

**COUNTY OF OSWEGO  
INDUSTRIAL DEVELOPMENT AGENCY**

**FINANCIAL STATEMENTS**

**July 31, 2024 and 2023**

**COUNTY OF OSWEGO  
INDUSTRIAL DEVELOPMENT AGENCY**

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**July 31, 2024**

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**grossman st. amour**  
CERTIFIED PUBLIC ACCOUNTANTS PLLC

## INDEPENDENT AUDITOR'S REPORT

Board of Directors  
County of Oswego Industrial Development Agency  
Oswego, New York

### Report on the Audit of the Financial Statements

#### *Opinion*

We have audited the accompanying financial statements of the County of Oswego Industrial Development Agency (the Agency), a component unit of the County of Oswego, as of and for the years ended July 31, 2024 and 2023, 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 present fairly, in all material respects, the financial position of the Agency as of July 31, 2024 and 2023, and the changes in its financial position and its cash flows for the years 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 (GAS)*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's 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 audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Responsibilities of Management for the Financial Statements*

The Agency's management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about 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.



## ***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. 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 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 GAGAS and GAS, 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 County of Oswego Industrial Development 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 County of Oswego Industrial Development 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 on pages 4-8 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 Government 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 historic context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### ***Supplementary Information***

Our audit was conducted for the purpose of forming an opinion on the basic financial statements that collectively comprise the Agency's basic financial statements. The Schedules of Supplementary Information (Schedule of Bonds Issued – A Limited Obligation of the County of Oswego Industrial Development Agency, on page 20, and the Schedule of Straight Leases, on pages 21-26) are presented for purposes of additional analysis and are not a required part of the financial statements, but are supplementary information required by New York State.

These Schedules of Supplementary Information are the responsibility of management and have not been subjected to the auditing procedures applied in the audit of the basic financial statements and accordingly we do not express an opinion or provide any assurance on them.

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

In accordance with *Government Auditing Standards*, we have also issued our report dated October 24, 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 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 internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.

*Grossman St Amour CPAs*

Syracuse, New York  
October 24, 2024

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Management's Discussion and Analysis**  
**July 31, 2024**

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The following is a discussion and analysis of the County of Oswego Industrial Development Agency's (the Agency), a component unit of the County of Oswego, financial performance for the fiscal year ended July 31, 2024. This section is a summary of the Agency's financial activities based on currently known facts, decisions or conditions. It is also based on the Agency financial statements. The results of the current year are discussed in comparison with the prior year, with an emphasis placed on the current year. This section is only an introduction and should be read in conjunction with the Agency's financial statements, which immediately follow this section.

**Financial Highlights**

- The Agency's assets exceeded its liabilities and deferred inflows of resources by \$17,918,599 (net position) for the fiscal year reported. This compares to the previous year when assets exceeded liabilities and deferred inflows of resources by \$17,844,715.
- Total net position is comprised of the following:
  - 1) Cash of \$13,548,980, of which \$10,658,550 is restricted to funding loans, leases and approved economic development projects.
  - 2) Loans receivable, net of related allowance of \$451,481, of \$4,988,134.
  - 3) Net position of \$14,009,589 is restricted by constraints imposed from outside the Agency such as the County of Oswego, grantors, laws, or regulations.
  - 4) Net investment in capital assets of \$1,901,078, which represents capital assets reduced by outstanding balances of any related debt obligations.
  - 5) Unrestricted net position of \$2,007,932 represents the portion available now or as loans are repaid to maintain the Agency's economic development operations including future loans. Unrestricted cash totals \$2,890,430.
- At the end of the current fiscal year, unrestricted net position for the Agency was \$2,007,932 or about two times total expenditures and total revenues.
- During the fiscal year, the Agency issued six new loans receivable under the Intermediary Relending Program (IRP), HUD and Micro Enterprise Loan (MEP) programs totaling \$537,500. Of these loans, \$237,500 relate to MEP and HUD loans and are required to be deferred over the repayment term of the loans.
- Total liabilities of the Agency increased by \$254,471 to \$905,426 during the fiscal year due to draws of \$279,244 on the IRP loan, net of annual required payments.

**Overview of the Financial Statements**

Management's Discussion and Analysis introduces the Agency's basic financial statements. The basic financial statements include: (1) Agency financial statements, (2) notes to the financial statements. The Agency also includes in this report additional information to supplement the basic financial statements.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**

**Management's Discussion and Analysis**

**July 31, 2024**

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**Agency Financial Statements**

The Agency's annual report includes the Agency financial statements. These statements provide both long-term and short-term information about the Agency's overall status. Financial reporting at this level uses a perspective similar to that found in the private sector with its basis in full accrual accounting.

The first of these Agency statements is the Statement of Net Position. This is the Agency statement of financial position presenting information that includes all of the Agency's assets and liabilities and deferred inflows of resources, with the difference reported as net position. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position of the Agency as a whole is improving or deteriorating. Evaluation of the overall health of the Agency may extend to other non-financial factors in addition to the financial information provided in this report.

The second Agency statement is the Statement of Revenues, Expenditures and Changes in Net Position, which reports how the Agency's net position changed during the current fiscal year. All current year revenues and expenses are included regardless of when cash is received or paid.

An important purpose of the design of the Statement of Revenues, Expenditures and Changes in Net Position is to show the financial reliance of the Agency's distinct activities or functions on revenues. Both Agency financial statements show business-type activities that are intended to recover all, or a significant portion, of their costs through user fees and charges. Business-type activities include loans, bonds, and economic development. The Agency's financial reporting includes the Agency only, a component unit of the County of Oswego. The Agency is a legally separate organization managed by seven members. The Agency financial statements are presented on pages 9 to 11 of this report.

**Notes to the Financial Statements**

The accompanying notes to the financial statements provide information essential to a full understanding of the Agency and fund financial statements. The notes to the financial statements begin on page 12 of this report.

**Other Information**

In addition to the basic financial statements and accompanying notes, this report also presents certain New York State required supplementary information concerning the Agency's issuance of bonds, a limited obligation of the Agency and straight leases. This information begins on page 20.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Management's Discussion and Analysis**  
**July 31, 2024**

**Financial Analysis of the Agency**

The Agency's net position at fiscal year-end is \$17,918,599. This is a \$73,884 increase from last year's net position of \$17,844,715. Of this year-end total, \$2,007,932 is unrestricted indicating availability for continuing Agency service requirements. Restricted net position consists of \$14,009,589 for economic development loans and leases to the business community funded with federal grants, county authorized pilot funding and loan repayments and lease payments. The following table provides a summary of the Agency's net position:

	<u>2024</u>	<u>2023</u>	Percent Change
Cash and other assets	\$ 15,450,058	\$ 14,489,365	6.6%
Loans receivable	4,536,653	5,167,899	-12.2%
Total assets	<u>\$ 19,986,711</u>	<u>\$ 19,657,264</u>	<u>1.7%</u>
Debt and liabilities	\$ 905,426	\$ 650,955	39.1%
Deferred inflows of resources	<u>1,162,686</u>	<u>1,161,594</u>	<u>0.1%</u>
Total liabilities and deferred inflows of resources	<u>2,068,112</u>	<u>1,812,549</u>	<u>14.1%</u>
Net position			
Net investment in capital assets	1,901,078	1,901,078	0.0%
Restricted	14,009,589	13,275,551	5.5%
Unrestricted	2,007,932	2,668,086	-24.7%
Total net position	<u><u>\$ 17,918,599</u></u>	<u><u>\$ 17,844,715</u></u>	<u><u>0.4%</u></u>

The Agency realizes benefits from loan repayments and administrative fees for company project assistance.



**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Management's Discussion and Analysis**  
**July 31, 2024**

**Financial Analysis of the Agency (continued)**

The following table provides a summary of the Agency's changes in net position:

	2024	Percent of Total	2023	Percent of Total
<b>Revenues</b>				
Charges for services	\$ 291,437	29.2%	\$ 356,648	35.5%
Rent income	27,449	2.8%	27,449	2.7%
Interest - loans	115,394	11.6%	126,512	12.6%
Interest - savings	106,884	10.7%	39,924	4.0%
Payments in lieu of taxes	227,788	22.9%	226,534	22.5%
Loan repayments	227,033	22.8%	196,831	19.6%
Gain on sale of property	-	0.0%	31,691	3.2%
Total revenues	<u>995,985</u>	<u>100.0%</u>	<u>1,005,589</u>	<u>100.0%</u>
<b>Expenses</b>				
Administration	447,704	48.6%	523,730	54.2%
Professional fees	43,181	4.7%	39,799	4.1%
Project development	64,836	7.0%	257,350	26.7%
Building insurance	12,345	1.3%	11,512	1.2%
Grant and development	6,593	0.7%	7,627	0.8%
Loan issuance expense	228,125	24.7%	35,250	3.7%
Bad debt expense	119,317	12.9%	90,180	9.3%
Total expenses	<u>922,101</u>	<u>100.0%</u>	<u>965,448</u>	<u>100.0%</u>
Change in net position	73,884		40,141	
Beginning net position	<u>17,844,715</u>		<u>17,804,574</u>	
Ending net position	<u>\$ 17,918,599</u>		<u>\$ 17,844,715</u>	

The total ending net position of the Agency shows an increase of \$73,884 over the prior year. This increase is primarily the result of the payments in lieu of taxes (PILOT) income earned in the current year, not received in the prior year, along with events and programs of the Agency issuing loans for economic development within the community, net of related expenses.

During fiscal year ended 2024, the Agency had less loan applications in comparison to the prior year. The Agency had four large loan applications in the fiscal year ended 2023 compared to three large loan applications in fiscal year ended 2024. This decrease of \$65,211 is reflected in charges for services.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Management's Discussion and Analysis**  
**July 31, 2024**

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**Financial Analysis of the Agency** (continued)

During fiscal year ended 2024, the Agency issued 3 loans under the HUD and Micro Enterprise programs which increased loan issuance costs when compared to the prior year, where 2 loans were issued. The increase of \$192,875 is reflected in loan issuance expense.

**Contacting the Agency's Financial Management**

This financial report is designed to provide a general overview of the Agency'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 County of Oswego Industrial Development Agency, 44 West Bridge Street, Oswego, New York 13126.

Austin Wheelock  
Chief Executive Officer

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Statements of Net Position**

<b>ASSETS</b>		
Current assets:		
Cash - unrestricted	\$ 2,890,430	\$ 2,945,499
Cash - restricted	<u>10,658,550</u>	<u>9,635,719</u>
Total cash	<b>13,548,980</b>	12,581,218
Loans receivable	<b>894,382</b>	1,057,424
Accounts receivable	<u>-</u>	<u>7,069</u>
Total current assets	<b><u>14,443,362</u></b>	<b><u>13,645,711</u></b>
Other assets:		
Loans receivable- long term	<b>4,093,752</b>	4,442,639
Allowance for uncollectible loans receivable	<u>(451,481)</u>	<u>(332,164)</u>
	<b>3,642,271</b>	4,110,475
Investment in properties, at cost	<u>1,901,078</u>	<u>1,901,078</u>
	<b><u>\$ 19,986,711</u></b>	<b><u>\$ 19,657,264</u></b>
<b>LIABILITIES, DEFERRED INFLOWS OF RESOURCES AND NET POSITION</b>		
Current liabilities:		
Current portion of loans payable	\$ 35,722	\$ 23,501
Due to other agencies	<b>91,960</b>	90,471
Accounts payable and other liabilities	<u>12,935</u>	<u>91</u>
Total current liabilities	<b><u>140,617</u></b>	<b><u>114,063</u></b>
Non-current liabilities:		
Loans payable, net of current portion	<u>764,809</u>	<u>536,892</u>
Total liabilities	<b><u>905,426</u></b>	<b><u>650,955</u></b>
Deferred inflows of resources	<u>1,162,686</u>	<u>1,161,594</u>
Net position:		
Net investment in properties	<b>1,901,078</b>	1,901,078
Restricted - cash	<b>10,658,550</b>	9,635,719
Restricted - loans receivable	<b>3,351,039</b>	3,639,832
Unrestricted	<u>2,007,932</u>	<u>2,668,086</u>
Total net position	<b><u>17,918,599</u></b>	<b><u>17,844,715</u></b>
	<b><u>\$ 19,986,711</u></b>	<b><u>\$ 19,657,264</u></b>

The accompanying notes are integral part of these financial statements

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Statements Revenues, Expenditures and Changes in Net Position**

	For the years ended July 31,	
	2024	2023
<b>REVENUES</b>		
Administration and application fees	\$ 291,437	\$ 356,648
Interest on savings	106,884	39,924
Interest on loans	95,401	103,546
Payments in lieu of taxes	227,788	226,534
Rental income	27,449	27,449
Gain on sale of property	-	31,691
Federal funds - loan repayments:		
Principal	227,033	196,831
Interest	19,993	22,966
Total revenues	<b>995,985</b>	<b>1,005,589</b>
<b>EXPENDITURES</b>		
Administration:		
Administration fee	419,000	504,813
Dues	1,775	550
Professional fees	43,181	39,799
Miscellaneous	26,929	18,367
Project development expenses	64,836	257,350
Grant and development expenses	6,593	7,627
Building insurance	12,345	11,512
Loan issuance expense	228,125	35,250
Bad debt expense	119,317	90,180
Total expenditures	<b>922,101</b>	<b>965,448</b>
Change in net position	<b>73,884</b>	40,141
Net position, beginning of year	<b>17,844,715</b>	17,804,574
Net position, end of year	<b>\$ 17,918,599</b>	<b>\$ 17,844,715</b>

The accompanying notes are integral part of these financial statements

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Statements of Cash Flows**

	<b>For the years ended July 31,</b>	
	<b>2024</b>	<b>2023</b>
<b>Cash flows from operating activities:</b>		
Cash received for administration/application fees	\$ 291,437	\$ 356,648
Cash received for PILOT program	236,346	228,250
Cash received for interest	222,278	166,436
Cash received for rent	27,449	27,449
Cash received for loan repayments	1,168,746	1,144,189
Cash paid for loan receivables	(537,500)	(191,500)
Cash paid for administration	(419,000)	(504,813)
Cash paid for project development expenses	(64,836)	(257,350)
Cash paid for grant and development expenses	(6,593)	(7,627)
Cash paid for professional fees	(43,181)	(39,799)
Cash paid for other operating expenses	(147,522)	(120,534)
Net cash provided by operating activities	<u>727,624</u>	<u>801,349</u>
<b>Cash flows from investing activities:</b>		
Proceeds from the sale of property	-	49,846
Net cash provided by investing activities	<u>-</u>	<u>49,846</u>
<b>Cash flows from financing activities:</b>		
Cash paid for loans payable	(39,106)	(19,599)
Cash received from loans payable	279,244	-
Net cash provided by (used in) financing activities	<u>240,138</u>	<u>(19,599)</u>
Net change in cash	967,762	831,596
Cash, beginning of year	12,581,218	11,749,622
Cash, end of year	<u>\$ 13,548,980</u>	<u>\$ 12,581,218</u>
<b>Reconciliation of changes in net position to net cash provided by operating activities:</b>		
Change in net position	\$ 73,884	\$ 40,141
Adjustments to reconcile change in net position to net cash provided by operating activities:		
Change in allowance for uncollectible loans receivable	119,317	73,620
Gain on sale of land	-	(31,691)
Bad debt expense	119,317	90,180
Changes in operating assets and liabilities:		
Loans receivable, net	392,612	788,889
Accounts receivable	7,069	-
Deferred inflows of resources	1,092	(161,581)
Due to other agencies	1,489	1,716
Accounts payable and other liabilities	12,844	75
Net cash provided by operating activities	<u>\$ 727,624</u>	<u>\$ 801,349</u>

The accompanying notes are integral part of these financial statements

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

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**1. Summary of Significant Accounting Policies**

**Nature of Operations**

The County of Oswego Industrial Development Agency (the Agency) was created as a public benefit corporation by the County of Oswego under provisions of the laws of New York State for the purpose of encouraging economic growth in the County of Oswego. The Agency is exempt from federal, state and local income taxes. The Agency, although established by and as a component unit of the County of Oswego, is a separate entity and operates independently of the County of Oswego.

The Agency uses the reporting model standards required by Government Accounting Standards Board (GASB) Statement No. 34, *Basic Financial Statements—and Management's Discussion and Analysis—For State and Local Governments*.

**Basis of Accounting**

The accounts of the Agency are maintained on the modified accrual basis of accounting. The Agency is regulated by the Office of the State Comptroller and must maintain its records in accordance with the prescribed New York State "Uniform System of Accounts for Industrial Development Agencies."

**Use of Estimates**

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Basis of Presentation**

The Agency complies with the provisions of GASB Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position* and Statement No. 65, *Items Previously Reported as Assets and Liabilities*. These statements provide guidance on presenting deferred outflows, deferred inflows, and net position. Net position represents assets and deferred outflows of resources less liabilities and deferred inflows of resources. GASB requires the classification of net position into three classification, defined as follows:

Net investment in properties – The component of net position consists of net capital assets reduced by outstanding balances of any related debt obligations and deferred inflows of resources attributable to the acquisition, construction, or improvement of those assets and increased by balances of deferred outflows of resources related to those assets.

Restricted net position – Reports net position when constraints placed on the assets are either externally imposed by creditors (such as through debt covenants), grantors, contributors, or laws or regulations of other governments, or imposed by law through constitutional provisions or enabling legislation.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

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**1. Summary of Significant Accounting Policies (continued)**

**Basis of Presentation (continued)**

Unrestricted net position – Reports all other net position that do not meet the definition of the above classification and are deemed to be available for general use by the Agency.

When both restricted and unrestricted resources are available for use, it is the Agency's policy to use restricted resources first, and then use unrestricted resources as they are needed.

**Taxes**

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

Generally, the Agency is exempt from taxes. Section 874 of the New York State General Municipal Law authorized an exemption from real property taxation for any property acquired by an industrial development agency (IDA) or under its jurisdiction or control. To obtain such an exemption, section 412-a of the Real Property Tax Law requires the Agency to file an exemption form with the tax assessor. Qualified IDA property is entitled to an exemption from all general taxes imposed by or on behalf of a county, city, town, village or school district, but not from special ad valorem (property) levies or special assessments.

**Deferred Outflows and Inflows of Resources**

In the Statements of Net Position, in addition to assets, the Agency may sometimes report a separate section of deferred outflows of resources. This separate financial statement element represents consumption of net position that applies to a future period and so will not be recognized as an outflow of resources (expense/expenditure) until then. The Agency did not have any deferred outflows of resources at July 31, 2024 and 2023.

The Agency also records deferred inflows of resources, representing an increase in net position that applies to future periods. The deferred inflows of resources recorded at July 31, 2024 and 2023 were approximately \$1,162,000. These amounts represent HUD and MEP grants received that have been subsequently loaned to local businesses and will be recognized as revenue as loan payments are made in the future.

**2. Economic Development Funds**

The Agency administers a revolving economic development-financing fund pursuant to contractual requirements with the County of Oswego and certain federal agencies, offering low and no interest loans and lease financing to area businesses and tax-exempt organizations. The loan/lease rates are approved by the governing board after giving consideration to the enhancement of the local economic environment. Revenue recognition on these loans/leases is limited to the receipt of interest. However, repayment of loans of federal funds is recognized as the receipt of federal funds in the accompanying Statements of Revenues, Expenditures and Changes in Net Position.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

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**3. Industrial Development Revenue Bond and Note Transactions**

Certain industrial development revenue bonds and notes issued by the Agency are secured by property, which is leased to companies and is retired by lease payments. The bonds and notes are not general obligations of the Agency, County or the State. 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 bond and note holders.

Funds arising from these transactions are controlled by trustees or banks, acting as fiscal agents. For providing this service, the Agency receives bond administration fees from the borrowing companies. Such administrative fee income is recognized immediately upon issuance of bonds and notes. At July 31, 2024, the cumulative original issue value of bonds aggregated \$275,120,246 and the outstanding balance was \$7,800,213.

The Agency takes title to, or a leasehold interest in, the property as security interest and retains such title until the bonds are paid in full. When real property is involved, a Payment in Lieu of Taxes Agreement is also executed. The Agency has limited liability on bonds issued. The Agency is liable for repayment of bonds solely to the extent of payments received from project occupants and its interest in the property financed.

**4. Investments**

The Agency's investment policies are governed by State statutes. 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 Secretary/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 deposits 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 the State and its municipalities and school districts.

**5. Cash, Cash Equivalents and Restricted Cash**

The Agency considers all short-term investments purchased with a maturity of three months or less to be cash equivalents.

The segregation of cash is a contractual requirement, except for the designated funds. The Agency maintains separate cash accounts for federal funds, payment in lieu of taxes (PILOT) revolving economic development funds, micro enterprise revolving loan funds, intermediary relending program (IRP) funds and designated grant funds, as follows:

	2024	2023
HUD Funds	\$ 1,289,782	\$ 1,275,671
PILOT Economic Development Funds	8,385,985	7,455,065
Micro Enterprise	210,265	181,602
Intermediary Relending Programs	772,518	723,381
	\$ 10,658,550	\$ 9,635,719



**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

**6. Allowance for Uncollectible Loans Receivable**

Management evaluates the allowance for uncollectible loans annually based on review of delinquent outstanding loans along with other known client factors to estimate uncollectible amounts. Based on management's evaluation, the allowance determined by management's assessment of each loan, approximated \$451,000 and \$332,000 at July 31, 2024 and 2023, respectively. Bad debt expense of approximately \$119,300 and \$90,200 was recognized in fiscal years 2024 and 2023, respectively.

**7. Commitments and Contingencies**

The Agency occupies space for its operations and has an agreement with Operation Oswego County, Inc. (OOC) to provide professional services to the Agency for an administrative support fee, which is determined annually. During fiscal years, 2024 and 2023, administrative support fees were approximately \$419,000 and \$505,000, respectively. Included in the prior year's increase in support is approximately \$103,100, which relates to the one-time expenses associated with the retirement of a former leader and related succession planning costs.

Over the period of several years, the Agency has also made interest-free loans to OOC as a conduit to benefit economic development projects which loans are repaid solely from monies received from third party project occupants. Loans receivable from OOC were approximately \$695,700 and \$942,300 at July 31, 2024 and 2023, respectively.

In addition, the Chief Executive Officer of the Agency serves as the Executive Director of OOC.

The Agency oversees several lending programs with funds from various Federal, State and private sources. These funds and the associated loans are subject to restrictive compliance requirements. The Agency is subject to Federal and State audit and inspection to determine compliance with contract requirements. At July 31, 2023 and 2022, the Agency had approved funding applications of approximately \$6,229,000 and \$5,677,000.

**8. Restricted Loans Receivable**

The Agency, per contractual requirements, maintains revolving economic development funds in which principal and interest repayments on current financing are a source of funds for future financing to businesses. Such fund balances are, therefore, also restricted. Balances are as follows:

	2024	2023
PILOT Economic Development Funds	\$ 2,513,042	\$ 3,015,204
HUD Funds	950,251	935,348
Micro Enterprise Funds	283,247	301,662
Intermediary Relending Programs (IRP)	767,185	549,212
Total	4,513,725	4,801,426
Less deferred inflows of resources	(1,162,686)	(1,161,594)
	\$ 3,351,039	\$ 3,639,832

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

**9. Due to Other Agencies**

The Agency acts as a conduit for the receiving and disbursing of PILOT payments. PILOT payments are remitted to the Agency and distributed to respective Agencies within 30 days of receipt. The Agency owed approximately \$91,900 and \$90,500, respectively, to other agencies at July 31, 2024 and 2023.

The Agency must calculate annually PILOT economic development funds to be returned to the County of Oswego. Any remaining cash less committed funds in excess of \$2,500,000 is required to be returned to the County. In 2024 and 2023, the calculation did not require repayment.

**10. Investments in Properties, at cost**

The Agency had previously partnered with the City of Fulton and the Fulton Community Development Agency to purchase real property in the City of Fulton. The Agency's share of the \$1,000,000 purchase price was \$254,720. Title is in the name of the Agency. The property is leased under an operating lease through September 2025. Annual rent is \$15,478 for the year ended July 31, 2023 and 2022. Rent is adjusted upward every five years based on a Consumer Price Index formula, limited to a maximum 10% increase. The Agency's share of the annual rent is \$3,869.

In July 2021, the Agency purchased approximately 190-acres of land for approximately \$1,100,000 for future expansion of the Oswego County Industrial Park.

Additionally in 2021, the Agency purchased 3-acres of land for approximately \$80,000 in the City of Fulton for development of a manufacturing start up facility.

The Agency previously acquired 14.25 acres of land in the Town of Richland. The land was sold in June 2023 for approximately \$50,000. The Agency recognized a gain on the sale of the property of approximately \$25,000 in 2023.

Additionally in July 2023, the Agency sold 0.42 acres of land in the Town of Minetto that was previously gifted to the Agency at a value of \$224. The property was sold for approximately \$7,000. The Agency recognized a gain on the sale of the property of approximately \$7,000 in 2023.

The following is a summary of the cost of the Agency's project assets for the years ended July 31, 2024 and 2023:

	Balance at July 31, 2023	Additions	Reductions	Balance at July 31, 2024
<b>Investments in Properties, at cost:</b>				
Land	\$ 1,695,477	\$ -	\$ -	\$ 1,695,477
Buildings	205,601	-	-	205,601
Project assets	<u>\$ 1,901,078</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,901,078</u>

The Agency did not incur depreciation expense in 2024 and 2023 as the land and buildings are held for future sale and are not in use.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

**11. Loans Payable**

Long-term liability balances and activity for the year are summarized below:

	Balance at July 31, 2023	Additions	Reductions	Balance at July 31, 2024	Amounts Due Within One Year
IRP loan payable	\$ 388,180	\$ -	\$ 19,794	\$ 368,386	\$ 19,993
IRP 2 loan payable	172,213	279,244	19,312	432,145	15,729
Total	<u>\$ 560,393</u>	<u>\$ 279,244</u>	<u>\$ 39,106</u>	<u>\$ 800,531</u>	<u>\$ 35,722</u>

The following is a summary of the maturity of long-term indebtedness at July 31, 2024:

Description	Date of Original Issue	Date of Final Maturity	Interest Rate	Outstanding Balance
IRP loan payable	1/11/2011	1/11/2041	1%	\$ 368,386
IRP 2 loan payable	11/8/2019	11/8/2050	1%	432,145
Total				<u>\$ 800,531</u>

The following is a summary of the maturity of long-term indebtedness:

	Loans Payable	
	Principal	Interest
Year ended July 31,		
2025	\$ 35,722	\$ 8,043
2026	36,079	7,686
2027	36,440	7,325
2028	36,804	6,960
2029	37,172	6,592
2030-2034	191,512	27,311
2035-2039	201,281	17,541
2040-2044	139,716	7,899
2045-2049	85,805	2,539
Loans payable	<u>\$ 800,531</u>	<u>\$ 91,896</u>

The Agency's loans payable are through the Intermediary Relending Program (IRP) with the United States Department of Agriculture- Rural Development. The IRP loan payable is for a loan not to exceed \$750,000 over a term of 30 years at 1% interest, with annual payments. The IRP 2 loan payable is for a loan not to exceed \$500,000 over a term of 30 years at 1% interest, with interest only payments due on the unpaid balance for the first 3 years and annual payments thereafter. In 2024 and 2023, the Agency incurred approximately \$4,700 and \$5,200, respectively, of interest expense on these loans.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

**12. Tax Abatement Programs**

The Industrial Development Agency Act (the "Act") of New York State sets forth the powers that the Agency can carry out. In accordance with the Act, the Agency was created to promote, develop, encourage and assist industrial, manufacturing, warehousing, commercial, research and recreation facilities to advance job opportunities, health, and economic welfare of the people of the State of New York. The Agency carries out its mandate by offering financial incentives to attract, retain and expand businesses within the County of Oswego. The Agency's financial assistance can include the issuance of low interest revenue bonds and exemptions from real property tax (through the use of payment in lieu of tax (PILOT) agreements), mortgage recording tax and sales and use tax.

The Agency has instituted a Uniform Tax Exemption Policy, "UTEP", on March 1, 1999, which provides guidelines for the granting of real property, mortgage recording and sales and use tax exemptions. To be eligible for financial assistance, the recipient of the financial assistance must abide by the requirements of this policy and complete an application process as instituted by the Agency. The governing board of the Agency is required to approve all financial incentive assistance requests by recipients in accordance with the UTEP.

In accordance with the New York State General Municipal Law, the Agency has instituted a Recapture Policy that is incorporated in the UTEP, which allows for the recapture of financial incentive assistance provided to recipients for failure to comply with such Recapture Policy. New York State requires a mandatory recapture of the New York State portion of sales and use taxes for recipients for which the recipient was: a) not entitled to; b) in excess of the amounts authorized by the Agency; c) for property or services not authorized by the Agency; and/or d) for a recipient that has failed to comply with material term or condition to use the property or services in the manner required by any of the project documents between the recipient and the Agency. With respect to all other financial assistance provided to the recipient, the Agency shall have the right to suspend, discontinue, recapture or terminate financial assistance to any recipient to the extent that: a) for projects that utilized local sales and use tax exemptions, the project was not entitled to such exemptions, such exemptions were in excess of the amounts authorized by the Agency, and /or such exemptions were for property or services not authorized by the Agency; b) the recipient, upon completion of their project, fails to reach and maintain at least 60% of its employment requirements for job creation and/or retention; c) significant change in the use of the facility or significant change in business activities or project applicant or operator; d) material noncompliance with the terms of the Agency transaction documents including required annual reporting on job creation and retention, sales and use tax exemption (ST-340) and payroll.

Information relevant to the disclosure of all tax abatement programs for the fiscal year ended July 31, 2024 is as follows:

Tax abatement program	August 1, 2023 - July 31, 2024
Mortgage recording tax exemption	\$ 241,125
Sales and use tax exemption	2,821,600
Payment in lieu of tax (PILOT)	13,215,761
Total taxes abated	\$ 16,278,486

PILOT exemptions represented 25.2% of what normal taxes would have been without a PILOT exemption.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Notes to the Financial Statements**

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**13. Subsequent Events**

The Agency has evaluated subsequent events through October 24, 2024, which is the date the financial statements were available to be issued. There were no events or transactions discovered during the evaluation that required further disclosure.

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Bonds Issued – A Limited Obligation of the Agency**  
**July 31, 2024**

<b>Project / Owner</b>	<b>Purpose Code</b>	<b>Issued/ Maturity Date</b>	<b>Interest Rate</b>	<b>Tax Status</b>	<b>Beginning / Ending Balances</b>	<b>Jobs Before IDA Status</b>	<b>Current Jobs</b>	<b>FY Impact Estimated Jobs Created / Retained</b>	<b>Tax Exemptions</b>	<b>PILOTS</b>
Fulton Thermal Corporation 972 Centerville Road Pulaski, NY 13142	Manufacturing	9/29/2010 10/1/2036	LIBOR rate	Exempt	7,265,000 6,920,000	223	316	23 / 293	490,627	245,313
O.H. Properties, Inc. 110 West Sixth St. Oswego, NY 13126	Civic Facility	6/29/1999 6/1/2024	3.45% - 4.02%	Exempt	165,000 -	0	0	0 / 0	-	-
O.H. Properties, Inc. 110 West Sixth St. Oswego, NY 13126	Civic Facility	6/29/1999 6/1/2024	5.37% - 5.45%	Taxable	110,000 -	0	0	0 / 0	-	-
Pathfinder Courts Norstar Dev USA, LP 1100 Emery Street Fulton, NY 13069	Civic Facility	12/27/2002 12/1/2034	2.8% above LIBOR rate	Exempt	926,573 880,213	5	7	0 / 7	-	-

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

Project / Owner	Purpose	Straight Lease End Date	Lease Amount	Jobs Before IDA Status	Current Jobs	FY Impact Estimated Jobs Created / Retained	Tax Exemptions	PILOTS
22 Crossroads LLC Riverwalk Building 159 West First St Oswego, NY 13126	Mixed Use	12/31/2045	A	0	0	0 / 0	175,871	22,000
43 North Marina 32 Weber Road West Monroe, NY 13167	Services	12/31/2036	A	4	22	0 / 22	72,375	54,427
607 Phillips Street Acquisition, LLC K + N's Foods 607 Phillips St. Fulton, New York 13069	Manufacturing	12/31/2025	A	0	36	0 / 36	43,749	22,500
Altmar Genesee, LLC Tailwater Lodge 505 East Fayette Street Syracuse, New York 13202	Lodging	12/31/2023	A	0	80	0 / 80	145,154	79,472
ASA Volney NY Solar I LLC 1232 County Route 6 Fulton, NY 13069	Solar	12/31/2042	A	0	0	0 / 0	65,055	17,850
Barton Business Properties, LLC Finger Lakes Stairs 23 Hoag Drive Phoenix, NY 13135	Manufacturing	3/31/2038	A	0	7	0 / 7	17,921	4,480
Bishop's Commons, LLC 4 Burkle Street Oswego, NY 13126	Assisted Living	12/31/2039	A	62	60	24 / 36	214,930	120,000
BJA Pulaski Bob Johnson's Auto Delaerships 3326 Maple Ave. Pulaski, NY 13142	Retail	12/31/2024	A	65	50	0 / 50	198,658	178,792
Branch Development Oswego Holiday Inn Express PO Box 390 Malone, NY 12953	Lodging	12/31/2036	A	0	14	0 / 14	202,531	81,012
Bridgewood Holdings Teti Bakery 99 Harris Street Fulton, NY 13069	Manufacturing	12/31/2033	A	0	44	9 / 35	28,013	26,012

A- Lease equal \$1.00 and/or debt service paid directly to lender

**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

Project / Owner	Purpose	Straight Lease End Date	Lease Amount	Jobs Before IDA Status	Current Jobs	FY Impact Estimated Jobs Created / Retained	Tax Exemptions	PILOTS
Camelot Lodge, LLC Cahill Building 1 West Seneca Street Oswego, NY 13126	Mixed Use	12/31/2033	A	0	0	0 / 0	15,500	6,200
Camelot Lodge, LLC YMCA Project 249 W. First Street Oswego, NY 13126	Mixed Use	12/31/2029	A	0	0	0 / 0	40,919	24,552
CF Oswego LLC 8033 State Route 104 Oswego, NY 13126	Manufacturing	12/31/2033	A	0	67	0 / 67	63,387	44,466
DePaul Oswego, LP Lock 7 Apartments 220 East First Street Oswego, NY 13126	Residential	12/31/2051	A	0	5	0 / 5	82,666	27,987
East Lake Commons 83-87 East First Street Oswego, NY 13126	Mixed Use	12/31/2051	A	0	3	0 / 3	247,997	62,424
EJ USA 132 County Route 59 Phoenix, NY 13135	Manufacturing	12/31/2038	A	0	105	7 / 98	349,410	87,352
Felix Schoeller NA 179 County Route 2A Pulaski, NY 13142	Manufacturing	12/31/2042	A	145	140	0 / 140	233,108	122,776
Filtration Lab USA Northland Filter International 249-A Mitchell Street Oswego, NY 13126	Manufacturing	12/31/2039	A	26	21	0 / 21	33,066	8,267
G&S Broadwell, Inc. Best Western Hotel & Conference Center 26 East First Street Oswego, NY 13126	Lodging	7/31/2030	A	0	28	0 / 28	475,641	91,960

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**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

<u>Project / Owner</u>	<u>Purpose</u>	<u>Straight Lease End Date</u>	<u>Lease Amount</u>	<u>Jobs Before IDA Status</u>	<u>Current Jobs</u>	<u>FY Impact Estimated Jobs Created / Retained</u>	<u>Tax Exemptions</u>	<u>PILOTS</u>
Geo Hotel Company, Inc. Clarion Hotel & Suites 70 East First Street Oswego, NY 13126	Lodging	12/31/2038	A	44	47	0 / 47	317,684	84,453
GSPP 1616 County Route 12, LLC 1614-16 County Route 12 Central Square, NY 13036	Solar	12/31/2042	A	0	0	0 / 0	81,829	15,810
Harbor View Square 1201 E Fayette St Syracuse, NY 13210	Mixed Use	12/31/2035	A	0	3	0 / 3	304,705	50,000
Hawthorn Holdings, LLC Highland Animal Hospital 12 Gertrude Drive Central Square, NY 13036	Retail	12/31/3033	A	15	25	10 15	8,445	8,316
Howland Solar LLC 5934 S. Main Street Sandy Creek, NY 13145	Solar	12/31/2039	A	0	0	0 / 0	88,524	6,890
Huhtamaki Packaging 100 State Street Fulton, NY 13069	Manufacturing	12/31/2025	A	429	375	0 / 375	485,243	251,816
iFreeze, Inc. 28 Lakeview Ave. Fulton, NY 13069	Logistics	12/31/2038	A	0	9	0 / 9	194,441	48,610
Lake Ontario Property Associates 300 State Route 104 Oswego, NY 13126	Medical	12/31/2024	A	17	35	0 / 35	66,132	63,032
Lakeside Commons, LLC 7112-7114 NYS 104 Oswego, NY 13126	Residential	12/31/2033	A	0	4	0 / 4	206,391	140,722

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**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

<u>Project / Owner</u>	<u>Purpose</u>	<u>Straight Lease End Date</u>	<u>Lease Amount</u>	<u>Jobs Before IDA Status</u>	<u>Current Jobs</u>	<u>FY Impact Estimated Jobs Created / Retained</u>	<u>Tax Exemptions</u>	<u>PILOTS</u>
LeRoi, Inc. 212-214 West Second St Oswego, NY 13126	Manufacturing	12/31/2040	A	35	38	0 / 38	17,980	4,495
Litatro Building, LLC 189 West First Street Oswego, NY 13126	Mixed Use	12/31/2044	A	0	0	0 / 0	154,998	20,000
M&A Holdings of CNY The Gardens by Morningstar PO Box 5171 Oswego, NY 13126	Assisted Living	12/31/2046	A	0	42	0 / 42	161,198	18,198
Marmon Enterprises 259 CC Road Williamstown, NY 13493	Manufacturing	12/31/2038	A	0	5	0 / 5	9,230	9,230
McIntosh Box & Pallet P.O. Box 127 East Syracuse, NY 13057	Manufacturing	12/31/2033	A	30	46	0 / 46	29,315	21,840
MDDO, LLC Eagle Beverage P.O. Box 1035 Oswego, NY 13126	Logistics	12/31/2025	A	49	118	0 / 118	71,169	56,935
Nine Mile Point Nuclear Station 348 Lake Road Oswego, NY 13126	Energy	12/31/2025	A	1000	822	0 / 822	37,622,649	30,500,000
Novelis Corporation (Falcon) 448 County Route 1A Oswego, New York 13126	Manufacturing	12/31/2033	A	217	383	0 / 383	330,749	165,374
Novelis Corporation (Hawk) 448 County Route 1A Oswego, New York 13126	Manufacturing	12/31/2035	A	217	383	0 / 383	231,524	92,610
Novelis Corporation (Scrap) 448 County Route 1A Oswego, New York 13126	Manufacturing	12/31/2035	A	217	383	0 / 383	165,374	66,150

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**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

Project / Owner	Purpose	Straight Lease End Date	Lease Amount	Jobs Before IDA Status	Current Jobs	FY Impact Estimated Jobs Created / Retained	Tax Exemptions	PILOTS
NY USLE Oswego SR 104 LLC 4535 State Route 104 Oswego, NY 13126	Solar	12/31/2043	A	0	0	0 / 0	70,992	25,000
O.H. Properties, Inc. 110 West Sixth St. Oswego, NY 13126	Healthcare	12/31/2024	A	0	0	0 / 0	9,843	9,843
Omni Richland North Solar, LLC 1388 County Route 41 Pulaski, NY 13142	Solar	12/31/2038	A	0	0	0 / 0	3,952	18,750
Omni Richland South Solar, LLC 1388 County Route 41	Solar	12/31/2038	A	0	0	0 / 0	3,985	19,375
Operation Oswego Co., Inc. Citi Education Center 44 West Bridge Street Oswego, NY 13126	Education	3/31/2025	A	0	21	0 / 21	26,197	7,359
Operation Oswego Co., Inc. Discover Day Care Center 44 West Bridge Street Oswego, NY 13126	Education	3/31/2040	A	0	8	0 / 8	28,297	3,738
Operation Oswego Co., Inc. Oswego County Business Expansion Center 44 West Bridge Street Oswego, NY 13126	Services	12/31/2050	A	0	25	0 / 25	27,900	2,668
Optex Process Solutions, Inc. 12 Harold Drive Fulton, New York 13069	Manufacturing	12/31/2033	A	3	3	0 / 3	15,582	7,791
Oswego County Federal Credit Union 90 East Bridge Street Oswego, NY 13126	Services	12/31/2026	A	6	7	0 / 7	24,305	21,826
Oswego Hamilton Homes, LLC Phase I, II, III 1201 East Fayette Street Syracuse, NY 13212	Residential	9/1/2027	A	5	5	0 / 5	203,977	22,945

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**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

Project / Owner	Purpose	Straight Lease End Date	Lease Amount	Jobs Before IDA Status	Current Jobs	FY Impact Estimated Jobs Created / Retained	Tax Exemptions	PILOTS
Oswego Lodging Group Home 2 Suites 11751 E. Corning Rd. Corning, NY 14830	Lodging	12/31/2037	A	0	12	0 / 12	220,717	88,287
OYA Pulaski LLC 7681 State Route 3 Pulaski, NY 13142	Solar	12/31/2037	A	0	0	0 / 0	67,741	17,500
Page Warehousing Oswego 42 Wire Road Oswego, NY 13126	Logistics	12/31/2038	A	0	141	0 / 141	59,535	23,814
Pathfinder Industries 117 North Third Street Fulton, NY 13069	Manufacturing	12/31/2034	A	22	20	0 / 20	23,727	12,407
Patterson Warehousing 100 Hubbard St. Fulton, NY 13069	Logistics	12/31/2024	A	6	4	0 / 4	111,804	110,812
R & D Design Associates 8182 Cranes Watch Circle Baldwinsville, NY 13027	Manufacturing	12/31/2036	A	0	5	0 / 5	14,452	11,949
R.M. Burritt Motors, Inc. 340 State Route 104 Oswego, New York 13126	Retail	12/31/2030	A	39	98	0 / 98	258,330	151,898
Red Ray Properties, LLC Biospherix 6645 Co. Rt. 17 Redfield, NY 13437	Manufacturing	12/31/2039	A	59	33	0 / 33	14,841	13,047
Salmon River Solar (Sandy Creek) Green Street Power Partners 1 Landmark Sq. Suite 301 Stamford, CT 06901	Solar	12/31/2040	A	0	0	0 / 0	101,347	6,367
S&A Holdings of CNY Maples Assisted Living Facility 453 Park Street Fulton, NY 13069	Assisted Living	12/31/2049	A	0	0	0 / 0	131,248	16,684

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**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

Project / Owner	Purpose	Straight Lease End Date	Lease Amount	Jobs Before IDA Status	Current Jobs	FY Impact Estimated Jobs Created / Retained	Tax Exemptions	PILOTS
SG Ontario Sun PV 8659 State Route 3 Sandy Creek, NY 13145	Solar	12/31/2041	A	0	0	0 / 0	5,112	11,054
Seaway Lofts Associates c/o Sutton Real Estate Co. 525 Plum Street Syracuse, New York 13204	Residential	12/31/2033	A	0	1	0 / 1	82,666	17,723
Solar City Corp. (Volney) 3055 Clearview Way San Mateo, CA 94402	Solar	12/31/2036	A	0	0	0 / 0	66,030	-
Springside at Seneca Hill 110 West Sixth Street Oswego, NY 13126	Medical	12/31/2030	A	0	13	0 / 13	103,433	24,752
SSC Oswego LLC 8341 State Route 104 Oswego, NY 13126	Solar	12/31/2041	A	0	0	0 / 0	1,116	11,444
SSC Oswego II LLC 300-400 Kocher Road Oswego, NY 13126	Solar	12/31/2042	A	0	0	0 / 0	1,513	22,950
SSC Scriba LLC 5859 State Route 104 Scriba, NY 13126	Solar	12/31/2041	A	0	0	0 / 0	120,723	17,051
Stephen Baker OD PLLC 355 West First Street Oswego, NY 13126	Medical	12/31/2029	A	0	13	3 / 10	12,937	10,019
Stevedore Lofts, LLC 317 West First Street Oswego, New York 13126	Mixed Use	12/31/2042	A	0	1	0 / 1	103,332	30,000
Tully's Good Times Family, Inc. 192 West Bridge Street Oswego, NY 13126	Retail	12/31/2024	A	0	4	0 / 4	31,950	23,000

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**COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY**  
**Schedule of Straight Leases**  
**July 31, 2024**

<u>Project / Owner</u>	<u>Purpose</u>	<u>Straight Lease End Date</u>	<u>Lease Amount</u>	<u>Jobs Before IDA Status</u>	<u>Current Jobs</u>	<u>FY Impact Estimated Jobs Created / Retained</u>	<u>Tax Exemptions</u>	<u>PILOTS</u>
MDR Properties United Wire Technologies 4693 Becker Road Brewerton, New York 13029	Manufacturing	12/31/2033	A	8	23	3 / 20	42,675	23,936
Universal Metal Works 159 Hubbard St. Fulton, NY 13069	Manufacturing	12/31/2036	A	23	29	0 / 29	104,391	64,506
Universal Properties of NY 5863 Scenic Ave Mexico, NY 13114	Education	12/31/2035	A	0	0	0 / 0	10,674	2,282
Vistra Energy Luminant - Independence 59 Independence Way Oswego, NY 13126	Energy	12/31/2029	A	0	0	0 / 0	6,630,129	5,466,666

A- Lease equal \$1.00 and/or debt service paid directly to lender



**grossman st. amour**  
CERTIFIED PUBLIC ACCOUNTANTS PLLC

**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**

**INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
County of Oswego Industrial Development Agency  
Oswego, New York

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the County of Oswego Industrial Development Agency (the Agency) as of and for the year ended July 31, 2024, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements and have issued our report thereon dated October 24, 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 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.

Our consideration of internal control over financial reporting 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, and therefore, material weaknesses may exist that have not been identified. However, as described in the accompanying schedule of deficiencies we identified certain deficiencies in internal control that we consider to be significant deficiencies.

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 entity'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. We consider the deficiencies described as item 2023-001 in the accompanying schedule of deficiencies to be significant deficiencies.

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

As part of obtaining reasonable assurance about whether the Agency's financial statements are free of 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 identified an instance of noncompliance that is required to be reported under *Government Auditing Standard* and which is the accompanying schedule of deficiencies as item 2023-002.

## **County of Oswego Industrial Development Agency's Response to Findings**

*Government Auditing Standards* requires the auditor to perform limited procedures on the Agency's response to the findings identified in our audit and described in the separate letter dated October 24, 2024. The Agency's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

## **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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*Grossman St Amour CPAs*

Syracuse, New York  
October 24, 2024



## Schedule of Deficiencies

### 2023-001 Segregation of Duties and Oversight Functions

There are a limited number of staff available on a day-to-day basis to sustain an internal control system with optimum segregations of duties. We noted a lack of adequate segregation within both the cash receipt and cash disbursement cycles. We recommend that management and those charged with governance remain vigilant in ensuring regular and timely oversight take place.

In addition, we noted that the opening of the mail and collection of cash receipts are segregated from other accounting functions and a log is maintained. We recommend this log be reconciled by an independent individual and any differences be resolved in a timely manner.

One employee also enters invoices in the general ledger system, prints checks, routes them to the appropriate signer, and prepares them for mailing. We recommend that these tasks be segregated among employees to mitigate the risk of misappropriation of cash.

#### Management's Response:

Management agrees that due to the small size of the support staff, it was difficult to sustain a system of internal controls with optimum segregation of duties. To resolve this, management has taken the following actions. First, management has developed and implemented Segregation of Duties internal procedures that properly segregates payment receipt and payment disbursement accounting functions with existing front office staff. Secondly, the Agency CFO will be directly involved in reconciliation of IDA payment receipt logs as part of the Segregation of Duties procedures.

### 2023-002 Review of Debtor's Financial Information

According to the Office of the New York State Comptroller, Industrial Development Agencies must monitor the ongoing activities of the businesses benefited by Agency involvement to ensure that they are financially capable to repay their debts and that they are either creating new jobs or retaining existing jobs. During our testing, we noted instances where the Agency had not yet received supporting documentation for the current year financial activities of the businesses benefited by the Agency, despite documented attempts to collect such information. While the Agency has improved the volume of financial information received from borrowers in comparison to past years, not all borrowers comply. We recommend ongoing pursuit of remaining financial information to ensure compliance with the Office of the New York State Comptroller.

#### Management's Response:

Management agrees that the collection and review of debtors' financial information is important in order to monitor active projects and maintain compliance with the Office of the New York State Comptroller. While the IDA support staff have documented proof of multiple attempts to collect information from all companies that received financial assistance, there are still some instances of companies not complying on a timely basis. Management has modified some procedures going forward to request information via electronic communication and to also increase the frequency of follow-up requests for information during the audit time window. Management will also include language within follow-up requests about potential consequences of the failure to comply in a timely manner. The IDA will continue to seek the remaining outstanding information required to stay in good standing.