



ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

333 WEST WASHINGTON STREET, SUITE 130, SYRACUSE, NY 13202

PHONE: 315.435.3770 • FAX: 315.435.3669 • ONGOVED.COM

Agenda Audit Committee March 9, 2021

8:00 A.M. Call to Order Meeting of the Audit Committee

1. Approval of the Minutes of the February, 9, 2021 Meeting of the Audit Committee
2. Review and Discussion of the 2020 Audit of the Agency

Committee Action Requested: A Resolution of the Committee recommending to the Board approval of the 2020 Audit of the Agency.

Representative: Mike Lisson, Grossman St. Amour

Adjourn

SUBJECT TO BOARD APPROVAL

Onondaga County Industrial Development Agency
Audit Committee Meeting Minutes
February 9, 2021

An Audit Committee meeting of the Onondaga County Industrial Development Agency was held on Tuesday, February 9, 2021 via Zoom Teleconference.

Chairperson Janice Herzog called the meeting to order at 8:02 am with the following:

PRESENT:

Janice Herzog
Patrick Hogan

ABSENT:

Susan Stanczyk

ALSO PRESENT:

Robert Petrovich, Executive Director
Nancy Lowery, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary, Agency
Jeff Davis Barclay Damon Law Firm
Amanda Mirabito, Barclay Damon Law Firm
Mike Lisson, Grossman St Amour PLLC
Victor Ianno, Board Member
Kevin Ryan, Board Member
Fanny Villarreal, Board Member
Robert Murray,
Timothy Pecci,
Glenn Mackay, OYA Camillus A & B LLC
Jeremy Speich, Harris Beach Law Firm

(Patrick Hogan shared information as to how the meeting will be conducted in light of COVID-19.)

APPROVAL OF AUDIT COMMITTEE MEETING MINUTES – DECEMBER 8, 2020

Upon a motion by Patrick Hogan, seconded by Janice Herzog, the OCIDA Audit Committee approved the minutes of the December 8, 2020 meeting. Motion was carried.

PRELIMINARY AUDIT REVIEW

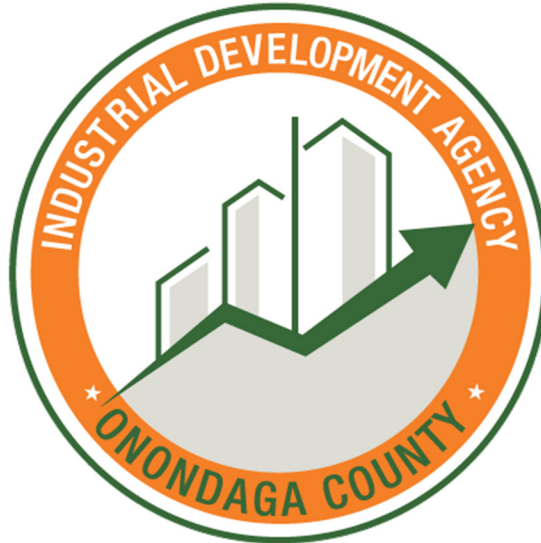
Mike Lisson stated he submitted the Audit presentation in advance of this meeting. He stated from an auditing standpoint the procedures that need to be done this year are very similar to past years. He stated

they will do a lot of substantive type tests in controls, process, cash and other areas. He stated the biggest change this year from an auditing standpoint is they have to adopt a Yellow Book Audit Standards 2018 and is basically the professional standards they follow for the Board's audits. He stated there is not a lot of major changes in how they are going to approach the audit but there is some documentation they have to do behind the scenes that further support their audit opinion. He stated the last two slides include new accounting and auditing things that are applicable to OCIDA but every single accounting standard and audit standard that was applicable was pushed off a full year due to COVID. He stated the effective date has been pushed off to 2021 for OCIDA. He stated there will be a lot of changes next year in how they present including the communications and the audit opinion. He stated it is great to be reappointed as auditors going forward and happy to be back again. He stated he is looking at a March 1 completion and communicate with the Board shortly after

Pat Hogan stated the long standing commitment of Grossman St. Amour to OCIDA is great.

Upon a motion by Patrick Hogan, seconded by Janice Herzog, the OCIDA Audit Committee adjourned the meeting at 8:07 am. Motion was carried.

Nancy Lowery, Secretary



**ONONDAGA COUNTY INDUSTRIAL
DEVELOPMENT AGENCY**

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

**FINANCIAL STATEMENTS AND
SUPPLEMENTARY INFORMATION**

December 31, 2020 and 2019

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

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INDEPENDENT AUDITOR'S REPORT

The Board of Onondaga County
Industrial Development Agency

Report on the Financial Statements

We have audited the accompanying financial statements of the Onondaga County Industrial Development Agency (the Agency), a component unit of the County of Onondaga, New York (the County), as of and for the year ended December 31, 2020, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Agency, as of December 31, 2020, and the changes in its financial position and its cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report On Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

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

The supplemental schedule of revenue bonds and other bonds (conduit debt obligations) is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplemental schedule of revenue bonds and other bonds (conduit debt obligations) is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 9, 2021, on our consideration of the Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulation, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.



Syracuse, New York
March 9, 2021

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

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

This section of the Onondaga County Industrial Development Agency's (the Agency), a discretely presented component unit of Onondaga County, New York (the County), annual financial report presents our discussion and analysis of the Agency's financial performance during the year ended December 31, 2020. It should be read in conjunction with the Agency's financial statements and accompanying notes.

FINANCIAL STATEMENTS

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

Condensed Comparative Financial Information

	Year Ended December 31,		
	2020	2019	2018
Cash and cash equivalents	\$ 5,069,972	\$ 2,206,148	\$ 2,300,977
Receivables - Onondaga County	-	1,336,998	-
Accounts receivable	269,149	833,971	753,472
Grant receivables	-	268,734	268,734
Notes receivable	-	-	2,083
Capital assets	4,502,156	4,518,424	3,634,691
Total assets	<u>9,841,277</u>	<u>9,164,275</u>	<u>6,959,957</u>
Current liabilities	<u>386,715</u>	<u>564,045</u>	<u>456,255</u>
Total liabilities	<u>386,715</u>	<u>564,045</u>	<u>456,255</u>
Net Position:			
Net investment in capital assets	4,502,156	4,518,424	3,634,691
Unrestricted	<u>4,952,406</u>	<u>4,081,806</u>	<u>2,869,011</u>
Total net position	<u>\$ 9,454,562</u>	<u>\$ 8,600,230</u>	<u>\$ 6,503,702</u>

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

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

FINANCIAL STATEMENTS (continued)

Condensed Comparative Financial Information (continued)

	Year Ended December 31,		
	2020	2019	2018
Operating revenues	\$ 2,803,839	\$ 3,550,992	\$ 1,782,767
Operating expenses	1,951,084	1,462,500	2,827,856
Operating income (loss)	852,755	2,088,492	(1,045,089)
Other revenue	1,577	8,036	9,507
Change in net position	854,332	2,096,528	(1,035,582)
Net position - beginning of year	8,600,230	6,503,702	7,539,284
Net position - end of year	\$ 9,454,562	\$ 8,600,230	\$ 6,503,702

Change in financial categories between the year ended December 31, 2020 and the year ended December 31, 2019 include the following:

- The Agency's total net position increased \$854,332. Operating revenues exceeded operating expenses by \$852,755 in the current year, a net decrease of \$1,235,737 from prior year primarily due to one-time reimbursement from Onondaga County received in 2019 for \$1,336,998 and from expenditures related to the White Pine Commerce Park which increased \$494,447 compared to 2019.
- Total operating cash increased \$2,067,195 due to current operations, which included an increase of cash from Agency fees of \$1,182,664 and \$1,336,998 from Onondaga County. The Agency spent \$458,681 more in cash on operating expenses compared to the previous year, primarily related to the White Pine Commerce Park site.
- Operating Revenues decreased \$747,153 in 2020 compared to an increase of \$1,768,225 in 2019. This was primarily due to a \$1,336,998 reimbursement from Onondaga County in 2019 which was based on a past agreement with Onondaga County. Overall Agency fees increased net \$537,343 compared to 2019. Significant Agency fees included \$1,625,000 from TC Syracuse Development Association; \$356,713 from Ultra Dairy LLC, \$316,115 from BWI Hotel Acquisitions and a write off of \$488,642 from the Morgan Baldwinsville project which was not undertaken by the project owner.
- Operating Expenses increased \$488,584 in 2020. Contractual support services with Onondaga County decreased \$242,203 while development costs for the White Pine Commerce Park increased \$489,332 compared to the previous year. In addition, new financial assistance grants were made in 2020 totaling \$225,139 to help alleviate the economic damage that small businesses experienced as a result of the COVID-19 pandemic.

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

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

Analysis of Overall Financial Position and Results of Operations

The Agency is engaged in activities to support economic growth in Onondaga County, including job creation and retention, and increasing the net wealth of the County. The Agency does not receive any general appropriations from local, county or state government to support its operations. The Agency collects revenue for its operating purposes from the issuance of bonds and straight lease transactions and from interest on investments. In the year ended December 31, 2020, the Agency received \$2,913,578 from agency and other fees, an increase of \$1,025,985 from the prior year.

The Agency's staff services are provided by the Onondaga County Office of Economic Development. The Agency compensates the County for these services based on budgeted expenses; in 2020 the expenses totaled \$413,546.

Capital Asset Administration

As of December 31, 2020, the Agency's investment in capital assets was \$4,502,156, net of depreciation. The Agency's capital assets include the White Pine Commerce Park (WPCP, formerly known as the Clay Business Park), land, buildings and equipment. WPCP is a 339 acre undeveloped industrial park in the Town of Clay. The Agency acquired the land in the park for the purpose of attracting a large commercial/industrial project in the Town of Clay. Additionally, in 2015 the Agency acquired property on North Salina Street, in the City of Syracuse, and is leasing the premises to Onondaga Community College to house a workforce development training program. Finally, the Agency continued to invest in the rehabilitation of the real property at 800 Hiawatha Blvd, also in the City of Syracuse.

Contacting the Agency's Financial Management

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

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

Statements of Net Position

ASSETS		
	<u>2020</u>	<u>2019</u>
Current Assets		
Cash and cash equivalents - unrestricted	\$ 5,069,972	2,206,148
Receivables - Onondaga County	-	1,336,998
Receivables - agency fees	47,125	611,947
Grant receivables	-	268,734
	<u>5,117,097</u>	<u>4,423,827</u>
Total current assets		
	<u>5,117,097</u>	<u>4,423,827</u>
Non-Current Assets		
Receivables - other agency fees	222,024	222,024
Capital assets, net	4,502,156	4,518,424
	<u>4,724,180</u>	<u>4,740,448</u>
Total noncurrent assets		
	<u>4,724,180</u>	<u>4,740,448</u>
Total assets	<u>\$ 9,841,277</u>	<u>\$ 9,164,275</u>
LIABILITIES and NET POSITION		
Current Liabilities		
Accounts payable	\$ 252,875	\$ 56,193
Due to Onondaga County	-	312,981
Due to other governments	108,840	194,871
Deposits	25,000	-
	<u>386,715</u>	<u>564,045</u>
Total liabilities		
	<u>386,715</u>	<u>564,045</u>
Net investment in capital assets	<u>4,502,156</u>	<u>4,518,424</u>
Unrestricted Net Position	<u>4,952,406</u>	<u>4,081,806</u>
	<u>9,454,562</u>	<u>8,600,230</u>
Total net position	<u>\$ 9,841,277</u>	<u>\$ 9,164,275</u>

The accompanying notes are an integral part of these financial statements

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

Statements of Revenues, Expenses and Changes in Net Position

	Year Ended December 31,	
	2020	2019
Operating Revenue:		
Agency and other fees	\$ 2,424,936	1,887,593
Reimbursement - Onondaga County	-	1,336,998
Pass-through income	120,340	2,910
Rent income	11,000	13,750
Grant revenue	241,225	130,119
Other income	6,338	179,622
Total operating revenues	<u>2,803,839</u>	<u>3,550,992</u>
Operating Expenses:		
Contractual support services - Onondaga County	413,546	655,749
General and administrative	330,589	278,994
Development costs	501,806	235,393
Financial assistance grants	225,139	-
Service contracts	-	12,500
Pass-through expense	120,340	2,910
Depreciation expense	16,268	16,267
Professional fees	329,264	240,980
Other expenses	6,874	5,703
Seminars and meetings	7,258	14,004
Total operating expenses	<u>1,951,084</u>	<u>1,462,500</u>
Operating Income	<u>852,755</u>	<u>2,088,492</u>
Non-Operating Income:		
Interest income	<u>1,577</u>	<u>8,036</u>
Change in Net Position	854,332	2,096,528
Net Position - beginning of the year	<u>8,600,230</u>	<u>6,503,702</u>
Net Position - end of year	<u><u>\$ 9,454,562</u></u>	<u><u>\$ 8,600,230</u></u>

The accompanying notes are an integral part of these financial statements

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

Statements of Cash Flows

	Years Ended December 31,	
	2020	2019
Cash Flows from Operating Activities		
Cash received for agency and other fees	\$ 2,989,758	\$ 1,807,094
Cash received for grants	509,959	130,119
Cash received for rent and other fees	17,338	193,372
Cash received and due to other governments	1,250,966	111,560
Cash received for deposit	25,000	-
Cash paid for economic development	(457,628)	(235,393)
Cash paid for service contracts	-	(12,500)
Cash paid for contractual support services	(726,527)	(655,749)
Cash payments for professional services	(190,752)	(237,590)
Cash payments for general and administrative expenses	(345,449)	(286,334)
Cash payment for financial assistance grants	(196,287)	-
Cash payments for other operating expenses	(6,873)	(5,703)
Cash paid for seminars and meetings	(7,258)	(13,824)
Net cash flows from operating activities	<u>2,862,247</u>	<u>795,052</u>
Cash Flows from Capital and Related Financing Activities		
Purchases of capital assets	-	(900,000)
Net cash flows from capital and related financing activities	<u>-</u>	<u>(900,000)</u>
Cash Flows from Investing Activities		
Net change in notes receivable	-	2,083
Net cash flows from investing activities	<u>-</u>	<u>2,083</u>
Cash Flows from Noncapital Financing Activities		
Net cash received for interest on notes outstanding	1,577	8,036
Net cash flows from financing activities	<u>1,577</u>	<u>8,036</u>
Change in Cash and Cash Equivalents	2,863,824	(94,829)
Cash and Cash Equivalents - beginning of year	2,206,148	2,300,977
Cash and Cash Equivalents - end of year	<u>\$ 5,069,972</u>	<u>\$ 2,206,148</u>

The accompanying notes are an integral part of these financial statements

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

Statements of Cash Flows (continued)

	Years Ended December 31,	
	2020	2019
Reconciliation of Operating Income to Net Cash Flows From		
Operating Activities:	\$ 852,755	\$ 2,088,492
Operating Income		
Adjustment to reconcile operating income to net cash		
flow from operating activities:		
Depreciation	16,268	16,267
Agency fee write off	488,642	-
Changes in:		
Accounts receivable	76,180	(80,499)
Receivables - Onondaga County	1,336,998	(1,336,998)
Grant receivable	268,734	-
Accounts payable	196,682	(37,494)
Due to Onondaga County	(312,981)	33,724
Due to other governments	(86,031)	111,560
Deposits	25,000	-
Net cash flows from operating activities	\$ 2,862,247	\$ 795,052

The accompanying notes are an integral part of these financial statements

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

Notes to Financial Statements

1. Organization

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

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

2. Summary of Significant Accounting Policies

Measurement Focus and Basis of Accounting

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

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

Estimates

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

Income Tax Status

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

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

Notes to Financial Statements

2. Summary of Significant Accounting Policies (continued)

Cash and Cash Equivalents

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

Accounts Receivable

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

Management did not believe an allowance for doubtful accounts was necessary at December 31, 2020 and 2019.

Capital Assets

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

Pollution Remediation Obligations

Pollution remediation obligation are obligations to address the current or potential detrimental effects of existing pollution by participating in pollution remediation activities. Obligations to clean up spills of hazardous wastes or hazardous substances and obligations to remove contamination such as asbestos are pollution remediation obligations. Pollution remediation activities may include the following: (1) pre-cleanup activities, such as site assessments and site investigations, (2) cleanup activities, (3) government oversight and enforcement-related activities and (4) operation and maintenance of the remedy, including postremediation monitoring. Pollution remediation outlays including outlays for property, plant and equipment are expensed when a liability is incurred. The Agency will capitalize certain pollution remediation outlays for properties for which it anticipates a future sale. The Agency will only capitalize amounts that would result in the carrying amount of the property to not exceed its estimated fair value upon completion of the remediation. The Agency currently has a parcel of land with known pollution and is currently performing various remediation activities. The carrying amount of this parcel of land is \$604,840 as of December 31, 2020 and 2019.

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

Notes to Financial Statements

2. Summary of Significant Accounting Policies (continued)

Operating Revenues and Non-operating Revenues

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

Revenue Recognition

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

Net Position

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

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

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

3. Financial Assistance Program

The Agency provided grants to small businesses and not-for-profit corporations for the purpose of acquiring personal protective equipment (PPE) and/or installing fixtures necessary to prevent the spread of COVID-19 in accordance with New York State General Municipal Law (GML) enacted in June 2020. The grants cannot exceed \$10,000 and must meet eligibility criteria as described in GML. The total amount of grants disbursed was \$196,287 for the year ended December 31, 2020. An additional \$28,852 of grants remain payable at December 31, 2020.

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

Notes to Financial Statements

4. Tax Abatement Programs

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

The Agency has instituted a Uniform Tax Exemption Policy ("UTEP") (last revised 9/15/20) which provides guidelines for the granting of real property, mortgage recording, and sales and use tax exemptions. To be eligible for financial assistance, the recipient of the financial assistance must abide by the requirements of this policy and complete an application process as instituted by the Agency.

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

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

Notes to Financial Statements

4. Tax Abatement Programs (continued)

The Agency has not made any commitments as part of the agreements other than to reduce taxes. The Agency has chosen to disclose information about its tax abatement agreements individually. The Agency has listed all of its projects that were approved for the periods ended December 31, 2020 and 2019:

Project	December 31, 2020			
	Abatement			Total
	Mortgage	Sales	PILOT	
629 LeMoyne Manor LLC	\$ 90,000	\$ 438,240	\$ 1,052,604	\$ 1,580,844
Abundant Solar Power	34,498	345,576	96,249	476,323
Cicero Energy Storage I LLC	68,618	768,000	211,569	1,048,187
Cicero Energy Storage II LLC	68,938	768,000	64,074	901,012
Empire Polymer Holdings LLC & Empire Polymer Solutions LLC	42,264	570,817	1,829,919	2,443,000
Milton CAT	187,000	1,040,000	-	1,227,000
OYA Church Road A LLC	-	361,800	1,299,751	1,661,551
SSC Lysander LLC	-	-	905,855	905,855
Taft Solar LLC	-	169,920	835,265	1,005,185
Tessy Plastic 2020 Elbridge Expansion	-	323,600	802,663	1,126,263
Tracey Road Equipment Inc.	29,250	160,000	124,912	314,162
Ultra Dairy LLC	-	400,000	224,336	624,336
	<u>\$ 520,568</u>	<u>\$ 5,345,953</u>	<u>\$ 7,447,197</u>	<u>\$ 13,313,718</u>

Project	December 31, 2019			
	Abatement			Total
	Mortgage	Sales	PILOT	
Abundant Solar Power	\$ -	\$ 76,366	\$ 5,497	\$ 81,863
TC Syracuse Development Associates, LLC	1,687,500	20,000,000	49,084,564	70,772,064
The Widewaters Group Inc.	129,097	806,620	685,589	1,621,306
Baldwinsville Housing Preservation	-	395,000	-	395,000
BWI Hotel Acquisitions I, LLC	122,895	1,784,601	5,299,279	7,206,775
Flex Hose Co., Inc.	10,425	20,000	307,195	337,620
Cryomech, Inc.	84,000	550,000	747,974	1,381,974
VIP True North	22,763	131,280	-	154,043
	<u>\$ 2,056,680</u>	<u>\$ 23,763,867</u>	<u>\$ 56,130,098</u>	<u>\$ 81,950,645</u>

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

Notes to Financial Statements

5. Deposits with Financial Institutions and Investments

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

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

Interest Rate

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

Credit Risk

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

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

Custodial Credit Risk

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

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

Notes to Financial Statements

5. Deposits with Financial Institutions and Investments (continued)

The Agency restricts the securities to the following eligible items:

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

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

The Agency maintained cash balances of approximately \$5,069,972 and \$2,206,148 in cash and cash equivalents at December 31, 2020 and 2019, respectively, with financial institutions insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per bank for interest bearing and non-interest bearing accounts. The remaining balance was collateralized by a third party in accordance with New York State General Municipal Law, Section 10 and the Agency's policies.

6. Capital Assets

Capital asset activity for the year ended December 31, 2020 was as follows:

	Beginning Balance	Increases	Decreases	Ending Balance
Non depreciable land:				
White Pine Commerce Park	\$ 3,327,146	\$ -	\$ -	\$ 3,327,146
435 North Salina	17,084	-	-	17,084
800 Hiawatha	604,840	-	-	604,840
Subtotal	<u>3,949,070</u>	<u>-</u>	<u>-</u>	<u>3,949,070</u>
Depreciable:				
Buildings	634,422	-	-	634,422
Furniture and Fixtures	2,862	-	-	2,862
Subtotal	<u>637,284</u>	<u>-</u>	<u>-</u>	<u>637,284</u>
Total capital assets	<u>4,586,354</u>	<u>-</u>	<u>-</u>	<u>4,586,354</u>
Accumulated depreciation:				
Buildings	65,068	16,268	-	81,336
Furniture and Fixtures	2,862	-	-	2,862
Total	<u>67,930</u>	<u>16,268</u>	<u>-</u>	<u>84,198</u>
Net capital assets	<u>\$ 4,518,424</u>	<u>\$ (16,268)</u>	<u>\$ -</u>	<u>\$ 4,502,156</u>

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

Notes to Financial Statements

6. Capital Assets (continued)

Capital asset activity for the year ended December 31, 2019 was as follows:

	Beginning Balance	Increases	Decreases	Ending Balance
Non depreciable land:				
White Pine Commerce Park	\$ 2,427,146	\$ 900,000	\$ -	\$ 3,327,146
435 North Salina	17,084	-	-	17,084
800 Hiawatha	604,840	-	-	604,840
Subtotal	<u>3,049,070</u>	<u>900,000</u>	<u>-</u>	<u>3,949,070</u>
Depreciable:				
Buildings	634,422	-	-	634,422
Furniture and Fixtures	2,862	-	-	2,862
Subtotal	<u>637,284</u>	<u>-</u>	<u>-</u>	<u>637,284</u>
Total capital assets	<u>3,686,354</u>	<u>900,000</u>	<u>-</u>	<u>4,586,354</u>
Accumulated depreciation:				
Buildings	48,801	16,267	-	65,068
Furniture and Fixtures	2,862	-	-	2,862
Total	<u>51,663</u>	<u>16,267</u>	<u>-</u>	<u>67,930</u>
Net capital assets	<u>\$ 3,634,691</u>	<u>\$ 883,733</u>	<u>\$ -</u>	<u>\$ 4,518,424</u>

The Agency owns the White Pine Commerce Park, which is a business park located in the Town of Clay, northern Onondaga County. The Agency is developing the business park to be a build-ready site suitable for an array of local and global market sectors. Costs incurred of \$797,838 during 2020 were expensed as incurred in accordance with GASB No. 62.

7. Agency-Induced Financings

The total amount of industrial development, civic facility and pollution control financing issued through the Agency outstanding as of December 31, 2020 amounted to approximately \$92,877,101. These financing obligations are not obligations of the Agency as the Agency acts a conduit for the obligations. The Agency does not have the obligation to repay the principal and interest of such obligations, as such, the obligations are not reflected as long-term obligations of the Agency.

8. Due to Onondaga County

The Agency will reimburse the County for a portion of the cost of operation of the Onondaga County Office of Economic Development. In exchange for this funding, the staff of the office provides operational and project implementation support services for the Agency. Maximum funds committed by the Agency were \$413,546 and \$655,749 for the years ended December 31, 2020 and 2019, respectively. The Agency owed \$0 and \$312,981 to the County at December 31, 2020 and 2019, respectively.

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

Notes to Financial Statements

9. Property Leases and Bonds Payable

In accordance with its corporate purpose, the Agency has issued bonds to promote and develop various businesses within the County. The Agency holds legal title to the properties, under which such bonds were issued in order for business to acquire or renovate various facilities. The Agency's primary function is to arrange financing between borrowing companies and bondholders (conduit debt). For providing this service, the Agency receives administration fees from the borrowing companies. Total bonds outstanding were \$92,877,101 and \$123,213,466 at December 31, 2020 and 2019, respectively, which represent non-recourse debt of the Agency. The Agency does not have the obligation to repay the principal and interest of such obligations, as such, the obligations are not reflected as long-term obligations of the Agency.

10. Payments in Lieu of Taxes Agreements (Pilot)

The Agency has entered into PILOT agreements with various companies whereas the company will make annual payments in lieu of taxes to the Agency and the Agency will remit the annual payments to the appropriate tax jurisdictions. The Agency records a liability for any amounts paid by companies to the Agency but not distributed to the tax jurisdictions as of yearend. A total of \$10,278,220 and \$9,764,690 of PILOT payments passed through the Agency for the years ended 2020 and 2019, respectively. Total due to other governments was \$108,840 and \$194,871, respectively at December 31, 2020 and 2019.

11. Operating Lease

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

12. Concentration of Credit Risk

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

13. Subsequent Events

In preparing the financial statements, management of the Agency has evaluated events and transactions for potential recognition or disclosure through March 9, 2021, the date the financial statements were available to be issued. There were no additional events or transactions that were discovered during the evaluation that required further disclosure.

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

Supplemental Schedule of Revenue Bonds and Other Bonds (Conduit Debt Obligations)
For the Year Ended December 31, 2020

Project Number	Description of Financing	Closing Date	Interest at issuance	Current Interest Rate	Bonds Outstanding at January 1, 2020	Incurred During 2020	Paid During 2020	Bonds Outstanding at December 31, 2020	Term Ending Date
3101-06-10-C	OCIDA Pollution Control Revenue Bonds (Anheuser-Busch Project) 2006 Series B	July 21, 2006	4.95%		\$ 2,200,000	\$ -	\$ -	\$ 2,200,000	7/1/2036
3101-94-01A	OCIDA Sewage Facilities Revenue Bonds (Bristol-Myers Squibb Company Project) Series 1994	March 29, 1994	5.75%		35,000,000	-	-	35,000,000	3/1/2024
3101-99-12A	OCIDA Multi-Mode Civic Facility Variable Rate Revenue Bonds (The Christian Brothers Academy of Syracuse, New York Project) Series 1999A	November 1, 2010	5.00%	5.00%	345,000	-	345,000	-	6/30/2020
3101-95-01A	OCIDA Civic Facility Revenue Bonds (Discovery Center of Science and Technology Project) Series 1995	July 1, 1995	4.00%		2,978,000	-	-	2,978,000	7/1/2025
3101-07-16A	OCIDA Variable Rate Demand Industrial Development Revenue Bonds (G.A. Braun, Inc. Project) Series 2007	December 20, 2007	2.27%	2.01%	5,540,000	-	270,000	5,270,000	6/1/2034
3101-15-08B	OCIDA Multi-Modal Revenue Bonds (G.A. Braun, Inc. Project) Series 2015A	December 15, 2015	2.03%	2.58%	2,847,000	-	-	2,847,000	12/1/2041
3101-15-08B	OCIDA Multi-Modal Revenue Bonds (G.A. Braun, Inc. Project) Series 2015B (Taxable)	December 15, 2015	2.97%	3.74%	2,183,760	-	298,781	1,884,979	12/1/2026
Subtotal					\$ 51,093,760	\$ -	\$ 913,781	\$ 50,179,979	

The accompanying notes are an integral part of these financial statements

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

Supplemental Schedule of Revenue Bonds and Other Bonds (Conduit Debt Obligations)
For the Year Ended December 31, 2020

Project Number	Description of Financing	Closing Date	Interest at issuance	Current Interest Rate	Bonds Outstanding at January 1, 2020	Incurred During 2020	Paid During 2020	Bonds Outstanding at December 31, 2020	Term Ending Date
3101-07-05C	OCIDA Variable Rate Demand Industrial Development Revenue Bonds (ICM Controls Corp. Project) Series 2007	December 20, 2007	6.30%	2.10%	2,215,000	-	295,000	1,920,000	12/1/2027
3101-04-11A	OCIDA Civic Facility Revenue Bonds (Manlius Library Project) Series 2005	April 28, 2005	4.00%	4.63%	875,000	-	65,000	810,000	12/15/2029
3101-07-13A	OCIDA Civic Facility Revenue Bonds (Marcellus Free Library Project) Series 2007	June 29, 2007	4.00%	4.13%	1,250,000	-	135,000	1,115,000	6/1/2027
3101-03-07A	OCIDA Civic Facility Revenue Bonds (Minoa Free Library Project) Series 2004A	February 1, 2004	5.00%	5.38%	625,000	-	30,000	595,000	2/1/2034
3101-07-21A	OCIDA Civic Facility Revenue Bonds (Onondaga Free Library Project) Series 2008	March 1, 2008	4.00%	5.13%	2,225,000	-	75,000	2,150,000	3/1/2037
3101-02-01A	OCIDA Civic Facility Revenue Bonds (Salina Free Library Project) Series 2002A	December 1, 2002	5.20%	5.68%	390,000	-	45,000	345,000	12/1/2026
3101-96-11A	OCIDA Revenue Bonds (Syracuse Research Corporation Project) Series 1997	December 1, 1997	7.70%	1.76%	1,010,000	-	-	1,010,000	12/1/2021
3101-05-15B	OCIDA Variable Rate Demand Civic Facility Revenue Bonds (Syracuse Research Corporation Project) Series 2005	December 14, 2005	7.70%	1.76%	10,160,000	-	1,210,000	8,950,000	12/1/2031
3101-06-11B	OCIDA Variable Rate Demand Civic Facility Revenue Bonds (Syracuse Home Association Project) Series 2007	June 21, 2007	4.00%	4.00%	8,380,000	-	295,000	8,085,000	6/30/2027
Subtotal					\$ 27,130,000	\$ -	\$ 2,150,000	\$ 24,980,000	

The accompanying notes are an integral part of these financial statements

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

Supplemental Schedule of Revenue Bonds and Other Bonds (Conduit Debt Obligations)
For the Year Ended December 31, 2020

Project Number	Description of Financing	Closing Date	Interest at issuance	Current Interest Rate	Bonds Outstanding at January 1, 2020	Incurred During 2020	Paid During 2020	Bonds Outstanding at December 31, 2020	Term Ending Date
3101-15-04A	OCIDA Tax-exempt Multi-Modal Revenue Bonds (Syracuse Label Co., Inc. Project) Series 2015 (reissued)	November 16, 2016	1.92%		5,555,126	-	379,984	5,175,142	12/1/2041
3101-07-19A	OCIDA Civic Facility Variable Rate Revenue Bonds (Syracuse University Project) Series 2008	January 30, 2008	6.90%	1.70%	26,225,000	-	26,225,000	-	7/1/2037
3101-02-08A	OCIDA Multi-Modal Variable rate Civic Facility Revenue Bonds (YMCA of Greater Syracuse, Inc. Project) Series 2003A	November 9, 2003			3,425,000	-	490,000	2,935,000	11/1/2025
3101-17-04B	OCIDA Tax-exempt Revenue Bonds (Old Thompson Road, LLC Project) Series 2017A/B	December 1, 2017		2.87%	9,824,580	-	217,600	9,606,980	12/1/2042
	Carryforward subtotal - page 20				\$ 51,093,760	\$ -	\$ 913,781	\$ 50,179,979	
	Carryforward subtotal - page 21				27,130,000	-	2,150,000	24,980,000	
	Grand Total				\$ 123,253,466	\$ -	\$ 30,376,365	\$ 92,877,101	

The accompanying notes are an integral part of these financial statements

Onondaga County Industrial Development Agency

Annual Meeting

March 9, 2021

Michael Lisson, CPA, CITP Partner

Agenda

- REQUIRED COMMUNICATIONS
- ANNUAL FINANCIAL INFORMATION
 - FINANCIAL STATEMENTS
 - INVESTMENT POLICY COMPLIANCE
 - REPORT ON INTERNAL CONTROL & OTHER COMPLIANCE
- OTHER INFORMATION

Required Communications

- **Required by Generally Accepted Governmental Auditing Standards (GAGAS)**
- **AU-C Section 260, The Auditor's Communication with Those Charged with Governance**
- **Those Charged with Governance**
 - Responsible for overseeing strategic direction of entity
 - Responsible for obligations related to accountability
 - Oversees the financial reporting process, including internal controls

Required Communications (continued)

- **Qualitative aspects of significant accounting practices**
 - The notes to financials describes significant accounting practices
 - Pollution remediation obligations (note 2)
 - Financial assistance program (note 3)
 - Tax abatement programs (note 4)
 - Property leases and bonds payable (conduit debt) (note 10)
 - Significant estimates
 - Depreciable lives (5 to 39 years)
 - Pollution remediation obligations
 - Financials and notes are fairly consistent with prior year and are fairly presented.
- **Difficulties encountered in performing the audit**
 - None. Management is well prepared and was extremely helpful in assisting and preparing information for the audit

Required Communications

(continued)

- **Uncorrected and corrected misstatements**
 - There were no uncorrected misstatements that were not recorded by management
 - One minor entry related to depreciation expense of \$16,268

Required Communications (continued)

- **Disagreements with management**
 - None to report
- **Management Representations**
 - Letter dated March 9, 2021
- **Management Consultations with Other Independent Accountants**
 - No consultations have been noted
- **Compliance with All Ethics Requirements regarding independence**
 - Appropriate safeguards applied to eliminate/reduce identified threats to independence, primarily related to non-audit services provided. Non-audit services include:
 - Preparation of the financial statements (deemed a “significant threat”)
- **Planned Scope and Timing**
 - No significant changes to scope or timing previously communicated with you
- **Other Audit Findings or Issues**
 - None to report

Annual Financial Information

Financial Statements

- **Unmodified (“clean”) audit opinion (pgs 1-3)**
 - Report on required supplementary information (RSI)
 - Other information
- Management’s Discussion and Analysis (pgs 4-6)
- Statements of Net Position (pg 7)
- Statements of Revenues, Expenses & Changes in Net Position (pg 8)
- Statements of Cash Flows (pgs 9-10)
- Notes to financial statements (pgs 11-19)
- **Supplemental Schedule (NYS requirement) (pgs 20-22)**

Annual Financial Information

Net Position Summary

	Year Ended December 31,		
	2020	2019	2018
Cash and cash equivalents	\$ 5,069,972	\$ 2,206,148	\$ 2,300,977
Receivables - Onondaga County	-	1,336,998	-
Accounts receivable	269,149	833,971	753,472
Grant receivables	-	268,734	268,734
Notes receivable	-	-	2,083
Capital assets	4,502,156	4,518,424	3,634,691
Total assets	9,841,277	9,164,275	6,959,957
Current liabilities	386,715	564,045	456,255
Total liabilities	386,715	564,045	456,255
Net Position:			
Net investment in capital assets	4,502,156	4,518,424	3,634,691
Unrestricted	4,952,406	4,081,806	2,869,011
Total net position	\$ 9,454,562	\$ 8,600,230	\$ 6,503,702

Annual Financial Information

Change in Net Position Summary

	Year Ended December 31,		
	2020	2019	2018
Operating revenues	\$ 2,803,839	\$ 3,550,992	\$ 1,782,767
Operating expenses	1,951,084	1,462,500	2,827,856
Operating income (loss)	852,755	2,088,492	(1,045,089)
Other revenue	1,577	8,036	9,507
Change in net position	854,332	2,096,528	(1,035,582)
Net position - beginning of year	8,600,230	6,503,702	7,539,284
Net position - end of year	\$ 9,454,562	\$ 8,600,230	\$ 6,503,702

Annual Financial Information

Financial Highlights

- Operating Revenues **decreased \$747,153** in 2020 compared to an increase of \$1,768,225 in 2019. This was primarily due to a \$1,336,998 reimbursement from Onondaga County in 2019 which was based on a past agreement with Onondaga County.
 - Overall Agency fees **increased net \$537,343** compared to 2019. Significant Agency fees included \$1,625,000 from TC Syracuse Development Association; \$356,713 from Ultra Dairy LLC, \$316,115 from BWI Hotel Acquisitions and a write off of \$488,642 from the Morgan Baldwinsville project which was not undertaken by the project owner.
- Operating Expenses **increased \$488,584** in 2020. Contractual support services with Onondaga County decreased \$242,203 while development costs for the White Pine Commerce Park increased \$489,332 compared to the previous year.
 - In addition, new financial assistance grants were made in 2020 totaling **\$225,139** to help alleviate the economic damage that small businesses experienced as a result of the COVID-19 pandemic.

Annual Other Reporting

- Investment Policy Compliance
 - Required by NYS Public Authorities Law section 2925
 - No non-compliance matters noted or identified
- Report on Internal Control over Financial Reporting and on Compliance and Other Matters
 - No material weaknesses or non-compliance matters noted



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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

To the Board of Directors
Onondaga County Industrial Development Agency

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 business-type activities of Onondaga County Industrial Development Agency as of and for the year ended December 31, 2020, and the related notes to the financial statements, which collectively comprise the Onondaga County Industrial Development Agency's basic financial statements, and have issued our report thereon dated March 9, 2021.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Onondaga County Industrial Development Agency's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Onondaga County Industrial Development Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Onondaga County Industrial Development Agency's internal control.

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

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 over financial reporting that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Onondaga County Industrial Development Agency's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity'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.



Syracuse, New York
March 9, 2021

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

POSITIVE ASSURANCE REPORT OVER INVESTMENT PRACTICES

December 31, 2020



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CERTIFIED PUBLIC ACCOUNTANTS PLLC

INDEPENDENT ACCOUNTANT'S REPORT

To the Board of Directors
Onondaga County Industrial Development Agency

We have examined management's assertion, herein, that the Onondaga County Industrial Development Agency's (the Agency) compliance with the New York State Public Authorities Law section 2925 applicable to the Agency's adoption of comprehensive investment guidelines for the year ended December 31, 2020. Management is responsible for the Agency's assertion. Our responsibility is to express an opinion on management's assertion about the Agency's compliance with the specified requirements based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and the standards applicable to attestation engagements contained in Government Auditing Standards issued by the Comptroller General of the United States. Those standards require that we plan and perform the examination to obtain reasonable assurance about whether management's assertion about compliance with the specified requirements is fairly stated, in all material respects. The nature, timing, and extent of the procedures selected depend on our judgment, including an assessment of risks of material misstatement of management's assertion, whether due to fraud or error. In making an assessment of the risks of material misstatement, the practitioner considered and obtained an understanding of internal control relevant to the subject matter in order to design procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of internal control. Accordingly, no such opinion is expressed. We believe that the evidence we obtained is sufficient and appropriate to provide a reasonable basis for our opinion.

Our examination does not provide a legal determination on the Corporation's compliance with the specified requirements.

In our opinion, the Agency complied, in all material respects, with the aforementioned requirements for the year ended December 31, 2020.

This report is intended solely for the information and use of management, the audit committee and Board of Directors, others within the Agency, and for compliance with the New York State Public Authorities Law and is not intended to be and should not be used by anyone other than these specified parties.

Syracuse, New York
March 9, 2021



**ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
POSITIVE ASSURANCE REPORT**

I) Designation of Depositories

The Agency authorizes certain depository banks up to a maximum amount of \$10,000,000.

Management's Assertion:

The Agency complied with the requirement as of December 31, 2020.

II) Purchase of Investments

- The Agency's purchase of investments policy requires that all purchased obligations shall be purchased through, delivered to and held in the custody of a bank or trust company. Any obligation held in the custody of a bank or trust company shall be held pursuant to a written custodial agreement as described in General Municipal Law (GML), §10.
- The Agency's permitted investments include: (a) special time deposit accounts in an authorized banking depository or trust company secured in the same manner prescribed by General Municipal Law §10; (b) Certificates of Deposit; (c) obligations of the United States of America; (d) obligations guaranteed by agencies of the United States of America, where the payment of principal and interest is guaranteed by the United States of America; (e) obligations of the State of New York; (f) obligations issued pursuant to Local Finance Law §24 or §25 (RANs & TANs) of municipalities, school districts or district corporations; and (g) obligations of public benefit corporations, public housing authorities and urban renewal agencies.

Management's Assertion:

The Agency complied with the requirement as of December 31, 2020.

III) Collateralizing Deposits

All deposits of the Agency in excess of the amount insured under the provisions of the Federal Deposit Insurance Act shall be secured by eligible collateral. Eligible collateral consists of any one, or combination, of the following: a. by a pledge of eligible securities with an aggregate market value as provided by GML §10, equal to the aggregate amount of deposits; b. by an eligible surety bond payable to the Agency for an amount at least equal to 100% of the aggregate amount of deposits and the agreed upon interest, if any, executed by an insurance company authorized to do business in New York State, whose claims-paying ability is rated in the highest rating category by at least two nationally recognized statistical rating organizations.

Management's Assertion:

The Agency complied with the requirement as of December 31, 2020.

IV) Diversification

The Agency will diversify its deposits and investments by financial institution, by investment instrument, and by maturity scheduling.

Management's Assertion:

The Agency complied with the requirement as of December 31, 2020.

**ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
POSITIVE ASSURANCE REPORT**

V) Standards for Qualifications of Investment Bankers, Brokers & Other Investment Advisors

The Agency shall maintain a list of financial institutions and dealers approved for investment purposes and establish appropriate limits to the amount of investments, which can be made with each financial institution or dealer.

Management's Assertion:

The Agency complied with the requirement as of December 31, 2020.

VI) Operations, Audit and Reporting

The treasurer, assistant treasurer or other staff member shall provide a monthly investment review to the Agency, noting the inventory of existing investments, new investments and the selection of investment bankers, brokers, agents, dealers or auditors.

Management's Assertion:

The Agency complied with the requirement as of December 31, 2020.