

COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY

5 Warren Street, Suite 210
Glens Falls, New York 12801

Phone: (518) 792-1312

A special joint meeting of the **Audit & Finance Committees**, comprised of five members serving for both the Counties of Warren and Washington Industrial Development Agency was held on Monday, March 30, 2020 via teleconference. The following were:

<i>PRESENT:</i>	Michael Bittel	Committee Chairman
	Virginia Sullivan	Committee Member
	Mike Wild	Committee Member
	Dave O'Brien	Alternate Member
	Lester Losaw	CEO/CFO
	Alie Weaver	Office Administrator

Mrs. Weaver took the minutes of the meeting and Mr. Bittel called the joint meeting to order at 3:50 pm.

Review of Job Counts for YE 2019:

Mr. Bittel presented the annual job counts as reported by the projects for year end 2019 from the Summary Report from the projects. The Committee reviewed the spreadsheet and Mr. O'Brien noted Ray Terminals was at .8 less then 80% however they are located in an empire zone therefore job counts can be waived due to the distressed area.

Mr. Losaw made a motion to accept the 2019 job counts, Mr. Wild seconded.

Roll call vote results:

Voting:	Ayes	Nays	Abstain	Absent
Dave O'Brien	x			
Michael Bittel	x			
Ginny Sullivan	x			
Lester Losaw	x			
Mike Wild	x			

Review of 2019 Audit and Financial Statement:

Mr. Bittel presented the 2019 Audit and Financial Statement as prepared by WDR. The Committee reviewed the report and there being no questions or concerns Mr. O'Brien made a motion to accept the 2019 audit and financial statement and Ms. Sullivan seconded.

Roll call vote results:

Voting:	Ayes	Nays	Abstain	Absent
Dave O'Brien	x			
Michael Bittel	x			
Ginny Sullivan	x			
Lester Losaw	x			
Mike Wild	x			

Review of PARIS annual report:

Mr. Bittel presented the 2019 annual report from PARIS. The Committee reviewed the report and there being no questions or concerns Mr. O'Brien made a motion to accept the 2019 PARIS annual report and Mr. Wild seconded.

Roll call vote results:

Voting:	Ayes	Nays	Abstain	Absent
Dave O'Brien	x			
Michael Bittel	x			
Ginny Sullivan	x			
Lester Losaw	x			
Mike Wild	x			

Adjournment:

There being no further business Mr. Wild made a motion to adjourn and Mr. Losaw seconded and the meeting was adjourned at 3:50.

WWIDA Projects:		Project	Projected
FTE Job Counts	started	FT Jobs per appl.	YE 2019
18 Hospitality (Holiday Inn Exp)	2016	12	25
354 Broadway (Market 32 FE)	2016	81	110
Aviation Hospitality	2017	27	24
BBL Tribune	2008	364	Completed
Boats by George	2014	5	21
Firetek Sprinkler Systems	2018	7	2
Ft. Hudson Residences	2000	2	3
Greenwich Preservation	2018	25	0
HF Park Properties	2012	15	56
ICC4 West Main	2014	14	58
Irving Consumer Products	2009	278	343
J & C Property Holdings	2013	11	12
Kenny Dittrich Amherst	2015	59	Completed
LG Plaza LLC/Pr Chopper LG	2013	55	122
Mohawk Industrial Werks	2016	7	5
North County Prop Holdings	2014	16	19
Patti Company (Morris Prod)	1999	42	85
Prospect Schools	2001	220	129
RAN Entertainmt dba Skyzone	2017	18	63
TRSB Ent (RockSport)	2016	12	29
The Glen @ Hiland	1999	62	111
The Hyde	2003	18	23
TRIBALS	2014	6	12
Ray Terminals	2017	6	4
WL Plastics	2020	50	0
TOTALS		1242	1256
WWCDC:			
Adk Housing (SUNY ADK)	2012	24	8
Hudson Headwaters	2014	10	76
Silver Bay Association	2017	46	43

Annual Report for Warren and Washington Counties Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/26/2020
Status: UNSUBMITTED
Certified Date: N/A

Governance Information (Authority-Related)

Question	Response	URL(If Applicable)
1. Has the Authority prepared its annual report on operations and accomplishments for the reporting period as required by section 2800 of PAL?	Yes	www.warren-washingtonida.com
2. As required by section 2800(9) of PAL, did the Authority prepare an assessment of the effectiveness of its internal controls?	Yes	www.warren-washingtonida.com
3. Has the lead audit partner for the independent audit firm changed in the last five years in accordance with section 2802(4) of PAL?	Yes	N/A
4. Does the independent auditor provide non-audit services to the Authority?	Yes	N/A
5. Does the Authority have an organization chart?	Yes	www.warren-washingtonida.com
6. Are any Authority staff also employed by another government agency?	No	
7. Does the Authority have Claw Back agreements?	Yes	N/A
8. Has the Authority posted their mission statement to their website?	Yes	www.warren-washingtonida.com
9. Has the Authority's mission statement been revised and adopted during the reporting period?	No	N/A
10. Attach the Authority's measurement report, as required by section 2824-a of PAL and provide the URL?		www.warren-washingtonida.com

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Governance Information (Board-Related)

Question	Response	URL (If Applicable)
1. Has the Board established a Governance Committee in accordance with Section 2824(7) of PAL?	Yes	N/A
2. Has the Board established an Audit Committee in accordance with Section 2824(4) of PAL?	Yes	N/A
3. Has the Board established a Finance Committee in accordance with Section 2824(8) of PAL?	Yes	N/A
4. Provide a URL link where a list of Board committees can be found (including the name of the committee and the date established):		www.warren-washingtonida.com
5. Does the majority of the Board meet the independence requirements of Section 2825(2) of PAL?	Yes	N/A
6. Provide a URL link to the minutes of the Board and committee meetings held during the covered fiscal year		www.warren-washingtonida.com
7. Has the Board adopted bylaws and made them available to Board members and staff?	Yes	www.warren-washingtonida.com
8. Has the Board adopted a code of ethics for Board members and staff?	Yes	www.warren-washingtonida.com
9. Does the Board review and monitor the Authority's implementation of financial and management controls?	Yes	N/A
10. Does the Board execute direct oversight of the CEO and management in accordance with Section 2824(1) of PAL?	Yes	N/A
11. Has the Board adopted policies for the following in accordance with Section 2824(1) of PAL?		
Salary and Compensation	Yes	N/A
Time and Attendance	Yes	N/A
Whistleblower Protection	Yes	N/A
Defense and Indemnification of Board Members	Yes	N/A
12. Has the Board adopted a policy prohibiting the extension of credit to Board members and staff in accordance with Section 2824(5) of PAL?	Yes	N/A
13. Are the Authority's Board members, officers, and staff required to submit financial disclosure forms in accordance with Section 2825(3) of PAL?	Yes	N/A
14. Was a performance evaluation of the board completed?	Yes	N/A
15. Was compensation paid by the Authority made in accordance with employee or union contracts?	Yes	N/A
16. Has the board adopted a conditional/additional compensation policy governing all employees?	Yes	www.warren-washingtonida.com
17. Has the board adopted a Uniform Tax Exemption Policy (UTEP) according to Section 874(4) of GML?	Yes	www.warren-washingtonida.com

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Board of Directors Listing

Name	Bittel, Michael	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	10/1/2018	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	10/01/2021	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

Name	Caimano, Nicholas	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	6/15/2018	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

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Name	Campbell, Brian	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	10/19/2018	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

Name	Ferguson, Bruce	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	2/22/2002	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	Yes
Designee Name		Ex-Officio	No

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Name	LaFiura, Joseph P	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	2/22/2002	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	07/15/2019	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

Name	Leggett, Craig	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	7/15/2016	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	Yes
Designee Name		Ex-Officio	No

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Name	Moore, Richard	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	8/31/2016	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	08/07/2018	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	Yes
Designee Name		Ex-Officio	

Name	O'Brien, Dave K	Nominated By	Local
Chair of the Board	Yes	Appointed By	Local
If yes, Chair Designated by	Elected by Board	Confirmed by Senate?	N/A
Term Start Date	1/31/2012	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	Yes
Designee Name		Ex-Officio	

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Name	Simpson, Matthew	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	3/24/2015	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	Yes
Designee Name		Ex-Officio	No

Name	Sullivan, Virginia	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	2/2/2018	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

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Name	Tessier, Louis	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	4/19/2002	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	09/01/2018	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

Name	Weber, John W	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	2/3/2012	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	02/26/2018	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

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Name	Whitehead, Gary T	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	10/19/2018	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	No
Designee Name		Ex-Officio	

Name	Wild, Michael	Nominated By	Local
Chair of the Board	No	Appointed By	Local
If yes, Chair Designated by		Confirmed by Senate?	N/A
Term Start Date	8/17/2018	Has the Board Member/Designee Signed the Acknowledgement of Fiduciary Duty?	Yes
Term Expiration Date	Pleasure of Authority	Complied with Training Requirement of Section 2824?	Yes
Title		Does the Board Member/Designee also Hold an Elected or Appointed State Government Position?	No
Has the Board Member Appointed a Designee?		Does the Board Member/Designee also Hold an Elected or Appointed Municipal Government Position?	Yes
Designee Name		Ex-Officio	

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Staff Listing

Name	Title	Group	Department / Subsidiary	Union Name	Bargaining Unit	Full Time/ Part Time	Exempt	Base Annualized Salary	Actual salary paid to the Individual	Over time paid by Authority	Performance Bonus	Extra Pay	Other Compensation/ Allowances/ Adjustments	Total Compensation	Individual also paid by another entity to perform the work of the authority	If yes Is payment made by state or local government
Blondo, Tami	Office Administrator	Administrative and Clerical				PT	No	\$20,800.00	\$7,026.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,026.00	No	
White, Alie	Office Administrator	Administrative and Clerical				PT	No	\$19,240.00	\$16,990.40	\$0.00	\$0.00	\$0.00	\$0.00	\$16,990.40	No	

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Benefit Information

During the fiscal year, did the authority continue to pay for any of the above mentioned benefits for former staff or individuals affiliated with the authority after those individuals left the authority? No

Board Members

Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Bittel, Michael	Board of Directors												X	
Caimano, Nicholas	Board of Directors												X	
Campbell, Brian	Board of Directors												X	
Ferguson, Bruce	Board of Directors												X	
LaFiura, Joseph P	Board of Directors												X	
Leggett, Craig	Board of Directors												X	
Moore, Richard	Board of Directors												X	
O'Brien, Dave K	Board of Directors												X	
Simpson, Matthew	Board of Directors												X	
Sullivan, Virginia	Board of Directors												X	
Tessier, Louis	Board of Directors												X	
Weber, John W	Board of Directors												X	
Whitehead, Gary T	Board of Directors												X	

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Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other
Wild, Michael	Board of Directors												X	

Staff														
Name	Title	Severance Package	Payment For Unused Leave	Club Memberships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of these benefits	Other

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Subsidiary/Component Unit Verification

Is the list of subsidiaries, as assembled by the Office of the State Comptroller, correct?	Yes
Are there other subsidiaries or component units of the Authority that are active, not included in the PARIS reports submitted by this Authority and not independently filing reports in PARIS?	No

Name of Subsidiary/Component Unit	Status
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Request Subsidiary/Component Unit Change

Name of Subsidiary/Component Unit	Status	Requested Changes
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Request Add Subsidiaries/Component Units

Name of Subsidiary/Component Unit	Establishment Date	Purpose of Subsidiary/Component Unit
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Request Delete Subsidiaries/Component Units

Name of Subsidiary/Component Unit	Termination Date	Reason for Termination	Proof of Termination Document Name
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Summary Financial Information

SUMMARY STATEMENT OF NET ASSETS

			Amount
Assets			
Current Assets			
	Cash and cash equivalents		\$316,393.00
	Investments		\$377,774.00
	Receivables, net		\$675.00
	Other assets		\$2,335.00
	Total Current Assets		\$697,177.00
Noncurrent Assets			
	Restricted cash and investments		\$590.00
	Long-term receivables, net		\$0.00
	Other assets		\$0.00
	Capital Assets		
		Land and other nondepreciable property	\$519,263.00
		Buildings and equipment	\$0.00
		Infrastructure	\$0.00
		Accumulated depreciation	\$0.00
		Net Capital Assets	\$519,263.00
	Total Noncurrent Assets		\$519,853.00
Total Assets			\$1,217,030.00
Liabilities			
Current Liabilities			
	Accounts payable		\$7,800.00
	Pension contribution payable		\$0.00
	Other post-employment benefits		\$0.00
	Accrued liabilities		\$0.00
	Deferred revenues		\$0.00
	Bonds and notes payable		\$0.00
	Other long-term obligations due within one year		\$1,104.00
	Total Current Liabilities		\$8,904.00
Noncurrent Liabilities			

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	Pension contribution payable		\$0.00
	Other post-employment benefits		\$0.00
	Bonds and notes payable		\$0.00
	Long Term Leases		\$0.00
	Other long-term obligations		\$0.00
	Total Noncurrent Liabilities		\$0.00
Total Liabilities			\$8,904.00
Net Asset (Deficit)			
Net Assets			
	Invested in capital assets, net of related debt		\$519,263.00
	Restricted		\$688,863.00
	Unrestricted		\$0.00
	Total Net Assets		\$1,208,126.00

SUMMARY STATEMENT OF REVENUE, EXPENSES AND CHANGES IN NET ASSETS

		Amount
Operating Revenues		
	Charges for services	\$77,096.00
	Rental & financing income	\$0.00
	Other operating revenues	\$34,945.00
	Total Operating Revenue	\$112,041.00
Operating Expenses		
	Salaries and wages	\$24,046.00
	Other employee benefits	\$0.00
	Professional services contracts	\$101,500.00
	Supplies and materials	\$0.00
	Depreciation & amortization	\$0.00
	Other operating expenses	\$1,962.00
	Total Operating Expenses	\$127,508.00
Operating Income (Loss)		(\$15,467.00)
Nonoperating Revenues		
	Investment earnings	\$5,000.00
	State subsidies/grants	\$0.00
	Federal subsidies/grants	\$0.00

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	Municipal subsidies/grants		\$0.00
	Public authority subsidies		\$0.00
	Other nonoperating revenues		(\$12,563.00)
	Total Nonoperating Revenue		(\$7,563.00)
Nonoperating Expenses			
	Interest and other financing charges		\$0.00
	Subsidies to other public authorities		\$0.00
	Grants and donations		\$0.00
	Other nonoperating expenses		\$0.00
	Total Nonoperating Expenses		\$0.00
	Income (Loss) Before Contributions		(\$23,030.00)
Capital Contributions			\$0.00
Change in net assets			(\$23,030.00)
Net assets (deficit) beginning of year			\$1,231,156.00
Other net assets changes			\$0.00
Net assets (deficit) at end of year			\$1,208,126.00

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Current Debt

Question		Response
1.	Did the Authority have any outstanding debt, including conduit debt, at any point during the reporting period?	Yes
2.	If yes, has the Authority issued any debt during the reporting period?	No

New Debt Issuances

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Schedule of Authority Debt

Type of Debt			Statutory Authorization(\$)	Outstanding Start of Fiscal Year(\$)	New Debt Issuances(\$)	Debt Retired (\$)	Outstanding End of Fiscal Year(\$)
State Obligation	State Guaranteed						
State Obligation	State Supported						
State Obligation	State Contingent Obligation						
State Obligation	State Moral Obligation						
Other State-Funded	Other State-Funded						
Authority Debt - General Obligation	Authority Debt - General Obligation						
Authority Debt - Revenue	Authority Debt - Revenue						
Authority Debt - Other	Authority Debt - Other						
Conduit		Conduit Debt	0.00	8,761,407.32	0.00	7,952,331.00	809,076.32
Conduit		Conduit Debt - Pilot Increment Financing					
TOTALS			0.00	8,761,407.32	0.00	7,952,331.00	809,076.32

Real Property Acquisition/Disposal List

Personal Property

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Property Documents

Question		Response	URL (If Applicable)
1.	In accordance with Section 2896(3) of PAL, the Authority is required to prepare a report at least annually of all real property of the Authority. Has this report been prepared?	Yes	www.warren-washingtonida.com
2.	Has the Authority prepared policies, procedures, or guidelines regarding the use, awarding, monitoring, and reporting of contracts for the acquisition and disposal of property?	Yes	www.warren-washingtonida.com
3.	In accordance with Section 2896(1) of PAL, has the Authority named a contracting officer who shall be responsible for the Authority's compliance with and enforcement of such guidelines?	Yes	N/A

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IDA Projects

IDA Projects			
General Project Information		Project Tax Exemptions & PILOT	Payment Information
Project Code	5202-16-04A		
Project Type	Lease	State Sales Tax Exemption	\$0.00
Project Name	18 Hospitality LLC - Holiday Inn Express	Local Sales Tax Exemption	\$3,875.85
		County Real Property Tax Exemption	\$29,603.48
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$0.00
Original Project Code		School Property Tax Exemption	\$116,700.95
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00
Total Project Amount	\$11,433,711.00	Total Exemptions	\$150,180.28
Benefited Project Amount	\$11,433,711.00	Total Exemptions Net of RPTL Section 485-b	
Bond/Note Amount		Pilot payment Information	
Annual Lease Payment	\$0.00		Actual Payment Made
Federal Tax Status of Bonds			Payment Due Per Agreement
Not For Profit	No	County PILOT	\$16,016.98
Date Project approved	7/18/2016	Local PILOT	\$2,097.03
Did IDA took Title to Property	Yes	School District PILOT	\$63,141.11
Date IDA Took Title to Property	3/17/2017	Total PILOT	\$81,255.12
Year Financial Assistance is Planned to End	2027	Net Exemptions	\$68,925.16
		Project Employment Information	
Notes	PILOT begins in 2018.		
Location of Project		# of FTEs before IDA Status	0.00
Address Line1	216 Corinth Road	Original Estimate of Jobs to be Created	9.00
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	36,000.00
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	31,000.00 To: 55,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00
Province/Region		Current # of FTEs	25.00
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00
Applicant Information		Net Employment Change	25.00
Applicant Name	Gerald Nudi, Member		
Address Line1	18 Hospitality LLC	Project Status	
Address Line2			
City	GLENS FALLS	Current Year Is Last Year for Reporting	
State	NY	There is no Debt Outstanding for this Project	
Zip - Plus4	12801	IDA Does Not Hold Title to the Property	
Province/Region		The Project Receives No Tax Exemptions	
Country	USA		

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-16-01A				
Project Type	Lease	State Sales Tax Exemption		\$0.00	
Project Name	354 Broadway LLC - Market 32	Local Sales Tax Exemption		\$0.00	
		County Real Property Tax Exemption		\$41,922.26	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$27,753.42	
Original Project Code		School Property Tax Exemption		\$120,102.76	
Project Purpose Category	Retail Trade	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$12,382,960.00	Total Exemptions		\$189,778.44	
Benefited Project Amount	\$12,382,960.00	Total Exemptions Net of RPTL Section 485-b		\$0.00	
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds			County PILOT	\$10,513.33	\$10,513.33
Not For Profit	No		Local PILOT	\$15,880.65	\$15,880.65
Date Project approved	8/17/2015		School District PILOT	\$30,026.44	\$30,026.44
Did IDA took Title to Property	Yes		Total PILOT	\$56,420.42	\$56,420.42
Date IDA Took Title to Property	4/15/2016		Net Exemptions	\$133,358.02	
Year Financial Assistance is Planned to End	2028	Project Employment Information			
Notes	The is the developer/landowner for Market 32 Fort Edward. Under construction 2016. Job data is for tenant, Market 32, which opened in early 2017.				
Location of Project		# of FTEs before IDA Status		0.00	
Address Line1	354 Broadway	Original Estimate of Jobs to be Created		49.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)		14,738.00	
City	FORT EDWARD	Annualized Salary Range of Jobs to be Created		10,000.00	To: 132,000.00
State	NY	Original Estimate of Jobs to be Retained		0.00	
Zip - Plus4	12828	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)		0.00	
Province/Region		Current # of FTEs		110.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year		0.00	
Applicant Information		Net Employment Change		110.00	
Applicant Name	354 Broadway, LLC				
Address Line1	170 West 74th Street	Project Status			
Address Line2					
City	NEW YORK	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	10023	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-17-03	State Sales Tax Exemption	\$0.00	
Project Type	Lease	Local Sales Tax Exemption	\$0.00	
Project Name	Aviation Hospitality LLC	County Real Property Tax Exemption	\$18,618.10	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$2,437.58	
Original Project Code		School Property Tax Exemption	\$73,395.08	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$12,398,215.00	Total Exemptions	\$94,450.76	
Benefited Project Amount	\$12,398,215.00	Total Exemptions Net of RPTL Section 485-b	\$0.00	
Bond/Note Amount		Pilot payment Information		
Annual Lease Payment	\$0.00	Actual Payment Made		Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT	\$10,206.27	\$10,206.27
Not For Profit	No	Local PILOT	\$1,336.26	\$1,336.26
Date Project approved	7/26/2017	School District PILOT	\$40,234.50	\$40,234.50
Did IDA took Title to Property	Yes	Total PILOT	\$51,777.03	\$51,777.03
Date IDA Took Title to Property	8/15/2017	Net Exemptions	\$42,673.73	
Year Financial Assistance is Planned to End	2028	Project Employment Information		
Notes	Under construction at this time. PILOT to begin in 2018.			
Location of Project		# of FTEs before IDA Status	0.00	
Address Line1	524 Aviation Road	Original Estimate of Jobs to be Created	27.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	25,000.00	
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	20,000.00	To: 65,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00	
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Province/Region		Current # of FTEs	24.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00	
Applicant Information		Net Employment Change	24.00	
Applicant Name	Aviation Hospitality LLC	Project Status		
Address Line1	906 State Route 9			
Address Line2				
City	QUEENSBURY	Current Year is Last Year for Reporting		
State	NY	There is no Debt Outstanding for this Project		
Zip - Plus4	12804	IDA Does Not Hold Title to the Property		
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-07-01A				
Project Type	Lease	State Sales Tax Exemption		\$0.00	
Project Name	BBL Tribune LLC Project	Local Sales Tax Exemption		\$0.00	
		County Real Property Tax Exemption		\$0.00	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$0.00	
Original Project Code		School Property Tax Exemption		\$0.00	
Project Purpose Category	Services	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$10,567,000.00	Total Exemptions		\$0.00	
Benefited Project Amount	\$10,567,000.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT		\$0.00	\$0.00
Not For Profit		Local PILOT		\$0.00	\$0.00
Date Project approved	2/21/2008	School District PILOT		\$0.00	\$0.00
Did IDA took Title to Property	Yes	Total PILOT		\$0.00	\$0.00
Date IDA Took Title to Property	2/21/2008	Net Exemptions		\$0.00	
Year Financial Assistance is Planned to End	2018	Project Employment Information			
Notes	Tenant name changed from Tribune Media Co., Inc. to Nielsen.				
Location of Project		# of FTEs before IDA Status		364.00	
Address Line1	Luzerne Rd.	Original Estimate of Jobs to be Created		0.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)		0.00	
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created		0.00	To: 0.00
State	NY	Original Estimate of Jobs to be Retained		364.00	
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)		58,000.00	
Province/Region		Current # of FTEs		0.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year		0.00	
Applicant Information		Net Employment Change		-364.00	
Applicant Name	BBL Tribune LLC				
Address Line1	302 Washington Ave. ext.	Project Status			
Address Line2					
City	ALBANY	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project		Yes	
Zip - Plus4	12205	IDA Does Not Hold Title to the Property		Yes	
Province/Region		The Project Receives No Tax Exemptions		Yes	
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-14-03A			
Project Type	Lease	State Sales Tax Exemption	\$0.00	
Project Name	Boats by George, Inc.	Local Sales Tax Exemption	\$0.00	
		County Real Property Tax Exemption	\$14,512.50	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$4,758.00	
Original Project Code		School Property Tax Exemption	\$29,974.06	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$2,061,000.00	Total Exemptions	\$49,244.56	
Benefited Project Amount	\$2,061,000.00	Total Exemptions Net of RPTL Section 485-b	\$0.00	
Bond/Note Amount		Pilot payment Information		
Annual Lease Payment	\$0.00		Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT	\$8,223.75	\$8,223.75
Not For Profit	No	Local PILOT	\$2,677.50	\$2,677.50
Date Project approved	5/19/2014	School District PILOT	\$16,985.30	\$16,985.30
Did IDA took Title to Property	Yes	Total PILOT	\$27,886.55	\$27,886.55
Date IDA Took Title to Property	8/26/2015	Net Exemptions	\$21,358.01	
Year Financial Assistance is Planned to End	2026	Project Employment Information		
Notes				
Location of Project		# of FTEs before IDA Status	0.00	
Address Line1	10018 State Route 149	Original Estimate of Jobs to be Created	6.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	30,000.00	
City	FORT ANN	Annualized Salary Range of Jobs to be Created	20,000.00	To: 40,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00	
Zip - Plus4	12827	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	35,000.00	
Province/Region		Current # of FTEs	21.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	3.00	
Applicant Information		Net Employment Change	21.00	
Applicant Name	Boats by George, Inc.			
Address Line1	18 State Route 149	Project Status		
Address Line2				
City	LAKE GEORGE	Current Year Is Last Year for Reporting		
State	NY	There is no Debt Outstanding for this Project		
Zip - Plus4	12845	IDA Does Not Hold Title to the Property		
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-18-01	State Sales Tax Exemption	\$6,083.84	
Project Type	Lease	Local Sales Tax Exemption	\$0.00	
Project Name	FIRETEK Sprinkler Systems, LLC	County Real Property Tax Exemption	\$0.00	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$0.00	
Original Project Code		School Property Tax Exemption	\$0.00	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$1,022,000.00	Total Exemptions	\$6,083.84	
Benefited Project Amount	\$918,000.00	Total Exemptions Net of RPTL Section 485-b	\$0.00	
Bond/Note Amount		Pilot payment Information	Actual Payment Made	Payment Due Per Agreement
Annual Lease Payment	\$1.00		County PILOT	\$0.00
Federal Tax Status of Bonds	No		Local PILOT	\$0.00
Not For Profit	No		School District PILOT	\$0.00
Date Project approved	6/18/2018		Total PILOT	\$0.00
Did IDA took Title to Property	Yes		Net Exemptions	\$6,083.84
Date IDA Took Title to Property	6/18/2018	Project Employment Information		
Year Financial Assistance is Planned to End	2029			
Notes	Project is still under construction			
Location of Project		# of FTEs before IDA Status	6.00	
Address Line1	75 Carey Road	Original Estimate of Jobs to be Created	6.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	55,000.00	
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	45,000.00	To: 67,000.00
State	NY	Original Estimate of Jobs to be Retained	6.00	
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	55,000.00	
Province/Region		Current # of FTEs	2.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	2.00	
Applicant Information		Net Employment Change	-4.00	
Applicant Name	Michael A. O'Connor	Project Status		
Address Line1	58 Hudson River Road			
Address Line2		Current Year Is Last Year for Reporting		
City	WATERFORD	There is no Debt Outstanding for this Project		
State	NY	IDA Does Not Hold Title to the Property		
Zip - Plus4	12188	The Project Receives No Tax Exemptions		
Province/Region				
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-99-03A	State Sales Tax Exemption		\$0.00	
Project Type	Bonds/Notes Issuance	Local Sales Tax Exemption		\$0.00	
Project Name	Fort Hudson Residences, Inc.	County Real Property Tax Exemption		\$24,969.00	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$1,363.00	
Original Project Code		School Property Tax Exemption		\$47,210.30	
Project Purpose Category	Services	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$4,705,376.00	Total Exemptions		\$73,542.30	
Benefited Project Amount	\$4,705,376.00	Total Exemptions Net of RPTL Section 485-b		\$0.00	
Bond/Note Amount	\$3,900,000.00	Pilot payment Information			
Annual Lease Payment		Actual Payment Made			Payment Due Per Agreement
Federal Tax Status of Bonds	Tax Exempt	County PILOT		\$24,969.00	\$24,969.00
Not For Profit	Yes	Local PILOT		\$1,363.00	\$1,363.00
Date Project approved	2/25/2000	School District PILOT		\$47,210.30	\$47,210.30
Did IDA took Title to Property	Yes	Total PILOT		\$73,542.30	\$73,542.30
Date IDA Took Title to Property	2/25/2000	Net Exemptions		\$0.00	
Year Financial Assistance is Planned to End	2010	Project Employment Information			
Notes	New Bonds issued in 2010 mature 2020				
Location of Project		# of FTEs before IDA Status		0.00	
Address Line1	Fort Hudson Residences, Inc.	Original Estimate of Jobs to be Created		4.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)		0.00	
City	FORT EDWARD	Annualized Salary Range of Jobs to be Created		0.00	To: 0.00
State	NY	Original Estimate of Jobs to be Retained		0.00	
Zip - Plus4	12828	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)		0.00	
Province/Region		Current # of FTEs		3.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year		0.00	
Applicant Information		Net Employment Change		3.00	
Applicant Name	Fort Hudson Residences, inc.	Project Status			
Address Line1	319 Broadway				
Address Line2		Current Year Is Last Year for Reporting			
City	FORT EDWARD	There is no Debt Outstanding for this Project			
State	NY	IDA Does Not Hold Title to the Property			
Zip - Plus4	12828	The Project Receives No Tax Exemptions		Yes	
Province/Region					
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-18-02	State Sales Tax Exemption	\$14,875.84	
Project Type	Lease	Local Sales Tax Exemption	\$0.00	
Project Name	Greenwich Preservation	County Real Property Tax Exemption	\$0.00	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$0.00	
Original Project Code		School Property Tax Exemption	\$0.00	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$1,490,000.00	Total Exemptions	\$14,875.84	
Benefited Project Amount	\$1,386,000.00	Total Exemptions Net of RPTL Section 485-b	\$0.00	
Bond/Note Amount		Pilot payment Information		
Annual Lease Payment	\$1.00	Actual Payment Made		Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT	\$0.00	\$0.00
Not For Profit	No	Local PILOT	\$0.00	\$0.00
Date Project approved	9/12/2018	School District PILOT	\$0.00	\$0.00
Did IDA took Title to Property	No	Total PILOT	\$0.00	\$0.00
Date IDA Took Title to Property		Net Exemptions	\$14,875.84	
Year Financial Assistance is Planned to End	2030	Project Employment Information		
Notes	Project to be completed March 2020			
Location of Project		# of FTEs before IDA Status	0.00	
Address Line1	54 Main Street	Original Estimate of Jobs to be Created	21.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	786,240.00	
City	GREENWICH	Annualized Salary Range of Jobs to be Created	20,000.00	To: 75,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00	
Zip - Plus4	12834	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Province/Region		Current # of FTEs	0.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	12.00	
Applicant Information		Net Employment Change	0.00	
Applicant Name	Ted Bearor	Project Status		
Address Line1	54 Main Street			
Address Line2				
City	GREENWICH	Current Year Is Last Year for Reporting		
State	NY	There is no Debt Outstanding for this Project		
Zip - Plus4	12834	IDA Does Not Hold Title to the Property		
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-12-01A				
Project Type	Lease	State Sales Tax Exemption		\$0.00	
Project Name	HF Park Property LLC	Local Sales Tax Exemption		\$0.00	
		County Real Property Tax Exemption		\$3,700.44	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$5,101.79	
Original Project Code		School Property Tax Exemption		\$6,960.03	
Project Purpose Category	Retail Trade	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$1,360,000.00	Total Exemptions		\$15,762.26	
Benefited Project Amount	\$945,000.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT		\$3,700.44	\$3,700.44
Not For Profit		Local PILOT		\$5,101.79	\$5,101.79
Date Project approved	2/21/2012	School District PILOT		\$6,960.03	\$6,960.03
Did IDA took Title to Property	Yes	Total PILOT		\$15,762.26	\$15,762.26
Date IDA Took Title to Property	7/16/2012	Net Exemptions		\$0.00	
Year Financial Assistance is Planned to End	2023	Project Employment Information			
Notes	Conversion and rehabilitation of 3 buildings in a mixed use project of commercial space which includes 3 residential apartments				
Location of Project		# of FTEs before IDA Status		1.00	
Address Line1	Main Street	Original Estimate of Jobs to be Created		15.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)		30,000.00	
City	HUDSON FALLS	Annualized Salary Range of Jobs to be Created		30,000.00	To: 35,000.00
State	NY	Original Estimate of Jobs to be Retained		1.00	
Zip - Plus4	12839	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)		40,805.00	
Province/Region		Current # of FTEs		49.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year		0.00	
Applicant Information		Net Employment Change		48.00	
Applicant Name	HF Park Property LLC				
Address Line1	100 Glen Street	Project Status			
Address Line2					
City	GLENS FALLS	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12801	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-15-02A	State Sales Tax Exemption	\$0.00	Actual Payment Made	Payment Due Per Agreement
Project Type	Lease	Local Sales Tax Exemption	\$0.00	County PILOT	\$6,586.53
Project Name	ICC4 West Main LLC	County Real Property Tax Exemption	\$9,434.48	Local PILOT	\$11,134.62
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$13,080.95	School District PILOT	\$15,851.81
Original Project Code		School Property Tax Exemption	\$22,648.15	Total PILOT	\$33,572.96
Project Purpose Category	Continuing Care Retirement Communities	Mortgage Recording Tax Exemption	\$0.00	Net Exemptions	\$11,590.62
Total Project Amount	\$2,203,404.00	Total Exemptions	\$45,163.58		
Benefited Project Amount	\$2,203,404.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00				
Federal Tax Status of Bonds	No				
Not For Profit	No				
Date Project approved	10/20/2014				
Did IDA took Title to Property	Yes				
Date IDA Took Title to Property	5/14/2015				
Year Financial Assistance is Planned to End	2026				
Notes	PILOT abatements start with Village Taxes in 2016				
Location of Project		# of FTEs before IDA Status	0.00		
Address Line1	4 West Main Street	Original Estimate of Jobs to be Created	20.00		
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	28,321.00		
City	WHITE CREEK	Annualized Salary Range of Jobs to be Created	18,720.00	To:	75,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00		
Zip - Plus4	12057	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00		
Province/Region		Current # of FTEs	58.00		
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00		
Applicant Information		Net Employment Change	58.00		
Applicant Name	ICC4 West Main LLC and	Project Status			
Address Line1	ICC Management & Consulting Inc.				
Address Line2					
City	ALBANY	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12205	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	52020901A	State Sales Tax Exemption	\$0.00	
Project Type	Lease	Local Sales Tax Exemption	\$0.00	
Project Name	Irving Tissue, Inc. Expansion Project	County Real Property Tax Exemption	\$189,670.98	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$366,719.00	
Original Project Code		School Property Tax Exemption	\$601,311.96	
Project Purpose Category	Manufacturing	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$70,000,000.00	Total Exemptions	\$1,157,701.94	
Benefitted Project Amount	\$70,000,000.00	Total Exemptions Net of RPTL Section 485-b		
Bond/Note Amount		Pilot payment Information		
Annual Lease Payment	\$0.00	Actual Payment Made		
Federal Tax Status of Bonds		County PILOT	\$94,835.49	
Not For Profit	No	Local PILOT	\$183,359.50	
Date Project approved	12/22/2009	School District PILOT	\$300,655.98	
Did IDA took Title to Property	Yes	Total PILOT	\$578,850.97	
Date IDA Took Title to Property	12/22/2009	Net Exemptions	\$578,850.97	
Year Financial Assistance is Planned to End	2020	Project Employment Information		
Notes		# of FTEs before IDA Status	278.00	
Location of Project		Original Estimate of Jobs to be Created	0.00	
Address Line1	1 Eddy St.	Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	0.00	
Address Line2		Annualized Salary Range of Jobs to be Created	0.00 To: 0.00	
City	FORT EDWARD	Original Estimate of Jobs to be Retained	278.00	
State	NY	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	64,174.00	
Zip - Plus4	12828	Current # of FTEs	343.00	
Province/Region		# of FTE Construction Jobs during Fiscal Year	0.00	
Country	United States	Net Employment Change	65.00	
Applicant Information		Project Status		
Applicant Name	Irving Tissue, Inc.	Current Year Is Last Year for Reporting		
Address Line1	1 Eddy St.	There is no Debt Outstanding for this Project		
Address Line2		IDA Does Not Hold Title to the Property		
City	FORT EDWARD	The Project Receives No Tax Exemptions		
State	NY			
Zip - Plus4	12828			
Province/Region				
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-13-02A	State Sales Tax Exemption	\$0.00	
Project Type	Lease	Local Sales Tax Exemption	\$0.00	
Project Name	LG Plaza, LLC	County Real Property Tax Exemption	\$26,374.54	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$9,491.86	
Original Project Code		School Property Tax Exemption	\$92,186.66	
Project Purpose Category	Retail Trade	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$5,748,957.00	Total Exemptions	\$128,053.06	
Benefited Project Amount	\$5,068,957.00	Total Exemptions Net of RPTL Section 485-b	\$0.00	
Bond/Note Amount		Pilot payment Information		
Annual Lease Payment	\$0.00	Actual Payment Made		
Federal Tax Status of Bonds		County PILOT	\$15,342.61	Payment Due Per Agreement
Not For Profit	No	Local PILOT	\$5,521.61	\$15,342.61
Date Project approved	3/18/2013	School District PILOT	\$53,626.87	\$53,626.87
Did IDA took Title to Property	Yes	Total PILOT	\$74,491.09	\$74,491.09
Date IDA Took Title to Property	5/30/2013	Net Exemptions	\$53,561.97	
Year Financial Assistance is Planned to End	2024	Project Employment Information		
Notes		# of FTEs before IDA Status	0.00	
Location of Project		Original Estimate of Jobs to be Created	5.00	
Address Line1	Prosser Road/Route 9	Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	26,933.00	
Address Line2		Annualized Salary Range of Jobs to be Created	0.00	To: 0.00
City	LAKE GEORGE	Original Estimate of Jobs to be Retained	0.00	
State	NY	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Zip - Plus4	12845	Current # of FTEs	122.00	
Province/Region		# of FTE Construction Jobs during Fiscal Year	0.00	
Country	United States	Net Employment Change	122.00	
Applicant Information		Project Status		
Applicant Name	LG Plaza, LLC	Current Year Is Last Year for Reporting		
Address Line1	4017B State Street	There is no Debt Outstanding for this Project		
Address Line2		IDA Does Not Hold Title to the Property		
City	SCHENECTADY	The Project Receives No Tax Exemptions		
State	NY			
Zip - Plus4	12304			
Province/Region				
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-13-03A				
Project Type	Lease	State Sales Tax Exemption		\$0.00	
Project Name	M & S Precision Machine Co. LLC	Local Sales Tax Exemption		\$0.00	
		County Real Property Tax Exemption		\$2,626.56	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$975.36	
Original Project Code		School Property Tax Exemption		\$5,002.14	
Project Purpose Category	Manufacturing	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$509,400.00	Total Exemptions		\$8,604.06	
Benefited Project Amount	\$496,400.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT		\$1,455.55	\$1,455.55
Not For Profit	No	Local PILOT		\$540.51	\$540.51
Date Project approved	2/19/2013	School District PILOT		\$2,772.02	\$2,772.02
Did IDA took Title to Property	Yes	Total PILOT		\$4,768.08	\$4,768.08
Date IDA Took Title to Property	5/22/2013	Net Exemptions		\$3,835.98	
Year Financial Assistance is Planned to End	2023	Project Employment Information			
Notes	J & C Property Holdings LLC RE owner				
Location of Project		# of FTEs before IDA Status		8.00	
Address Line1	27 Casey Road	Original Estimate of Jobs to be Created		3.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)		33,000.00	
City	HUDSON FALLS	Annualized Salary Range of Jobs to be Created		9,000.00	To: 50,000.00
State	NY	Original Estimate of Jobs to be Retained		8.00	
Zip - Plus4	12839	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)		32,000.00	
Province/Region		Current # of FTEs		12.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year		0.00	
Applicant Information		Net Employment Change		4.00	
Applicant Name	M & S Precision Machine Co.				
Address Line1	c/o J & C Property Holdings	Project Status			
Address Line2					
City	HUDSON FALLS	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12839	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-17-04	State Sales Tax Exemption	\$0.00	
Project Type	Lease	Local Sales Tax Exemption	\$0.00	
Project Name	Mohawk Industrial Werks, LLC	County Real Property Tax Exemption	\$4,504.12	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$589.70	
Original Project Code		School Property Tax Exemption	\$17,755.83	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$2,160,420.00	Total Exemptions	\$22,849.65	
Benefited Project Amount	\$2,160,420.00	Total Exemptions Net of RPTL Section 485-b		
Bond/Note Amount		Pilot payment Information		
Annual Lease Payment	\$0.00	Actual Payment Made		
Federal Tax Status of Bonds		County PILOT	\$1,254.71	\$1,254.71
Not For Profit	No	Local PILOT	\$164.27	\$164.27
Date Project approved	10/16/2017	School District PILOT	\$4,946.23	\$4,946.23
Did IDA took Title to Property	Yes	Total PILOT	\$6,365.21	\$6,365.21
Date IDA Took Title to Property	11/27/2017	Net Exemptions	\$16,484.44	
Year Financial Assistance is Planned to End	2028	Project Employment Information		
Notes		# of FTEs before IDA Status	0.00	
Location of Project		Original Estimate of Jobs to be Created	7.00	
Address Line1	140 Carey Road	Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	0.00	
Address Line2		Annualized Salary Range of Jobs to be Created	0.00	To: 0.00
City	QUEENSBURY	Original Estimate of Jobs to be Retained	0.00	
State	NY	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Zip - Plus4	12804	Current # of FTEs	5.00	
Province/Region		# of FTE Construction Jobs during Fiscal Year	0.00	
Country	United States	Net Employment Change	5.00	
Applicant Information		Project Status		
Applicant Name	Mohawk Industrial Werks, LLC	Current Year Is Last Year for Reporting		
Address Line1	P. O. Box 426	There is no Debt Outstanding for this Project		
Address Line2		IDA Does Not Hold Title to the Property		
City	CHADWICKS	The Project Receives No Tax Exemptions		
State	NY			
Zip - Plus4	13319			
Province/Region				
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-14-02A				
Project Type	Lease	State Sales Tax Exemption		\$0.00	
Project Name	North Country Property Holdings LLC	Local Sales Tax Exemption		\$0.00	
		County Real Property Tax Exemption		\$12,976.16	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$4,818.64	
Original Project Code		School Property Tax Exemption		\$24,712.40	
Project Purpose Category	Services	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$2,525,000.00	Total Exemptions		\$42,507.20	
Benefited Project Amount	\$2,300,000.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT		\$7,856.08	\$7,856.08
Not For Profit	No	Local PILOT		\$2,917.32	\$2,917.32
Date Project approved	5/19/2014	School District PILOT		\$14,961.48	\$14,961.48
Did IDA took Title to Property	Yes	Total PILOT		\$25,734.88	\$25,734.88
Date IDA Took Title to Property	8/12/2014	Net Exemptions		\$16,772.32	
Year Financial Assistance is Planned to End	2025	Project Employment Information			
Notes	This is the real property holder for project 52021402B North Country Veterinarian Referral Center. PILOT startED September 2015				
Location of Project		# of FTEs before IDA Status	0.00		
Address Line1	454 County Line Road	Original Estimate of Jobs to be Created	16.00		
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	35,000.00		
City	HUDSON FALLS	Annualized Salary Range of Jobs to be Created	15,600.00	To: 200,000.00	
State	NY	Original Estimate of Jobs to be Retained	0.00		
Zip - Plus4	12839	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00		
Province/Region		Current # of FTEs	19.00		
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00		
Applicant Information		Net Employment Change	19.00		
Applicant Name	North Country Property Holdings LLC				
Address Line1	454 County Line Road	Project Status			
Address Line2					
City	HUDSON FALLS	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12839	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-12-02A	Lease		State Sales Tax Exemption	\$0.00
Project Type		Local Sales Tax Exemption			\$0.00
Project Name	Patti Company LLC Expansion (2014)	County Real Property Tax Exemption			\$16,326.77
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption			\$2,137.59
		School Property Tax Exemption			\$64,362.35
Original Project Code		Mortgage Recording Tax Exemption			\$0.00
Project Purpose Category	Manufacturing	Total Exemptions			\$82,826.71
Total Project Amount	\$1,140,000.00	Total Exemptions Net of RPTL Section 485-b			
Benefited Project Amount	\$1,110,000.00	Pilot payment Information			
Bond/Note Amount				Actual Payment Made	Payment Due Per Agreement
Annual Lease Payment	\$0.00				
Federal Tax Status of Bonds		County PILOT		\$7,058.19	\$7,058.19
Not For Profit	No	Local PILOT		\$924.10	\$924.10
Date Project approved	10/15/2012	School District PILOT		\$27,824.34	\$27,824.34
Did IDA took Title to Property	Yes	Total PILOT		\$35,806.63	\$35,806.63
Date IDA Took Title to Property	12/28/1999	Net Exemptions		\$47,020.08	
Year Financial Assistance is Planned to End	2026	Project Employment Information			
Notes	Construction delayed on this new expansion. IDA approved sales tax extension to April 2017. PILOT to begin on expansion September 2017.				
Location of Project		# of FTEs before IDA Status		20.00	
Address Line1	53 Carey Road	Original Estimate of Jobs to be Created		22.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)		35,000.00	
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created		30,000.00	To: 40,000.00
State	NY	Original Estimate of Jobs to be Retained		20.00	
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)		35,000.00	
Province/Region		Current # of FTEs		85.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year		0.00	
Applicant Information		Net Employment Change		65.00	
Applicant Name	The Patti Company, LLC				
Address Line1	53 Carey Road	Project Status			
Address Line2					
City	QUEENSBURY	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12804	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-01-01A			
Project Type	Bonds/Notes Issuance	State Sales Tax Exemption	\$0.00	
Project Name	Prospect School (2001 Project)	Local Sales Tax Exemption	\$0.00	
		County Real Property Tax Exemption	\$0.00	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$1,796.07	
Original Project Code		School Property Tax Exemption	\$0.00	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$2,570,310.00	Total Exemptions	\$1,796.07	
Benefitted Project Amount	\$2,570,310.00	Total Exemptions Net of RPTL Section 485-b		
Bond/Note Amount	\$1,500,000.00	Pilot payment Information		
Annual Lease Payment			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds	Tax Exempt	County PILOT	\$0.00	\$0.00
Not For Profit	Yes	Local PILOT	\$1,796.07	\$1,796.07
Date Project approved	8/17/2001	School District PILOT	\$0.00	\$0.00
Did IDA took Title to Property	Yes	Total PILOT	\$1,796.07	\$1,796.07
Date IDA Took Title to Property	8/17/2001	Net Exemptions	\$0.00	
Year Financial Assistance is Planned to End	2021	Project Employment Information		
Notes	Current # of FTE's includes those for the 2002 project as well.			
Location of Project		# of FTEs before IDA Status	179.00	
Address Line1	133 Aviation Road	Original Estimate of Jobs to be Created	19.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	0.00	
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	0.00	To: 0.00
State	NY	Original Estimate of Jobs to be Retained	179.00	
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Province/Region		Current # of FTEs	129.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00	
Applicant Information		Net Employment Change	-50.00	
Applicant Name	United Cerebral Palsy Assn of Tri Counties			
Address Line1	133 Aviation Road	Project Status		
Address Line2				
City	QUEENSBURY	Current Year Is Last Year for Reporting		
State	NY	There is no Debt Outstanding for this Project		
Zip - Plus4	12804	IDA Does Not Hold Title to the Property		
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-02-02A				
Project Type	Bonds/Notes Issuance	State Sales Tax Exemption			
Project Name	Prospect School (2002 Project)	Local Sales Tax Exemption			
		County Real Property Tax Exemption			
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption			
Original Project Code		School Property Tax Exemption			
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption			
Total Project Amount	\$699,548.00	Total Exemptions		\$0.00	
Benefited Project Amount	\$699,548.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount	\$584,300.00	Pilot payment Information			
Annual Lease Payment				Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds	Tax Exempt	County PILOT			
Not For Profit	Yes	Local PILOT			
Date Project approved	9/23/2002	School District PILOT			
Did IDA took Title to Property	Yes	Total PILOT		\$0.00	\$0.00
Date IDA Took Title to Property	9/23/2002	Net Exemptions		\$0.00	
Year Financial Assistance is Planned to End	2018	Project Employment Information			
Notes	2002 project: No PILOT. Estimated annual salary information is not available as project is an existing project. Agency will be requesting such data on future applications. Current # of FTE's is included with the current # of FTE's for the 2001 project.				
Location of Project		# of FTEs before IDA Status	0.00		
Address Line1	133 Aviation Road	Original Estimate of Jobs to be Created	22.00		
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	0.00		
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	0.00	To:	0.00
State	NY	Original Estimate of Jobs to be Retained	0.00		
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00		
Province/Region		Current # of FTEs			
Country	United States	# of FTE Construction Jobs during Fiscal Year			
Applicant Information		Net Employment Change			
Applicant Name	United Cerebral palsy Assn of Tri Counties, Inc.				
Address Line1	133 Aviation Road	Project Status			
Address Line2					
City	QUEENSBURY	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12804	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-17-01				
Project Type	Lease	State Sales Tax Exemption		\$0.00	
Project Name	RAN Saunders Property Development LLC	Local Sales Tax Exemption		\$0.00	
		County Real Property Tax Exemption		\$6,130.23	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$855.61	
Original Project Code		School Property Tax Exemption		\$24,190.50	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$3,186,000.00	Total Exemptions		\$31,176.34	
Benefited Project Amount	\$3,186,000.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT		\$3,487.03	\$3,487.03
Not For Profit	No	Local PILOT		\$482.64	\$482.64
Date Project approved	12/19/2016	School District PILOT		\$13,746.35	\$13,746.35
Did IDA took Title to Property	Yes	Total PILOT		\$17,716.02	\$17,716.02
Date IDA Took Title to Property	3/31/2017	Net Exemptions		\$13,460.32	
Year Financial Assistance is Planned to End	2028	Project Employment Information			
Notes					
Location of Project		# of FTEs before IDA Status	0.00		
Address Line1	235 Corinth Road	Original Estimate of Jobs to be Created	18.00		
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	20,000.00		
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	10,816.00	To:	52,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00		
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00		
Province/Region		Current # of FTEs	63.00		
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00		
Applicant Information		Net Employment Change	63.00		
Applicant Name	Rusty Saunders				
Address Line1	168 Reynolds Road	Project Status			
Address Line2					
City	FORT EDWARD	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12828	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

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General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-17-02	State Sales Tax Exemption	\$0.00	
Project Type	Lease	Local Sales Tax Exemption	\$0.00	
Project Name	Ray Terminals LLC	County Real Property Tax Exemption	\$14,928.91	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$8,657.90	
Original Project Code		School Property Tax Exemption	\$24,192.10	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$3,855,000.00	Total Exemptions	\$47,778.91	
Benefited Project Amount	\$3,855,000.00	Total Exemptions Net of RPTL Section 485-b		
Bond/Note Amount		Pilot payment Information		
Annual Lease Payment	\$0.00	County PILOT	Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		Local PILOT	\$879.26	\$879.26
Not For Profit	No	School District PILOT	\$509.92	\$509.92
Date Project approved	6/26/2017	Total PILOT	\$1,424.83	\$1,424.83
Did IDA took Title to Property	Yes	Net Exemptions	\$2,814.01	\$2,814.01
Date IDA Took Title to Property	2/26/2018		\$44,964.90	
Year Financial Assistance is Planned to End	2028	Project Employment Information		
Notes	Agency took preliminary action on the project and issued Form ST-60 on June 19, 2017. Agency authorized the Project on February 26, 2018. Only exemptions applicable for 2017 is sales tax.			
Location of Project		# of FTEs before IDA Status	0.00	
Address Line1	39 Golf Course Road	Original Estimate of Jobs to be Created	25.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	62,500.00	
City	HAMPTON	Annualized Salary Range of Jobs to be Created	50,000.00	To: 75,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00	
Zip - Plus4	12837	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Province/Region		Current # of FTEs	4.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00	
Applicant Information		Net Employment Change	4.00	
Applicant Name	Ray Terminals LLC			
Address Line1	2794 7th Avenue	Project Status		
Address Line2				
City	TROY	Current Year Is Last Year for Reporting		
State	NY	There is no Debt Outstanding for this Project		
Zip - Plus4	12180	IDA Does Not Hold Title to the Property		
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

Annual Report for Warren and Washington Counties Industrial Development Agency

Fiscal Year Ending: 12/31/2019

 Run Date: 03/26/2020
 Status: UNSUBMITTED
 Certified Date: N/A

General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-19-01			
Project Type	Tax Exemptions	State Sales Tax Exemption	\$30,261.08	
Project Name	Sandy Hill Vision, LLC	Local Sales Tax Exemption	\$0.00	
		County Real Property Tax Exemption		
		Local Property Tax Exemption		
		School Property Tax Exemption		
Project Part of Another Phase or Multi Phase	No	Mortgage Recording Tax Exemption	\$5,500.00	
Original Project Code		Total Exemptions	\$35,761.08	
Project Purpose Category	Other Categories	Total Exemptions Net of RPTL Section 485-b		
Total Project Amount	\$1,000,000.00	Pilot payment Information		
Benefited Project Amount	\$500,000.00			
Bond/Note Amount				
Annual Lease Payment				
Federal Tax Status of Bonds		County PILOT		Actual Payment Made
Not For Profit		Local PILOT		Payment Due Per Agreement
Date Project approved	3/18/2019	School District PILOT		
Did IDA took Title to Property	No	Total PILOT	\$0.00	\$0.00
Date IDA Took Title to Property		Net Exemptions	\$35,761.08	
Year Financial Assistance is Planned to End	2020	Project Employment Information		
Notes				
Location of Project		# of FTEs before IDA Status	0.00	
Address Line1	116 Oak Street	Original Estimate of Jobs to be Created	0.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	0.00	
City	HUDSON FALLS	Annualized Salary Range of Jobs to be Created	0.00	To: 0.00
State	NY	Original Estimate of Jobs to be Retained	0.00	
Zip - Plus4	12839	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Province/Region		Current # of FTEs	0.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00	
Applicant Information		Net Employment Change	0.00	
Applicant Name	William L. Nikas			
Address Line1	116 Oak Street	Project Status		
Address Line2				
City	HUDSON FALLS	Current Year Is Last Year for Reporting		
State	NY	There is no Debt Outstanding for this Project		
Zip - Plus4	12839	IDA Does Not Hold Title to the Property	Yes	
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

Annual Report for Warren and Washington Counties Industrial Development Agency

Fiscal Year Ending: 12/31/2019

Run Date: 03/26/2020
Status: UNSUBMITTED
Certified Date: N/A

General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-13-04A	State Sales Tax Exemption		\$0.00	
Project Type	Lease	Local Sales Tax Exemption		\$0.00	
Project Name	TRIBALS LLC	County Real Property Tax Exemption		\$7,106.83	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$930.47	
		School Property Tax Exemption		\$28,016.09	
Original Project Code		Mortgage Recording Tax Exemption		\$0.00	
Project Purpose Category	Other Categories	Total Exemptions		\$36,053.39	
Total Project Amount	\$3,959,000.00	Total Exemptions Net of RPTL Section 485-b			
Benefitted Project Amount	\$2,627,500.00	Pilot payment Information			
Bond/Note Amount				Actual Payment Made	Payment Due Per Agreement
Annual Lease Payment	\$0.00				
Federal Tax Status of Bonds		County PILOT		\$5,766.00	\$5,766.00
Not For Profit	No	Local PILOT		\$754.92	\$754.92
Date Project approved	5/20/2013	School District PILOT		\$22,730.36	\$22,730.36
Did IDA took Title to Property	Yes	Total PILOT		\$29,251.28	\$29,251.28
Date IDA Took Title to Property	9/18/2013	Net Exemptions		\$6,802.11	
Year Financial Assistance is Planned to End	2024	Project Employment Information			
Notes	PILOT started with School Taxes September 2014				
Location of Project		# of FTEs before IDA Status	0.00		
Address Line1	1043 State Route 9	Original Estimate of Jobs to be Created	6.00		
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	25,000.00		
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	15,000.00	To: 80,000.00	
State	NY	Original Estimate of Jobs to be Retained	0.00		
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00		
Province/Region		Current # of FTEs	12.00		
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00		
Applicant Information		Net Employment Change	12.00		
Applicant Name	TRIBALS, LLC				
Address Line1	184 Glen Street	Project Status			
Address Line2					
City	GLENS FALLS	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12801	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

Annual Report for Warren and Washington Counties Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/26/2020
Status: UNSUBMITTED
Certified Date: N/A

General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-16-03A				
Project Type	Lease	State Sales Tax Exemption		\$0.00	
Project Name	TRSB Enterprises LLC - RockSport	Local Sales Tax Exemption		\$0.00	
Project Part of Another Phase or Multi Phase	No	County Real Property Tax Exemption		\$5,868.46	
		Local Property Tax Exemption		\$768.34	
Original Project Code		School Property Tax Exemption		\$23,134.30	
Project Purpose Category	Retail Trade	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$1,636,000.00	Total Exemptions		\$29,771.10	
Benefited Project Amount	\$1,636,000.00	Total Exemptions Net of RPTL Section 485-b		\$0.00	
Bond/Note Amount		Pilot payment Information			
Annual Lease Payment	\$0.00			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds		County PILOT		\$3,176.64	\$3,176.64
Not For Profit	No	Local PILOT		\$415.91	\$415.91
Date Project approved	8/15/2016	School District PILOT		\$12,522.76	\$12,522.76
Did IDA took Title to Property	Yes	Total PILOT		\$16,115.31	\$16,115.31
Date IDA Took Title to Property	11/14/2016	Net Exemptions		\$13,655.79	
Year Financial Assistance is Planned to End	2027	Project Employment Information			
Notes	Tenant to be Hard as a Rock Training Inc. dba RockSportCurrently under construction				
Location of Project		# of FTEs before IDA Status	6.00		
Address Line1	54 Carey Road	Original Estimate of Jobs to be Created	12.00		
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	12,000.00		
City	QUEENSBURY	Annualized Salary Range of Jobs to be Created	6,000.00	To: 25,000.00	
State	NY	Original Estimate of Jobs to be Retained	6.00		
Zip - Plus4	12804	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	12,000.00		
Province/Region		Current # of FTEs	29.00		
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00		
Applicant Information		Net Employment Change	23.00		
Applicant Name	Hard as a Rock Training, Inc.				
Address Line1	c/o TRSB Enterprises LLC	Project Status			
Address Line2					
City	QUEENSBURY	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12804	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

Annual Report for Warren and Washington Counties Industrial Development Agency

Fiscal Year Ending: 12/31/2019

 Run Date: 03/26/2020
 Status: UNSUBMITTED
 Certified Date: N/A

General Project Information		Project Tax Exemptions & PILOT		Payment Information	
Project Code	5202-00-01A				
Project Type	Bonds/Notes Issuance	State Sales Tax Exemption		\$0.00	
Project Name	The Glen at Hiland	Local Sales Tax Exemption		\$0.00	
		County Real Property Tax Exemption		\$0.00	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption		\$0.00	
Original Project Code		School Property Tax Exemption		\$0.00	
Project Purpose Category	Services	Mortgage Recording Tax Exemption		\$0.00	
Total Project Amount	\$20,450,000.00	Total Exemptions		\$0.00	
Benefited Project Amount	\$20,450,000.00	Total Exemptions Net of RPTL Section 485-b			
Bond/Note Amount	\$18,450,000.00	Pilot payment Information			
Annual Lease Payment				Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds	Tax Exempt	County PILOT		\$0.00	\$0.00
Not For Profit	Yes	Local PILOT		\$0.00	\$0.00
Date Project approved	10/25/1999	School District PILOT		\$0.00	\$0.00
Did IDA took Title to Property	Yes	Total PILOT		\$0.00	\$0.00
Date IDA Took Title to Property	10/25/1999	Net Exemptions		\$0.00	
Year Financial Assistance is Planned to End	2030	Project Employment Information			
Notes	IDA not involved in PILOT, PILOT is a voluntary agreement between Company and town/county/school district.Estimated annual salary information is not available as project is an existing project. Agency will be requesting such data on future applications.				
Location of Project		# of FTEs before IDA Status		2.00	
Address Line1	Meadowbrook Road	Original Estimate of Jobs to be Created		60.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)		0.00	
City	GLENS FALLS	Annualized Salary Range of Jobs to be Created		0.00 To: 0.00	
State	NY	Original Estimate of Jobs to be Retained		0.00	
Zip - Plus4	12801	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)		0.00	
Province/Region		Current # of FTEs		111.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year		0.00	
Applicant Information		Net Employment Change		109.00	
Applicant Name	The Glen at Hiland Meadows				
Address Line1	Meadowbrook Road	Project Status			
Address Line2					
City	GLENS FALLS	Current Year Is Last Year for Reporting			
State	NY	There is no Debt Outstanding for this Project			
Zip - Plus4	12801	IDA Does Not Hold Title to the Property			
Province/Region		The Project Receives No Tax Exemptions			
Country	USA				

Annual Report for Warren and Washington Counties Industrial Development Agency
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Run Date: 03/26/2020
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Certified Date: N/A

General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-02-03A			
Project Type	Bonds/Notes Issuance	State Sales Tax Exemption	\$0.00	
Project Name	The Hyde Collection	Local Sales Tax Exemption	\$0.00	
		County Real Property Tax Exemption	\$0.00	
Project Part of Another Phase or Multi Phase	No	Local Property Tax Exemption	\$0.00	
Original Project Code		School Property Tax Exemption	\$0.00	
Project Purpose Category	Other Categories	Mortgage Recording Tax Exemption	\$0.00	
Total Project Amount	\$3,359,635.00	Total Exemptions	\$0.00	
Benefited Project Amount	\$3,359,635.00	Total Exemptions Net of RPTL Section 485-b	\$0.00	
Bond/Note Amount	\$2,000,000.00	Pilot payment Information		
Annual Lease Payment			Actual Payment Made	Payment Due Per Agreement
Federal Tax Status of Bonds	Tax Exempt	County PILOT	\$0.00	\$0.00
Not For Profit	Yes	Local PILOT	\$0.00	\$0.00
Date Project approved	11/28/2002	School District PILOT	\$0.00	\$0.00
Did IDA took Title to Property	Yes	Total PILOT	\$0.00	\$0.00
Date IDA Took Title to Property	3/28/2003	Net Exemptions	\$0.00	
Year Financial Assistance is Planned to End	2013	Project Employment Information		
Notes	No PILOT. In 2013, bonds were paid and then reissued at a lower rate. See project code 52020301B.			
Location of Project		# of FTEs before IDA Status	18.00	
Address Line1	161 Warren St	Original Estimate of Jobs to be Created	0.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	0.00	
City	GLENS FALLS	Annualized Salary Range of Jobs to be Created	0.00	To: 0.00
State	NY	Original Estimate of Jobs to be Retained	18.00	
Zip - Plus4	12801	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	0.00	
Province/Region		Current # of FTEs	23.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00	
Applicant Information		Net Employment Change	5.00	
Applicant Name	The Hyde Collection Trust			
Address Line1	161 Warren St	Project Status		
Address Line2				
City	GLENS FALLS	Current Year Is Last Year for Reporting		
State	NY	There is no Debt Outstanding for this Project		
Zip - Plus4	12801	IDA Does Not Hold Title to the Property		
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

Annual Report for Warren and Washington Counties Industrial Development Agency
 Fiscal Year Ending: 12/31/2019

Run Date: 03/26/2020
 Status: UNSUBMITTED
 Certified Date: N/A

General Project Information		Project Tax Exemptions & PILOT	Payment Information	
Project Code	5202-19-02			
Project Type	Tax Exemptions	State Sales Tax Exemption	\$423,830.35	
Project Name	WL Plastics Corporation	Local Sales Tax Exemption	\$0.00	
Project Part of Another Phase or Multi Phase	No	County Real Property Tax Exemption		
Original Project Code		Local Property Tax Exemption		
Project Purpose Category	Manufacturing	School Property Tax Exemption		
Total Project Amount	\$15,685,000.00	Mortgage Recording Tax Exemption	\$0.00	
Benefited Project Amount	\$12,450,000.00	Total Exemptions	\$423,830.35	
Bond/Note Amount		Total Exemptions Net of RPTL Section 485-b		
Annual Lease Payment		Pilot payment Information		
Federal Tax Status of Bonds			Actual Payment Made	Payment Due Per Agreement
Not For Profit		County PILOT		
Date Project approved	12/18/2019	Local PILOT		
Did IDA took Title to Property	No	School District PILOT		
Date IDA Took Title to Property		Total PILOT	\$0.00	\$0.00
Year Financial Assistance is Planned to End	2021	Net Exemptions	\$423,830.35	
Notes		Project Employment Information		
Approved for 871,500.00 in tax exemption, used 423,830.35 in 2019				
Location of Project		# of FTEs before IDA Status	0.00	
Address Line1	446 Lock 8 Way	Original Estimate of Jobs to be Created	50.00	
Address Line2		Average Estimated Annual Salary of Jobs to be Created(at Current Market rates)	4,100,000.00	
City	FORT EDWARD	Annualized Salary Range of Jobs to be Created	30,000.00	To: 125,000.00
State	NY	Original Estimate of Jobs to be Retained	0.00	
Zip - Plus4	12828	Estimated Average Annual Salary of Jobs to be Retained(at Current Market rates)	410,000.00	
Province/Region		Current # of FTEs	0.00	
Country	United States	# of FTE Construction Jobs during Fiscal Year	0.00	
Applicant Information		Net Employment Change	0.00	
Applicant Name	WL Plastics Manufacturing LLC			
Address Line1	3575 Lone Star Circle, #400			
Address Line2		Project Status		
City	FORT WORTH	Current Year Is Last Year for Reporting		
State	TX	There is no Debt Outstanding for this Project		
Zip - Plus4	76177	IDA Does Not Hold Title to the Property	Yes	
Province/Region		The Project Receives No Tax Exemptions		
Country	USA			

Annual Report for Warren and Washington Counties Industrial Development Agency
 Fiscal Year Ending: 12/31/2019

Run Date: 03/26/2020
 Status: UNSUBMITTED
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IDA Projects Summary Information:

Total Number of Projects	Total Exemptions	Total PILOT Paid	Net Exemptions	Net Employment Change
26	\$2,687,791.72	\$1,133,926.19	\$1,553,865.53	367

Annual Report for Warren and Washington Counties Industrial Development Agency
Fiscal Year Ending: 12/31/2019

Run Date: 03/26/2020
Status: UNSUBMITTED
Certified Date: N/A

Additional Comments

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Independent Auditor's Report

Financial Statements
and Supplementary
Information

Year Ended December 31, 2019



WHITTEMORE, DOWEN
& RICCIARDELLI, LLP

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Counties of Warren and Washington
Industrial Development Agency

Report on the Financial Statements

We have audited the accompanying financial statements of the business-type activities and the discretely presented component unit of the Counties of Warren and Washington Industrial Development Agency, as of and for the year ended December 31, 2019, 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

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 opinions on these financial statements based on our audit. We conducted our audit 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 opinions.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities and the discretely presented component unit of the Counties of Warren and Washington Industrial Development Agency, as of December 31, 2019, and the respective changes in financial position and cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that management's discussion and analysis on pages 3-6 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 Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 16, 2020 on our consideration of the Counties of Warren and Washington Industrial Development 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 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 Counties of Warren and Washington Industrial Development Agency's internal control over financial reporting and compliance.

Whittemore, Downen & Ricciardelli, LLP

Whittemore, Downen & Ricciardelli, LLP
Queensbury, New York

March 16, 2020

COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY

Management's Discussion and Analysis For the Year Ended December 31, 2019

Our discussion and analysis of the Counties of Warren and Washington Industrial Development Agency's financial performance provide an overview of the Agency's financial activities for the fiscal year ended December 31, 2019. Please read it in conjunction with the Agency's financial statements.

HIGHLIGHTS

Financial Highlights:

- Total current IDA assets were decreased by \$37,287 and net capital and other assets decreased by \$10 from 2018.
- PILOT Project Revenues in the amount of \$1,288,039 were collected and disbursed to taxing jurisdictions throughout the Counties of Warren and Washington.

Agency Highlights:

- The Agency is working with WL Plastics with projected project opening in 2020.
- Greenwich Preservation Group LLC, Okie Properties LLC (Firetek Sprinkler Systems LLC), and Sandy Hill Vision LLC had project openings in 2019.

USING THIS ANNUAL REPORT

This annual report consists of three parts: Management's Discussion and Analysis and Financial Statements. The Financial Statements also include notes that explain in more detail some of the information in the financial statements.

This annual report also includes information for our Component Unit, the Civic Development Corporation.

COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY

Management's Discussion and Analysis For the Year Ended December 31, 2019

OVERVIEW OF FINANCIAL STATEMENTS

This discussion and analysis is intended to serve as an introduction to the Agency's agency-wide financial statements. This report also contains other supplementary information in addition to the basic financial statements themselves.

Agency-wide financial statements. The *agency-wide financial statements* are designed to provide readers with a broad overview of the Agency's finances.

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

The *Statement of Revenues, Expenses and Changes in Net Position* presents information showing how the Agency's net position changed during the most recent fiscal year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, *regardless of the timing of related cash flows*.

Notes to Financial Statements. The Notes provide additional information that is essential to a full understanding of the data provided in the *financial statements*.

FINANCIAL ANALYSIS

Net position may serve over time as a useful indicator of a government agency's financial position. In the case of the Agency, assets exceeded liabilities by \$1,208,126 as of December 31, 2019.

The Agency's financial position is the product of several financial transactions including the net results of activities, the acquisition and payment of debt, the acquisition and disposal of capital assets, and the depreciation of capital assets.

COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY

Management's Discussion and Analysis For the Year Ended December 31, 2019

The following tables present a summary of the Agency's and Corporation's derivation of net position for the fiscal years ended December 31, 2019 and 2018.

Table 1

	2019			2018	
	Industrial Development Agency	Civic Development Corp. (Component Unit)		Industrial Development Agency	Civic Development Corp. (Component Unit)
Total Current Assets	\$ 697,177	\$ 17,919	Total Current Assets	\$ 734,464	\$ 20,388
Total Capital Assets (net)	519,263	3,621	Total Capital Assets (net)	519,263	4,138
Total Other Assets	590	-	Total Other Assets	600	-
Total Assets	1,217,030	21,540	Total Assets	1,254,327	24,526
Total Liabilities	8,904	-	Total Liabilities	23,171	-
Net Investment in Capital Assets Unrestricted	519,263 688,863	3,621 17,919	Net Investment in Capital Assets Unrestricted	519,263 711,893	4,138 20,388
Total Net Position	<u>\$ 1,208,126</u>	<u>\$ 21,540</u>	Total Net Position	<u>\$ 1,231,156</u>	<u>\$ 24,526</u>

Changes in the Agency's and Corporation's net position can be determined by reviewing the following condensed Statement of Revenues, Expenses and Changes in Net Position at the end of the year.

Table 2

	2019			2018	
	Industrial Development Agency	Civic Development Corp. (Component Unit)		Industrial Development Agency	Civic Development Corp. (Component Unit)
Total Operating Revenues	\$ 112,041	\$ -	Total Operating Revenues	\$ 106,523	\$ 2,000
Total Operating Expenses	127,508	2,986	Total Operating Expenses	106,420	49,617
Net Operating Revenue (Expenses)	(15,647)	(2,986)	Net Operating Revenue (Expenses)	103	(47,617)
Net Non-Operating Revenue (Expenses)	(7,563)	-	Net Non-Operating Revenue (Expenses)	(11,629)	-
Increase (Decrease) in Net Position	(23,030)	(2,986)	Increase (Decrease) in Net Position	(11,526)	(47,617)
Net Position at Beginning of Year	1,231,156	24,526	Net Position at Beginning of Year	1,242,682	72,143
Net Position at End of Year	<u>\$ 1,208,126</u>	<u>\$ 21,540</u>	Net Position at End of Year	<u>\$ 1,231,156</u>	<u>\$ 24,526</u>

COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY

Management's Discussion and Analysis For the Year Ended December 31, 2019

CAPITAL ASSETS

The Agency's capital assets are recorded at cost and consist mainly of land and related development costs.

Land is recorded at cost when acquired and consists of approximately 79 acres. The Agency is developing sections of the land for sale to prospective businesses. Various legal, surveying, engineering, and other development costs are capitalized as incurred.

Capital assets at December 31 are comprised as follows:

	2019	2018
Land	\$ 519,263	\$ 519,263
Office equipment, signs, mailboxes less accumulated depreciation	-	-
Capital Assets (net)	<u>\$ 519,263</u>	<u>\$ 519,263</u>

The Civic Development Corporation's capital assets consist of unamortized organization costs.

CASH AND INVESTMENT POLICY

The Counties of Warren and Washington Industrial Development Agency finds it necessary to place funds in various deposit accounts. Article 18A, Section 858(14) of the State General Municipal Law authorizes the Agency to designate depositories. In accordance with this Article, one (1) bank is designated as a depository for the Agency's funds. Rates are competitively procured for deposits.

CONTACTING THE AGENCY'S FINANCIAL MANAGEMENT

This financial report is designed to provide our citizens, customers and creditors with a general overview of the Agency's finances and to demonstrate the Agency's accountability for the money it receives. If you have any questions about this report or need additional financial information, contact the Agency at (518) 792-1312 or by mail: Counties of Warren and Washington Industrial Development Agency, 5 Warren Street, Suite 210, Glens Falls, New York 12801.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Statement of Net Position

December 31, 2019

ASSETS	Industrial Development Agency	Civic Development Corp. (Component Unit)
Current Assets:		
Cash and cash equivalents	\$ 316,393	\$ 17,919
Accounts receivable	675	-
Investments	377,774	-
Prepaid expenses	2,335	-
Total Current Assets	<u>697,177</u>	<u>17,919</u>
Noncurrent Assets:		
Escrow cash	590	-
Organization cost, net of amortization	-	3,621
Capital assets, net	519,263	-
Total Noncurrent Assets	<u>519,853</u>	<u>3,621</u>
Total Assets	<u>1,217,030</u>	<u>21,540</u>
LIABILITIES		
Current Liabilities:		
Accounts payable	7,800	-
Other liabilities	1,104	-
Total Current Liabilities	<u>8,904</u>	<u>-</u>
Total Liabilities	<u>8,904</u>	<u>-</u>
NET POSITION		
Net investment in capital assets	519,263	3,621
Unrestricted	688,863	17,919
Total Net Position	<u>\$ 1,208,126</u>	<u>\$ 21,540</u>

See Independent Auditor's Report and Notes

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Statement of Revenues, Expenses and Changes in Net Position

Year Ended December 31, 2019

	Industrial Development Agency	Civic Development Corp. (Component Unit)
Operating Revenues:		
Charges for services	\$ 77,096	\$ -
Reimbursements	34,945	-
	<u>112,041</u>	<u>-</u>
Total Operating Revenues		
	<u>112,041</u>	<u>-</u>
Operating Expenses:		
Personal services	24,046	-
Contractual expenses	101,500	2,469
Payroll taxes	1,962	-
Amortization	-	517
	<u>127,508</u>	<u>2,986</u>
Total Operating Expenses		
	<u>127,508</u>	<u>2,986</u>
Total Operating Income (Loss)	<u>(15,467)</u>	<u>(2,986)</u>
Non-Operating Revenues (Expenses):		
Use of money and property	5,000	-
Real property tax expense	(12,563)	-
	<u>(7,563)</u>	<u>-</u>
Total Non-Operating Revenues (Expenses)		
	<u>(7,563)</u>	<u>-</u>
Increase (Decrease) in Net Position	(23,030)	(2,986)
Net Position - Beginning of Year	<u>1,231,156</u>	<u>24,526</u>
Net Position - End of Year	<u>\$ 1,208,126</u>	<u>\$ 21,540</u>

See Independent Auditor's Report and Notes

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Statement of Cash Flows

Year Ended December 31, 2019

	Industrial Development Agency	Civic Development Corp. (Component Unit)
Cash Flows From Operating Activities:		
Cash received from providing services	\$ 76,421	\$ -
Cash payments contractual expenses	(60,664)	(2,469)
Cash payments personal services and payroll taxes	(24,904)	-
	<u>(9,147)</u>	<u>(2,469)</u>
Net Cash Provided (Used) by Operating Activities		
Cash Flows From Investing Activities:		
Investment purchase	(377,774)	-
Interest income	5,000	-
	<u>(372,774)</u>	<u>-</u>
Net Cash Provided (Used) by Investing Activities		
Cash Flows From Non-Capital and Financing Activities:		
Real property taxes	(12,563)	-
	<u>(12,563)</u>	<u>-</u>
Net Cash Provided (Used) by Non-Capital and Financing Activities		
Cash Flows From Capital and Related Financing Activities:		
Collections on note receivable	4,250	-
	<u>4,250</u>	<u>-</u>
Net Cash Provided (Used) by Capital and Related Financing Activities		
Net Increase (Decrease) in Cash and Cash Equivalents	(390,234)	(2,469)
Cash and Cash Equivalents - Beginning of Year	<u>707,217</u>	<u>20,388</u>
Cash and Cash Equivalents - End of Year	<u><u>\$ 316,983</u></u>	<u><u>\$ 17,919</u></u>

See Independent Auditor's Report and Notes

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Statement of Cash Flows

Year Ended December 31, 2019

	Industrial Development Agency	Civic Development Corp. (Component Unit)
Reconciliation of Operating Income (Loss) to Net Cash		
Provided (Used) by Operating Activities:		
Operating Income (Loss)	\$ (15,467)	\$ (2,986)
Adjustments to Reconcile Operating Income (Loss) to Net Cash		
Provided (Used) by Operating Activities:		
Amortization	-	517
(Increase) Decrease in:		
Accounts receivable	(675)	-
Accounts receivable, restricted	21,238	-
Prepaid expenses	24	-
(Decrease) Increase in:		
Accounts payable	5,867	-
Other liabilities	1,104	-
Due to other governments, to be paid from restricted assets	(21,238)	-
Net Cash Provided (Used) by Operating Activities	<u>\$ (9,147)</u>	<u>\$ (2,469)</u>

See Independent Auditor's Report and Notes

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Notes to Financial Statements

December 31, 2019

Summary of Significant Accounting Policies

The financial statements of the Counties of Warren and Washington Industrial Development Agency (Agency) have been prepared in conformity with accounting principles generally accepted in the United States of America (GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is the accepted standard setting body for establishing governmental accounting and financial reporting principles. The most significant accounting policies of the Agency are described below.

Organization and Purpose

The Agency was created in 1971 by the Warren and Washington County Boards of Supervisors under the provisions of Chapter 862 of the 1971 Laws of New York State. The purposes of the Agency are to promote, develop, encourage, and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping, and furnishing industrial, manufacturing, warehousing, commercial, research, and recreational facilities including industrial pollution control facilities, educational or cultural facilities, railroad facilities, and horse racing facilities and thereby advance the job opportunities, health, general prosperity, and economic welfare of the Counties of Warren and Washington and the residents thereof; and to improve their recreational opportunities, prosperity, and standards of living.

The Agency accomplishes its purposes through arranging for issuance of taxable and tax-exempt Industrial Development revenue bonds and notes, granting of sales and mortgage tax exemptions, and the arranging and administration of payment-in-lieu-of-taxes agreements to prospective businesses upon an application and approval process. The Agency considers these activities to be operating revenues. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses, including the sale of land. The Agency also owns approximately 79 acres of land located in Warren and Washington Counties of which its primary purpose is to add business properties to an existing industrial park in order to attract prospective businesses.

The Agency is exempt from federal, state, and local income taxes. The members of the Board of the Agency are appointed by the Warren and Washington County Boards of Supervisors.

Component Unit of the Agency

The Counties of Warren and Washington Civic Development Corporation (CDC), an exempt organization under Sec. (501)(c)(3) of the Internal Revenue Code, was created in 2011 for the purpose of promoting community and economic development and the creation of jobs in the non-profit and for-profit sectors for the citizens of the Counties by developing and providing programs for not-for-profit institutions, manufacturing and industrial businesses, and other entities to access low interest tax-exempt and non-tax-exempt financing for their eligible projects; and undertaking projects and activities within the Counties for the purpose of relieving and reducing unemployment, bettering and maintaining job opportunities, carrying on scientific research for the purpose of aiding the Counties by attracting new industry to the Counties or by encouraging the development of, or retention of, an industry in the Counties, and lessening the burdens of government and acting in the public interest. The CDC governing body is substantively the same as the Agency's and therefore, the CDC is considered a component unit of the Agency and is discretely presented.

Enterprise Fund

The Agency records its transactions in this proprietary-type fund, which is used to account for operations that are financed and operated in a manner similar to private business enterprises, where the intent is that costs of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Notes to Financial Statements

December 31, 2019

Summary of Significant Accounting Policies – Continued

Basis of Accounting

The financial statements of the Agency are prepared using the accrual basis of accounting. Sales of real estate lots owned by the Agency are reported using the accrual method, which requires that the entire profit on the sale be recognized when the sale occurs.

Capital Assets, Net

The Agency's capital assets are recorded at cost and consist mainly of land and related development costs.

Land is recorded at cost when acquired and consists of approximately 79 acres. The Agency is developing sections of the land for sale to prospective businesses. Various legal, surveying, engineering, and other development costs are capitalized as incurred. At December 31, 2019, the accumulated costs recorded on the Agency's books associated with the land total \$519,263.

Depreciation of office equipment and signs and mailboxes is recognized on a straight-line basis over the estimated useful lives of the assets, five and ten years, respectively.

Accounts Receivable

The Agency considers accounts receivable to be fully collectible. Accordingly, no allowance for doubtful accounts is required. If amounts become uncollectible, they will be charged to operations when the determination is made. The Agency has no stated policy for deeming receivables to be delinquent and no interest is charged to receivables.

Cash and Cash Equivalents

The Agency considers all checking, savings, and certificate of deposit accounts with a maturity of three months or less to be cash equivalents for purposes of the statement of cash flows.

Cash and cash equivalents at December 31, 2019, are as follows:

	Industrial Development Agency	Civic Development Corp. (Component Unit)
Operating cash	\$ 316,393	\$ 17,919
Escrow cash	590	-
Total cash and cash equivalents	<u>\$ 316,983</u>	<u>\$ 17,919</u>

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles 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.

Restricted Resources

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

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Notes to Financial Statements

December 31, 2019

Industrial Development Revenue Bond and Note Transactions

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 obligations of the Agency or the State of New York. The Agency does not record the assets or liabilities resulting from completed bonds and notes issued in its accounts, since its primary function is to arrange the financing between the borrowing companies and the bond and note holders, and funds arising therefrom are controlled by trustees or banks acting as fiscal agents.

The Agency receives an administration fee calculated as a percentage of the amount of bonds issued or cost of the project in the case of a straight lease transaction, in addition to reimbursements for any legal costs incurred by the Agency. Such administrative fee income is recognized immediately upon the closing of the project.

Industrial Development revenue bonds and notes outstanding as of December 31, 2019, total \$7,952,331. Civic Development revenue bonds and notes outstanding as of December 31, 2019, total \$34,205,131.

Cash and Investments

The Agency's investment policies are governed by State statutes. Agency monies must be deposited in FDIC insured commercial banks or trust companies located within the State. The treasurer is authorized to use demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. Treasury and U.S. Agencies, repurchase agreements, and obligations of New York State or its localities. At December 31, 2019, the Agency had investments in certificates of deposit in the amount of \$377,774.

Custodial credit risk is the risk that in the event of a bank failure, the Agency's deposits may not be returned to it. While the Agency does not have a specific policy for custodial credit risk, New York State statutes govern the Agency's investment policies, as described above.

The Agency's insured and collateral status of the year-end bank and certificate of deposit balances were as follows:

	Industrial Development Agency	Civic Development Corp. (Component Unit)
Covered by Federal Deposit Insurance	\$ 250,000	\$ 17,919
Collateralized with securities held by a third-party custodian for the benefit of the Agency, pursuant to a three-party custody agreement	454,497	-
	<u>\$ 704,497</u>	<u>\$ 17,919</u>

The Agency does not typically purchase investments of a duration long enough to cause it to believe that it is exposed to any material interest rate risk. The Agency does not typically purchase investments denominated in a foreign currency and is not exposed to foreign currency risk.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Notes to Financial Statements

December 31, 2019

Capital Assets and Organization Costs

Capital assets at December 31 are comprised as follows:

	Balance January 1, 2019	Additions	Retirements/ Dispositions	Balance December 31, 2019
Land	\$ 519,263	\$ -	\$ -	\$ 519,263
Office equipment	1,614	-	-	1,614
Sign and mailboxes	7,584	-	-	7,584
	528,461	-	-	528,461
Less: accumulated depreciation	(9,198)	-	-	(9,198)
Capital assets, net	<u>\$ 519,263</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 519,263</u>

Depreciation expense for 2019 was \$-0-

The CDC recorded \$7,756 for organization costs upon its creation. As of December 31, 2019, the organization cost recorded on the books of the CDC was \$3,621, net of accumulated amortization of \$4,135. Amortized organization expense for 2019 was \$517.

Restricted Assets

At December 31, 2019, restricted assets consisted of the following:

Accounts receivable for PILOT payments owed to other governments	\$ -
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Subsequent Events

The Agency has evaluated all events through March 16, 2020, the date which these financial statements were available to be issued, and determined that there are no subsequent events which require disclosure.

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL
REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN
AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE
WITH GOVERNMENT AUDITING STANDARDS

To the Board of Directors
Counties of Warren and Washington
Industrial Development Agency

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the business-type activities and the aggregate discretely presented component unit of the Counties of Warren and Washington Industrial Development Agency, as of and for the year ended December 31, 2019, and the related notes to the financial statements, which collectively comprise the Counties of Warren and Washington Industrial Development Agency's basic financial statements, and have issued our report thereon dated March 16, 2020.

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) 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 Counties of Warren and Washington Industrial Development Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Counties of Warren and Washington 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 was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Counties of Warren and Washington 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.

Whittemore, Downen & Ricciardelli, LLP

Whittemore, Downen & Ricciardelli, LLP
Queensbury, New York

March 16, 2020

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Schedule of Findings and Responses
(Schedule 1)

December 31, 2019

None noted for 2019.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Schedule of Status of Prior Years Findings From 2018 Report
(Schedule 2)

Year Ended December 31, 2018

<u>Number</u>	<u>Finding/Noncompliance</u>
2018-001	<p><u>Condition</u> – Upon reconciliation procedures it was noted that the actual payroll amounts that were filed with the IRS for the forms W-3 and quarterly 941's were both under reported by approximately \$300.</p> <p><u>Status</u>: The issue appears to have been resolved in 2019.</p>
2018-002	<p><u>Condition</u> – The PARIS report has not been filed.</p> <p><u>Status</u>: The issue appears to have been resolved in 2019.</p>
2018-003	<p><u>Condition</u> – As a follow up to the Public Authorities Budget Office review findings, it was noted that there was no grant agreement in place between the IDA and the CDC for the transfer of funds to the IDA from the CDC during 2018.</p> <p><u>Status</u>: The issue appears to have been resolved in 2019.</p>
2018-004	<p><u>Condition</u> – As a follow up to the Public Authorities Budget Office review findings, it was noted that the penalty for delinquent PILOT payments was not being calculated correctly.</p> <p><u>Status</u>: The issue appears to have been resolved in 2019.</p>