



Genesee Gateway Local Development Corp.
Meeting Agenda
Thursday, February 2, 2017
Location: Upstate MedTech Centre – Suite 107

PAGE #

- | | | |
|------------|--|---------------|
| 1.0 | Call to Order | 5:10pm |
| 1.1 | Enter Public Session | |
| 1.2 | Welcome Gregg Torrey – New GGLDC Board Member | |
| 2.0 | Chairman’s Report and Activities | 5:10pm |
| 2.1 | Upcoming Meetings: | |
| | Next Scheduled Board Meeting: Thursday, March 2nd at 4pm | |
| | Annual Meeting: Friday, March 3rd at 12:00pm | |
| | Audit & Finance Committee Meeting: Tuesday, February 28 th at 3pm | |
| 2.2 | Agenda Additions/ Deletions / Other Business | |
| 3.0 | Report of Management | 5:10pm |
| 3.1 | Nothing at this time. | |
| 4.0 | Audit & Finance Committee | 5:10pm |
| 4.1 | December 2016 Unaudited Financial Statements **Vote | |
| 5.0 | Governance & Nominating Committee | 5:15pm |
| 5.1 | Nothing at this time. | |
| 6.0 | Other Business | 5:15pm |
| 6.1 | Nothing at this time. | |
| 7.0 | Adjournment | 5:15pm |

2-7

DRAFT

Genesee Gateway Local Development Corp.
December 2016 UNAUDITED Dashboard
Balance Sheet - Accrual Basis

	<u>12/31/16</u>	<u>11/30/16</u>	[Per Audit] <u>12/31/15</u>
ASSETS:			
Cash - Unrestricted	\$ 253,536	\$ 224,235	\$ 211,269
Cash - Restricted (A)	601,448	599,893	513,991
Cash - Reserved (B)(1)	1,287,718	1,353,080	1,080,497
Cash - Subtotal	<u>2,142,702</u>	<u>2,177,208</u>	<u>1,805,757</u>
Grants Receivable (2)	84,417	29,463	532,870
Accounts Receivable	-	-	12,107
Loans Receivable - Current Portion (3)	423,775	406,546	261,544
Loan Receivable - GCEDC	-	-	180,790
Other Current Assets (4)	905	1,356	1,958
Total Current Assets	<u>2,651,799</u>	<u>2,614,573</u>	<u>2,795,026</u>
Land Held for Dev. & Resale	3,857,780	3,855,997	3,788,635
Buildings & Improvements	7,126,776	7,123,126	7,123,126
Furniture, Fixtures & Equipment	43,700	43,700	41,550
Total Property, Plant & Equip.	<u>11,028,256</u>	<u>11,022,823</u>	<u>10,953,311</u>
Less Accumulated Depreciation	<u>(1,186,387)</u>	<u>(1,170,108)</u>	<u>(990,992)</u>
Net Property, Plant & Equip.	<u>9,841,869</u>	<u>9,852,715</u>	<u>9,962,319</u>
Loans Receivable - Noncurrent Portion (Net of \$149,438 Allow for Bad Debt at 12/31/16 and \$141,105 at 11/30/16) (3)	924,627	963,892	642,275
Equity Investment in Genesee Agri-Business, LLC (5)	<u>3,220,240</u>	<u>3,220,240</u>	<u>3,220,240</u>
Other Assets	<u>4,144,867</u>	<u>4,184,132</u>	<u>3,862,515</u>
Total Assets	<u>16,638,535</u>	<u>16,651,420</u>	<u>16,619,860</u>
LIABILITIES:			
Accounts Payable	69,007	63,289	37,979
Line of Credit (6)	-	-	188,344
Unearned Revenue (7)	54,145	19,065	54,662
Security Deposits	108,680	108,680	108,680
Accrued Expenses	-	-	4,165
Loan Payable - GCEDC	-	-	121,913
Loans Payable - Current Portion	68,098	67,872	65,434
Bonds Payable - Current Portion	<u>278,205</u>	<u>278,947</u>	<u>264,243</u>
Total Current Liabilities	<u>578,135</u>	<u>537,853</u>	<u>845,420</u>
Loans Payable - Noncurrent Portion	2,562,795	2,568,573	2,630,878
Bonds Payable - Noncurrent Portion	<u>3,590,508</u>	<u>3,600,063</u>	<u>3,878,695</u>
Total Noncurrent Liabilities	<u>6,153,303</u>	<u>6,168,636</u>	<u>6,509,573</u>
Total Liabilities	<u>6,731,438</u>	<u>6,706,489</u>	<u>7,354,993</u>
EQUITY	<u>\$ 9,907,097</u>	<u>\$ 9,944,931</u>	<u>\$ 9,264,867</u>

Significant Events:

- Cash - Reserved - \$304.5K EDA grant funds received in November as reimbursement for GVAB improvements.
- Grants Receivable - Received \$304.5K in November from EDA which reimbursed for GVAB improvements; Received \$75K from ESD grant (X544) in August which reimbursed for STAMP professional services and marketing expenses; National Grid grant will reimburse BETP improvements; DHCR will support US Gypsum project.
- Loans Receivable (Current & Noncurrent portion) - two loans to PW Minor disbursed in March and August, \$475K and \$259K respectively.
- Other Current Assets - prepaid D&O Insurance.

DRAFT

5. Equity Investment in Genesee Agri-Business, LLC - ties to corresponding GAB, LLC financial statements.
6. Line of Credit funds paid STAMP professional services - to be reimbursed by ESD grant funds; repaid in full in August.
7. Unearned Revenue - LeRoy/Bergen America's Best Community grant & Workforce Development grant funds received, but not yet expended/earned; MedTech Centre rents received in advance.

- (A) Restricted = Community Benefit Agreement (CBA) Funds, Security Deposits, USDA Debt Sinking Fund; Grant funds.
(B) Reserved = OCR loan repayments, Strategic Investment Funds, Economic Development Loan Funds, Batavia Micropolitan Area Redevelopment Loan Funds.

DRAFT

**Genesee Gateway Local Development Corp.
December 2016 UNAUDITED Dashboard
Profit & Loss - Accrual Basis**

	Month to Date		YTD		2016	2016
	12/31/16	12/31/15	2016	2015	Board Approved Budget	YTD % of Budget
Operating Revenues:						
Grants (1)	\$ 54,954	\$ 150,474	\$ 1,149,064	\$ 1,209,235	\$ 1,216,210	94%
Interest Income on Loans	2,994	7,546	37,940	40,197	39,428	96%
Rent	57,826	55,642	672,902	668,239	671,641	100%
Fees	-	-	250	2,750	-	N/A
Other Revenue	-	-	2,367	8,340	500	473%
Total Operating Revenues	115,774	213,662	1,862,523	1,928,761	1,927,779	
Operating Expenses:						
Operations & Maintenance	9,272	16,469	105,247	161,712	131,957	80%
Professional Services	28,178	61,790	154,615	256,931	324,666	48%
Econ. Dev. Prog. Support Grant	25,000	25,000	300,000	300,000	300,000	100%
Site Development Expense	-	81,475	-	442,462	-	N/A
Bad Debt Expense (2)	8,335	-	100,000	-	-	N/A
Grant Expense	45,000	-	45,000	-	367,000	N/A
Real Estate Dev. (Capitalized)	5,433	31,281	72,796	71,124	16,104	452%
Furniture & Equip. (Capitalized)	-	-	2,150	-	2,150	100%
Balance Sheet Absorption	(5,433)	(31,281)	(74,946)	(71,124)	(16,104)	465%
Depreciation	16,279	24,798	195,395	194,716	186,100	105%
Total Operating Expenses	132,064	209,532	900,257	1,355,821	1,311,873	
Operating Revenue (Loss)	(16,290)	4,130	962,266	572,940	615,906	
Non-Operating Revenues (Expenses):						
Other Interest Income	111	139	1,105	690	650	170%
Interest Expense	(21,655)	(26,558)	(321,141)	(337,763)	(324,917)	99%
Total Non-Operating Exp.	(21,544)	(26,419)	(320,036)	(337,073)	(324,267)	
Change in Net Assets	(37,834)	(22,289)	642,230	235,867	\$ 291,639	
Net Assets - Beginning	9,944,931	9,287,156	9,264,867	9,029,000		
Net Assets - Ending	\$ 9,907,097	\$ 9,264,867	\$ 9,907,097	\$ 9,264,867		

Significant Events:

1. Grants Revenue - DHCR Grant that supports US Gypsum project; YTD includes \$93K Community Benefit Agreement payment in October; DHCR Grant that supports Route 5 improvements at Buffalo East Tech Park (\$48.8K); \$734K DHCR Grant that supports loan to PW Minor; \$205K PIF from County (rcvd thru GCEDC) supporting Ag Park improvements (pays bond principal and interest); DHCR and PIF Grant Revenue recorded with no corresponding expense drive Operating Revenue.
2. Bad Debt Expense - The Audit & Finance Committee reviewed outstanding loans receivable in March 2016 and determined that an increase of \$100,000 to the Allowance for Bad Debt is appropriate. The increase is to be recognized evenly throughout the year.

**Genesee Gateway Local Development Corp.
December 2016 UNAUDITED Dashboard
Statement of Cash Flows**

DRAFT

	December 2016	YTD
CASH PROVIDED BY OPERATING ACTIVITIES:		
Grant Income	\$ -	\$ 1,597,048
Interest Income on Loans	2,318	48,626
Rental Income	93,582	672,896
Fees	-	250
Other Revenue	-	2,367
Operations & Maintenance Expense	(5,529)	(103,717)
Professional Services	(24,402)	(169,715)
Economic Development Program Support Grant	(75,000)	(300,000)
Site Development Expense	-	(1,620)
Improvements of Land Held for Dev. & Resale	(1,783)	(69,145)
Issuance of Loans	-	(734,000)
Repayment of Loans	13,701	370,207
Net Cash Provided By Operating Activities	2,887	1,313,197
CASH FLOWS USED BY CAPITAL & RELATED FINANCING ACTIVITIES:		
Line of Credit Activity - Net	-	(188,344)
Principal Payments on Bonds & Loans	(15,849)	(461,557)
Interest Paid on Bonds & Loans	(21,655)	(325,306)
Purchase/Improvements of Property, Plant & Equipment	-	(2,150)
Net Cash Used By Capital & Related Financing Activities	(37,504)	(977,357)
CASH FLOWS PROVIDED BY INVESTING ACTIVITIES:		
Interest Income	111	1,105
Net Cash Provided By Investing Activities	111	1,105
Net Change in Cash	(34,506)	336,945
Cash - Beginning of Period	2,177,208	1,805,757
Cash - End of Period	\$ 2,142,702	\$ 2,142,702
RECONCILIATION OF OPERATING REVENUE (LOSS) TO NET CASH PROVIDED BY OPERATING ACTIVITIES:		
Operating Revenue (Loss)	\$ (16,290)	\$ 962,266
Adjustments:		
Depreciation Expense	16,279	195,395
Increase in Land Held For Dev. & Resale	(1,783)	(69,145)
(Increase) Decrease in Grants/Accounts Receivable	(54,954)	460,560
Decrease in Other Current Assets	451	1,053
Decrease (Increase) in Loans Receivable	22,036	(263,793)
Increase in Operating Accounts Payable	2,068	27,378
Increase (Decrease) in Unearned Revenue	35,080	(517)
Total Adjustments	19,177	350,931
Net Cash Provided By Operating Activities	\$ 2,887	\$ 1,313,197

DRAFT

Genesee Gateway Local Development Corp.
December 2016 UNAUDITED Dashboard
Balance Sheet - Accrual Basis

	GGLDC		GABLLC		COMBINED	
	12/31/16		12/31/16	Eliminations	12/31/16	Per Audit 12/31/2015
ASSETS:						
Cash - Unrestricted	\$ 253,536	\$	\$ -	\$	253,536	\$ 211,269
Cash - Restricted (A)	601,448		-		601,448	513,991
Cash - Reserved (B)	1,287,718		56,224		1,343,942	1,209,849
Cash - Subtotal	<u>2,142,702</u>		<u>56,224</u>		<u>2,198,926</u>	<u>1,935,109</u>
Grants Receivable	84,417		-		84,417	532,870
Accts Receivable - Current	-		-		-	12,107
Loans Receivable - Current	423,775		113,976		537,751	372,487
Loan Receivable - GCEDC	-		-		-	180,790
Other Current Assets	905		-		905	1,958
Total Current Assets	<u>2,651,799</u>		<u>170,200</u>		<u>2,821,999</u>	<u>3,035,321</u>
Land & Improvements	3,857,780		3,116,511		6,974,291	6,905,146
Buildings & Improvements	7,126,776		-		7,126,776	7,123,126
Furniture, Fixtures & Equipment	43,700		-		43,700	41,550
Total Property, Plant & Equip.	11,028,256		3,116,511		14,144,767	14,069,822
Less Accumulated Depreciation	<u>(1,186,387)</u>		<u>-</u>		<u>(1,186,387)</u>	<u>(990,992)</u>
Net Property, Plant & Equip.	<u>9,841,869</u>		<u>3,116,511</u>		<u>12,958,380</u>	<u>13,078,830</u>
Loans Receivable - Noncurrent	924,627		117,091		1,041,718	642,275
Land Options	-		5,000		5,000	5,000
Deferred Interest	-		-		-	1,554
Equity Investment in GAB, LLC	3,220,240		-	(3,220,240)	-	-
Other Assets	<u>4,144,867</u>		<u>122,091</u>	<u>(3,220,240)</u>	<u>1,046,718</u>	<u>648,829</u>
TOTAL ASSETS	<u>16,638,535</u>		<u>3,408,802</u>	<u>(3,220,240)</u>	<u>16,827,097</u>	<u>16,762,980</u>
LIABILITIES:						
Accounts Payable	69,007		-		69,007	37,979
Line of Credit	-		-		-	188,344
Unearned Revenue	54,145		-		54,145	54,662
Security Deposits	108,680		-		108,680	108,680
Accrued Expenses	-		-		-	4,165
Loans Payable - GCEDC	-		-		-	121,913
Loans Payable - Current Portion	68,098		-		68,098	65,434
Bonds Payable - Noncurrent Portion	278,205		-		278,205	264,243
Note Payable - Frank Perry	-		-		-	50,000
Note Payable - Partridge	-		-		-	129,761
Total Current Liabilities	<u>578,135</u>		<u>-</u>		<u>578,135</u>	<u>1,025,181</u>
Loans Payable - Noncurrent Portion	2,562,795		-		2,562,795	2,630,878
Bonds Payable - Noncurrent Portion	3,590,508		-		3,590,508	3,878,695
Total Noncurrent Liabilities	<u>6,153,303</u>		<u>-</u>		<u>6,153,303</u>	<u>6,509,573</u>
TOTAL LIABILITIES	<u>6,731,438</u>		<u>-</u>	<u>-</u>	<u>6,731,438</u>	<u>7,534,754</u>
EQUITY	<u>\$ 9,907,097</u>	<u>\$ 3,408,802</u>	<u>\$ (3,220,240)</u>	<u>\$</u>	<u>10,095,659</u>	<u>\$ 9,228,226</u>

(A) Restricted = Community Benefit Agreement (CBA) Funds, Security Deposits, USDA Debt Sinking Fund, Grant Funds.
(B) Reserved = OCR loan repayments, Strategic Investment Funds, Economic Development Loan Funds, Batavia Metropolitan Area Redevelopment Loan Funds

4.1

6

Genesee Gateway Local Development Corp.
December 2016 UNAUDITED Dashboard
Profit & Loss - Accrual Basis

DRAFT

	GGLDC	GABLLC	Eliminations	COMBINED	
	12/31/16	12/31/16		12/31/16	YTD
<u>Operating Revenues:</u>					
Grants	\$ 54,954	\$ -	\$ -	\$ 54,954	\$ 1,055,819
Interest Income on Loans	2,994	-	-	2,994	31,850
Rent	57,826	-	-	57,826	561,199
Fees	-	-	-	-	250
Other Revenue	-	-	-	-	7,867
Total Operating Revenues	115,774	-	-	115,774	1,656,985
<u>Operating Expenses:</u>					
Operations & Maintenance	9,272	-	-	9,272	104,362
Professional Services	28,178	2,485	-	30,663	139,408
Econ. Dev. Program Support Grant	25,000	-	-	25,000	250,000
Site Development Expense	-	-	-	-	-
Bad Debt Expense	8,335	-	-	8,335	83,334
Grant Expense	45,000	-	-	-	-
Real Estate Development (Capitalized)	5,433	-	-	5,433	72,796
Furniture & Equipment (Capitalized)	-	-	-	-	2,150
Balance Sheet Absorption	(5,433)	-	-	(5,433)	(74,946)
Depreciation	16,279	-	-	16,279	162,799
Total Operating Expenses	132,064	2,485	-	89,549	739,903
Operating Revenue (Loss)	(16,290)	(2,485)	-	(18,775)	917,082
<u>Non-Operating Revenues (Expenses):</u>					
Other Interest Income	111	2	-	113	10,290
Interest Expense	(21,655)	-	-	(21,655)	(280,596)
Total Non-Operating Expenses	(21,544)	2	-	(21,542)	(270,306)
Change in Net Assets	(37,834)	(2,483)	-	(40,317)	646,776
Net Assets - Beginning	9,944,931	3,411,285	(3,220,240)	10,135,976	9,967,912
Net Assets - Ending	\$ 9,907,097	\$ 3,408,802	\$ (3,220,240)	\$ 10,095,659	\$ 10,614,687

4.1

7