8,315,698
LIABILITIES AND NET POSITION	$ 8,291,633	$ 8,326,572

See accompanying notes to financial statements

Exhibit B

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.
Statements of Revenues, Expenses, and Changes in Net Position

	Year end December 31	
	2013	2012
SUPPORT:		
County Allocation	$ 213,000	$ 213,000
Champlain Bridge/Hurricane Irene Grant	27,500	197,921
HUD Program Fees	250	-
Industrial Park rents	72,990	72,990
Revenue Bond fees	13,975	188,729
Application and administrative fees	22,414	1,500
Interest income	31,189	32,135
TOTAL SUPPORT	381,318	706,275
EXPENDITURES:		
Program expense (Schedule 1)	186,145	118,154
Personnel expense (Schedule 1)	196,346	190,647
Administration expense (Schedule 1)	28,303	32,264
TOTAL EXPENDITURES	410,794	341,065
Change in Net Position	(29,476)	365,210
Net Position, beginning of year	8,315,698	7,933,650
Correction of an Estimate (Note 15)	-	16,838
Net position, end of year	$ 8,286,222	$ 8,315,698

See accompanying notes to financial statements

Exhibit C

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.
Statement of Cash Flows

	Year end December 31 2013	2012
CASH FLOWS FROM OPERATING ACTIVITES		
Change in net position	$ (29,476)	$ 365,210
Adjustments to reconcile change in net position to net cash provided by operating activities:		
Correction of an estimate	-	16,838
Depreciation	59,490	58,753
Reserve for bad debts	43,000	-
Notes receivable	-	-
Increase (decrease) in:		
Accrued liabilities and payables	(5,463)	(39,100)
Net cash provided by operating activities	67,551	401,701
CASH FLOWS FROM INVESTING ACTIVITES		
Purchase of site improvements and construction in progress	(61,192)	-
Net cash used by investing activities	(61,192)	-
CASH FLOWS FROM FINANCING ACTIVITES		
Repayment of principal, notes receivable	583,152	275,925
Loans issued	(585,000)	(102,500)
Net cash provided (used) by financing activities	(1,848)	173,425
Net increase in cash	4,511	575,126
Cash at beginning of year	1,453,094	877,968
Cash at end of year	$ 1,457,605	$ 1,453,094

See accompanying notes to financial statements

ESSEX COUNTY INDUSTRIAL DEVELOPMENT AGENCY, INC.
Notes to Financial Statements
December 31, 2013

Note 1: **ORGANIZATION**

The Essex County Industrial Development Agency, Inc. (the Agency) is a public benefit corporation created by the New York State Legislature. The Essex County Board of Supervisors appoints the members to the Agency's Board of Directors. The Agency is empowered by law to issue tax-exempt bonds to finance qualified industrial firms. It also may purchase, develop, manage, sell and lease real property, including land and buildings, for the purpose of creating jobs and serving the public welfare generally. The real property used for such public purpose is exempt from property tax by law. The Agency can also loan funds and administer those loans to businesses to promote economic development.

In accordance with the contract, dated March 7, 1996, between Essex County Industrial Development Agency, Inc. and the County of Essex, it was agreed that each would be separate and independent entities of government effective January 1, 1982. According to the terms of the same contract the Industrial Development Agency was charged with the administration of the business of the Essex County Development Corporation.

As of January 1, 2006, the Essex County Empire Development Zone Corporation was dissolved and merged with the Essex County Industrial Development Agency, Inc. The administration of the Empire Development Zones within Essex County, New York are now through the Agency servicing existing certified businesses and administering the recertification of Empire Development Zone designated areas. The Agency is responsible to provide a zone coordinator to service the Empire Development Zone within Essex County, New York. This program ended June 30, 2010. The Agency is required to administer the program to existing certified business.

Due to an end of the New York State civil facilities bond program, the Agency could no longer facilitate the bond financing arrangements for nonprofit entities in Essex County, New York. The Agency determined that this was a significant gap in services to stimulate economic development. In the 2010 fiscal year, the Agency created a related nonprofit corporate entity, The Essex County Capital Resources Corporation, whose purpose is to facilitate bond financing arrangements for non profit in Essex County, New York. These financial statements reflect a combination of the financial activity of the two entities.

Note 2: **SIGNIFICANT ACCOUNTING POLICIES**

The financial statements of the Agency have been prepared on the accrual basis of accounting. The Agency follows the standards for external financial reporting by not-for-profit organizations which requires that resources be classified for accounting and reporting purposes into three net asset categories according to grant imposed restrictions.

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of grant imposed restrictions. Accordingly, net assets of the Agency and changes therein are classified and reported as follows:

- **Unrestricted net assets** include net assets that are not subject to grant or Board imposed stipulations.

- **Temporarily restricted net assets** include net assets subject to grant or Board imposed stipulations that may or will lapse either by actions of the Agency and/or the passage of time.

Note 2: **SIGNIFICANT ACCOUNTING POLICIES CONTINUED**

- **Permanently restricted net assets** include net assets subject to grant imposed restrictions with the intent that the Agency maintains the net assets permanently. Generally, the grantors of these assets permit the Agency to use all of the income earned or realized on related investments for general or specific purposes.

Revenues and Expenses
Revenues are reported as increase in unrestricted net assets unless use of the related assets is limited by grant-imposed restrictions. Expenses are reported as decreases in unrestricted net assets.

Cash and Cash Equivalents
The Agency considers cash and any appropriate investment with the initial maturity date of three months or less to be cash and cash equivalents. Funds are segregated in separate accounts as requested by granting agencies.

Donated Services
The Agency has not received any donated services or goods. Thus, none has been reflected in the financial statements. On occasion it receives facilities and the policy on this is described below.

Plant
Land, buildings, furniture and equipment are recorded at cost and include expenditures for new facilities and improvements that substantially increase the useful lives of existing buildings and equipment. Expenditures in the nature of normal repairs and maintenance are accounted for as expenses in the statement of activities of unrestricted net assets. Depreciation of building and equipment is provided over the estimated useful lives of the respective assets on a straight-line basis. Depreciation is recognized on general operating assets and industrial projects with current earnings. Assets in excess of $1,000 are capitalized.

Use of Estimates
The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and applicable disclosures at the date of the financial statements and reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates of the Corporation and other revenues from nonexempt sources.

Income taxes
The Agency is generally exempt from income taxes on related income pursuant to Section 501 (a) of the code. Management has determined that the Agency does not have any uncertain tax positions that materially impact the financial statements or related disclosures.

As of December 31, 2013, the tax years for 2010, 2011, and 2012 were subject to examination by the tax authorities.

Note 3: INDUSTRIAL REVENUE BOND AND NOTE TRANSACTIONS

Industrial development revenue bonds and notes issued by the Agency are secured by property which is leased to or owned by companies and is retired by lease or principal payments. The bonds and notes are not obligations of the Agency or the State of New York. The Agency does not record the assets or liabilities resulting from completed bond and note issues in its accounts since its primary function is to arrange the financing between the borrowing companies and the bond and note holders, and funds arising therefrom are controlled by trustees or banks acting as fiscal agents.

Note 4: CASH AND INVESTMENTS

The Agency's investment policies are governed by State statutes. Agency monies must be deposited in 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 New York State or its localities. At December 31, 2013, and December 31, 2012 the Agency had no investments.

Collateral is required for demand and time deposits and certificates of deposit not covered by the Federal Deposit Insurance Corporation. Obligations that may be pledged as collateral include obligations guaranteed by the government of the United States or by the State of New York and obligations issued by a municipal corporation or school district of such State.

Custodial credit risk is the risk that in the event of a bank failure, the Agency's deposits may not be returned to it. While the Agency does not have a specific policy for custodial credit risk, New York State statutes govern the Agency's investment policies, as described above. At December 31, 2013, the Agency's cash and cash equivalent balances were $1,457,605. The insured and collateral status of the year end bank balances are as follows:

Status of bank balances:	
Collateralized with securities held by the pledging financial institution	$1,207,605
Covered by federal deposit insurance	250,000
Total Insured and collateral status	$1,457,605

Note 5: NOTES RECEIVABLE

Notes receivables are recognized at the current outstanding balance. Funds collectible within twelve months are identified as the current portion of the notes receivable. Funds collectible in more than twelve months are identified as other assets.

The Allowance for Doubtful Accounts is evaluated annually and adjusted accordingly. The Agency seeks every means of collection of its notes.

Note 6: PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment and related accumulated depreciation are as follows:

Industrial Projects		2013	2012
Chesterfield Industrial Park	$	3,580,499	3,580,499
Essex Industrial Park Ticonderoga Land			
Ausable Forks Hydro Project:			
Land		733	733
Willsboro:			
Land		99,900	99,900
Total		3,681,132	3,681,132
Moriah Project			
Land		97,000	97,000
Land improvements		39,840	-
Building		918,093	918,093
Site development		914,794	914,794
Willsboro Project-engineering		107,345	107,345
Operating Assets of the Agency			
Building		261,497	261,497
Furniture and Fixtures		29,845	29,845
Training Equipment		127,781	127,781
Office equipment		27,375	27,375
Total		2,523,570	2,483,730
Less: Accumulated Depreciation		667,246	607,756
Total		1,856,324	1,875,974
Construction in Progress		21,352	-
Property, Plant and Equipment, net of accumulated depreciation	$	5,558,808	5,557,106

Note 7: MORIAH BUSINESS PARK

The Industrial Development Agency received grants to construct a building in the Town of Moriah for the purposes of industrial development without an objective of creating jobs. The project involved the construction of a one-story 22,000 sq. ft. high bay manufacturing and distribution facility, access road, utility connection and parking for 18 trailers and 14 cars. The building was built on land owned by the Agency totaling 30 acres, which was purchased for the purposes of this project. The Agency is currently renting the building to commercial tenants.

During the fiscal year ended December 31, 2007, the Agency received multiple grants to improve the infrastructure of The Moriah Business Park. Three phase power, fiber optics, high-speed internet access, water and sewer lines, grading, paving, and site preparation was installed and/or completed during the 2007 fiscal year. Additionally, The Town of Moriah built a new building for a Town health center at the park. Four building sites remain.

Note 7: **MORIAH BUSINESS PARK CONTINUED**

In February 2009, the Agency was awarded a performance grant of $36,893 from The United States Department of Commerce Economic Development Administration for completing The Moriah Business Park project before deadlines and under budget. These funds have been used to complete landscaping at the park, which is a joint venture with CV-TEC involving materials and equipment rental.

During the fiscal year ended December 31, 2013, the Agency decided to develop Lot #4 at the Moriah Business Park to house a tenant when their lease expires December 2014. The plans call for the construction of a 3,000 square foot wood frame office building. A contract has been entered into with CV-TEC to work with the general contractor in the construction of the office building.

Note 8: **SCHROON LAKE INDUSTRIAL PARK**

During the fiscal year ended December 31, 2013, the Agency spent $39,700 to improve the Industrial Park Drive to the standards of a public road with grading, paving and drainage requirements. As a result of these improvements to the road, the Town of Schroon accepted a deed to the road in September 2013. The Agency now owns no land adjacent to the Schroon Lake Industrial Park and will have no further expenditures related to this project.

Note 9: **CHESTERFIELD COMMERCE PARK PROJECT**

The Agency is involved in a joint development project with the Town of Chesterfield. As project leader, the Agency received a grant of $3,000,000 from the United States Department of Commerce for improvements to the water treatment plant and infrastructure to the proposed industrial park in the Town of Chesterfield. The Agency has disbursed its grant funds which are reflected in the assets but not being depreciated totaling $3,580,499 as of December 31, 2005.

The Town of Chesterfield has an obligation to match the Federal grant in improvements paid through the town. The final requisition had been submitted for the project as of December 31, 2004 and collected in the fiscal year ended December 31, 2005. Once complete, the assets are to transfer to the Town of Chesterfield. This transfer has not been finalized yet.

Note 10: **PENSION BENEFIT PLAN**

The Agency participates in the New York State and Local Employees' Retirement System (ERS) and the Public Employees' Group Life Insurance Plan (Systems). These are cost sharing, multiple-employer retirement systems. The Systems provide retirement benefits as well as death and disability benefits. Obligations of employers and employees to contribute and benefits to employees are governed by The New York State Retirement and Social Security Law (NYSRSSL). As set forth in the NYSRSSL, the Comptroller shall adopt and may amend rules and regulations for the administration and transaction of the business of the Systems and for the custody and control of their funds. The Systems issue a publicly available financial report that includes financial statements and required supplementary information. That report may be obtained by writing to the New York State and Local Retirement System, 110 State Street, Albany, NY 12244

Note 10: **PENSION BENEFIT PLAN CONTINUED**

The Agency's contributions made to the Systems were equal to 100% of the contributions required for each year.

2013	$29,585
2012	$23,121
2011	$22,942

Since 1989, the System's billings have been based on Chapter 62 of the Laws of 1989 of the State of New York. This legislation requires participating employers to make payments on a current basis, while amortizing existing unpaid amounts relating to the System's fiscal years ending March 31, 1988 and 1989 (which otherwise were to have been paid on June 30, 1989 and 1990, respectively) over a 17-year period, with an 8.75% interest factor added. Local governments were given the option to prepay this liability. The Agency elected to make the full payment on December 15, 1989.

Note 11: **POST EMPLOYMENT BENEFITS**

Although the employees of the Agency participate in the New York State and Local Employees' Retirement System and do accrue retirement benefits for post employment, the Agency does not participate in the New York State Employees' Health Insurance program. The Agency has a policy to provide health insurance to its employees while they are employed at the Agency. The Agency contracts on its own for this employee benefit. There is no policy at this time to provide health insurance coverage to any employee in retirement.

Note 12: **GRANT INTEREST EXPENSE**

Upon recent review of the Essex County Contract with the Essex County Industrial Development Agency, Inc. and the sub recipient grant contracts from the Community Development Block Grants and the Governors Office of Small Cities Grants, it has been determined that the Agency owes the County the accrued interest income earned on the grant funds held on account including funds repaid from loans with the original grant funds or loaned again within the same grant program. As of December 31, 2011, the two grant programs have been reviewed since inception and the interest income earned in the revolving loan accounts have been allocated among the specific grant funds. As of December 31, 2012 and December 31, 2013, the Agency owes the County $7,683 and $163, respectively, of these earned interest funds. This liability has been accrued in these financial statements and will be remitted to Essex County.

Note 13: **CHAMPLAIN BRIDGE/HURRICANE IRENE GRANT**

Two significant events have occurred in the region which has had an impact on the underlying economic environment of the region in recent years.

Note 13: **CHAMPLAIN BRIDGE/HURRICANE IRENE GRANT CONTINUED**

The first event was the condemnation of the Champlain Bridge at the narrows of the lake near Crown Point, New York in October 2009. With the cessation of traffic through this transportation artery, businesses within twenty-five miles of the bridge felt an immediate decline in economic activity. Through the Empire State Development Corporation, the Agency secured $635,000 in funds to be made available as a Community Loan Fund to these suffering businesses to provide loans and lines of credit up to $25,000. No interest is to be charged and no payments are due until six months after the newly constructed bridge is opened which occurred November 7, 2011.

Not all of these grant funds had been disbursed when the second event occurred which was the devastation wrought by Hurricane Irene on August 28, 2011. Flooding levels well in excess of the 100 year flood plain did extensive damage to roadways, commercial properties and residential properties. Again, businesses immediately felt the impact of this event with transportation arteries closed or in repair, structural damage inflicted on buildings and destruction of inventory available for sale.

The Agency appealed to the Empire State Development Corporation to allow the remaining funds available through the Champlain Bridge initiative to be loaned to businesses affected by Hurricane Irene.

A new grant disbursement agreement was approved in which up to $385,000 is available to be disbursed to assist businesses impacted by the closure of the Champlain Bridge and up to $250,000 is available to be disbursed to assist businesses impacted by Hurricane Irene. The Agency also agreed to reduce its administrative charge for the servicing of this grant from 10% of the grant funds at $63,500 to 4.5% of the grant funds at $28,575.

Note 14: **OPERATING LEASES**

The Agency has one equipment operating lease for a copier. The annual lease payments are $1,177 in fiscal year 2013. The future lease payments under the current year are:

2014	$1,177

Note 15: **PRIOR PERIOD ADJUSTMENTS**

During the 2011 fiscal year, the Agency was informed that it owed the County accrued interest income earned on grant funds held on account since fiscal year 2000. An analysis of the grant revolving loan accounts was begun in fiscal year 2011. At December 31, 2011, an obligation of $24,521 was accrued.

Upon further review and consultation with the Agency's contracted grant advisor it was determined that only one federally funded revolving loan program was subject to this remission of funds to the County. As a result of this revision, the obligation to the County was revised to be $7,683 as of December 31, 2012.

A prior period adjustment of $16,838 has been made to the beginning net asset balance to reflect this adjustment to a prior year liability.

Note 16: **COMMITMENTS**

As of December 31, 2013 and December 31, 2012 the Agency has made loan commitments to businesses with the objective of stimulating economic growth and development. Also, as of December 31, 2013, the Agency has also made a commitment to build a 3,000 square foot office building at the Moriah Business Park.

Note 17: **SUBSEQUENT EVENTS**

The Agency has evaluated events and transactions that occurred between December 31, 2013 and March 24, 2014 which is the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements.

Schedule 1

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.

Schedule of Functional Expenses

	2013	2012
PROGRAM EXPENSE:		
HUD Program expenses	$ 1,183	$ 1,004
Industrial Park expenses	68,328	43,471
Legal fees and notices	8,252	8,912
Depreciation expense	52,593	51,856
Insurance	3,189	2,871
Telephone	2,104	2,504
Travel	3,615	3,086
Conferences and workshops	2,439	3,017
Dues and subscriptions	1,200	1,220
Bad debt expense	43,000	-
Miscellaneous	242	213
Total Program Expense	186,145	118,154
PERSONNEL EXPENSE		
Salaries	147,564	147,564
Payroll tax expense	11,552	14,721
Health Insurance	7,645	5,241
Retirement	29,585	23,121
Total Personnel Expense	196,346	190,647
ADMINISTRATIVE EXPENSE		
Office expense and supplies	5,645	6,728
Depreciation expense	6,897	6,897
Rent and occupancy	4,028	3,604
Postage and printing	1,862	1,095
Accounting	7,115	8,661
Equipment leases and maintenance	2,217	4,558
Miscellaneous	144	312
Board expenses	53	122
Business meetings	342	287
Total Administrative Expense	$ 28,303	$ 32,264

Schedule 2

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.
Schedule of Industrial Parks Revenues and Expenses
Year end December 31

	2013							2012
	Total	Moriah	Ticonderoga	Schroon Lake	Willsboro	Chesterfield	Keeseville	Total
Rental Income	$ 72,990	72,990	-	-	-	-	0	72,990
Expenses:								
CVTEC Project	$ 55,020	14,670	-	39,700	-	-	650	14,622
Maintenance	4,362	3,710	-	-	-	652	-	17,299
Landscaping	728	503	-	26	199	-	-	3,757
Real estate taxes	7,351	5,995	-	205	780	371	-	749
Insurance	767	501	-	-	266	-	-	6,661
Utilities	-	-	-	-	-	-	-	161
Legal fees	-	-	-	-	-	-	-	122
Services and fees	100	-	-	-	-	100	-	100
Total Expenses	68,328	25,379	-	39,931	1,245	1,123	650	43,471
Net Rental Income (Loss) Before Depreciation	4,662	47,611	-	(39,931)	(1,245)	(1,123)	(650)	29,519
Depreciation expense	52,593	52,118	-	-	-	475	-	45,203
Net Rental Loss	$ (47,931)	(4,507)	-	(39,931)	(1,245)	(1,598)	(650)	$ (15,684)

Schedule 3

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.
Required Supplementary Information
Schedule of Revenues and Expenses Operating -Budget
(Non-GAAP Basis) And Actual

For the Year ended December 31, 2013

	Budget	Actual	Variance
Revenues:			
County Support	$ 198,000	198,000	-
Fees	2,000	23,414	21,414
Rental administration fee	10,950	14,598	3,648
Other revenue	15,890	-	(15,890)
Interest income	25	5	(20)
Total revenues	226,865	236,017	9,152
Expenditures			
Personal services	179,890	196,346	16,456
Legal fees and notices	8,100	8,252	152
Occupancy expenses	6,500	4,028	(2,472)
Audit and accounting fees	6,225	7,115	890
Travel	5,000	3,615	(1,385)
Office expense	6,100	5,645	(455)
Insurance	3,250	3,189	(61)
Equipment rental and maintenance	3,100	2,217	(883)
Meetings and seminars	3,750	3,834	84
Telephone	2,000	2,104	104
Postage and printing	1,750	1,862	112
Dues and subscriptions	1,200	1,200	-
Bank charges	-	144	144
Total expenditures	$ 226,865	239,551	12,686
Deficit in Operating Budget	$ -	(3,534)	(3,534)

Schedule 4

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.
Schedule of Leases
Year ended December 31, 2013

Name of Project	Project Owner and Address	Year of Origination	Purpose	Estimated Project Amount	Amount of Tax Exemption	Estimated Jobs
1. CVSC, LLC	CVSC, LLC 10 Gilliland Lane Willsboro, NY 12996	2012	Senior Assisted Living Community	$ 7,904,958	Mortgage tax and Recording Fees Expemption and sales tax exemption of materials	15-20 New
2. Hotel at Mirror Lake, LLC	Hotel at Mirror Lake, LLC 762 Brooks Avenue Rochester, NY 14619	2012	Hotel	$ 13,800,000	Sales tax exemption of materials purchased or rented	12 New
3. Moses Circle Senior Apartments, LLC	Moses Circle Senior Apartments, LLC PO Box 549 Rome, NY 13442	2012	31 Units of Senior Apartments	$ 7,088,445	Mortgage recording tax abatement and sales tax exemption on materials	2 New
4. Adirondack Meat Company, Inc.	Adirondack Meat Company, Inc. 30 Commerce Drive Ticonderoga, NY 12883	2013	Meat Processing Facility	$ 1,730,000	Mortgage recording tax abatement and sales tax execmption on materials	20 New

Schedule 5

ESSEX COUNTY INDUSTRIAL DEVELOPEMENT AGENCY, INC.
Schedule of Payments in Lieu of Taxes
Year ended December 31, 2013

Name of Project

1. CVSC, LLC

Project Owner and Address:
CVSC, LLC
10 Gilliland Lane
Willsboro, NY 12996

Purpose: Senior Assited Living Community

Amount of PILOT:
The PILOT is a ten year schedule in which the first two years, 2014 and 2015, there are no real property tax payments due. In year three (2016), 50% of the real property taxes due based on the assessed value of the project are payable. Through to and including 2019, the exemption percentage decreases annually by 5%, being 30% exempt in 2019. In 2020 and 2021, the exemption percentage decreases 10% annually. In 2022, the exemptoin percentage is 5%. In 2023, the PILOT expires.

Estimated Jobs:
New 15-20

2. Adirondack Meat Company, Inc.

Project Owner and Address:
Adirondack Meat Company, Inc.
30 Commerce Drive
Ticonderoga, NY 12883

Purpose: Meat Processing Facility

Amount of PILOT:
The PILOT is a ten year schedule in which the first two years, 2014 and 2015, there are no real property tax payments due. In year three (2016), 50% of the real property taxes due based on the assessed value of the project are payable. Through to and including 2023, the exemption percentage decreases annually by 5%, being 5% exempt in 2023. In 2024, the PILOT expires.

Estimated Jobs:
New 20