



MEETING NOTICE

Thursday, December 14, 2023

Warneck Pump Station

23557 NYS Rt. 37

Watertown, New York

James W. Wright Conference Room
& Zoom Videoconference

Telecommunications Committee – 9:00 AM

Board of Directors – 10:30 AM

Pursuant to Open Meetings Law, members of the public have the right to attend the Meeting telephonically via Zoom by dialing into the following access line, or view the proceedings using the following link:

Dial In Number: 1-646-876-9923 Meeting ID: 884 5842 4282 Passcode: 596737

<https://us02web.zoom.us/j/88458424282?pwd=VDk5b2JaR0lHMmNFaE1xcVI2L2Nzd09>

Board Member McGrath will be participating via Zoom at:
800 Third Avenue, 13th Floor, New York, NY 10022

**The Public May View and Listen to the Meeting
Live Stream at www.danc.org.**



AGENDA
BOARD OF DIRECTORS MEETING
Thursday, December 14, 2023 – 10:30 AM
Warneck Pump Station
James W. Wright Conference Room
23557 NYS Rt. 37, Watertown, New York

1. Call to Order
2. Call the Roll
3. Privilege of the Floor
4. Approve the Minutes of October 26, 2023 Board Meeting
5. Chairperson's Report
6. Executive Director's Report
7. Financials –
 - a. Finance Report – Chief Financial Officer
Approving Financials for the month ending October 2023
 - b. Resolution No. 2023-12-83, Public Authorities Reporting Information System (PARIS), Five Year Budget and Financial Plan for FYE 2025 Annual Submission
 - c. Resolution No. 2023-12-84, Administrative Division, FYE 2024 Capital Project Budget Amendment, Enterprise Resource Planning System Replacement
8. Technical Services Summary Report
 - a. Non Lewis County Contracts –
9. Materials Management -
 - a. Resolution No. 2023-12-85, FYE 2024 Operating Budget Amendment, Materials Management Division
10. Telecommunications –
 - a. Resolution No. 2023-12-86, FYE 2024 Capital Budget Amendment, Telecommunications Division
 - b. Resolution No. 2023-12-87, Franklin County Telecommunication Project, Capital Project Authorization, Telecommunications Division

- c. Resolution No. 2023-12-88, Hamilton County Telecommunication Project, Capital Project Authorization, Telecommunications Division
- d. Resolution No. 2023-12-89, Regional and Local Assistance Capacity Grant Authorization, Telecommunications Division

11. Water Quality –

- a. Resolution No. 2023-12-90, Army Sewer Line, FYE 2024 Operating Budget Amendment, Water Quality Division

12. Regional Development –

- a. Loan Report -
- b. Resolution No. 2023-12-91, Regional Tourism Transformational Community Revolving Loan Fund, Sunshine Daydream Retreats LLC, Loan Ratification
- c. Resolution No. 2023-12-92, Economic Development Fund, Jefferson County Historical Society, Loan Extension
- d. Resolution No. 2023-12-93, Community Development Loan Fund, Thompson Park Conservancy Inc., Loan Modification

13. Update – Materials Management –

14. Next Meeting – February 8, 2024 (Budget Work Session)

15. Adjourn



MINUTES
BOARD OF DIRECTORS MEETING
Thursday, October 26, 2023 – 10:30 AM
Warneck Pump Station
James W. Wright Conference Room
23557 NYS Rt 37, Watertown, New York

The Development Authority of the North Country Board of Directors met in regular session in person and via Zoom Videoconference at the Warneck Pump Station, 23557 NYS Rt 37, Watertown, New York on Thursday, October 26, 2023 at 10:30 AM.

Members Present

Voting

Margaret Murray, Chairperson*
Thomas Hefferon
Alex MacKinnon
Dennis Mastascusa
Kenneth Bibbins
Mary Doheny
Mark Hall
Eric Virkler

Non-Voting

Nancy Henry
Stephen Hunt
Brian McGrath*

*Attended via videoconferencing.

Members Absent

Staff Present:

Carl Farone, Executive Director
Jennifer Staples, Chief Financial Officer
Carrie Tuttle, Chief Operating Officer
Stephen Bohmer, Director of Information Technology
Dawn Caccavo, Comptroller
Michelle Capone, Director of Regional Development
Thomas Haynes, Director of Engineering
Laurie Marr, Director of Communications and Public Affairs
Brian Nutting, Director of Water Quality
Shawn Thornton, Director of Materials Management
David Wolf, Director of Telecommunications
Angela Marra, Executive Assistant
Tonya Cumoletti, Administrative Associate

Guests:

Jennifer Granzow, Counsel, Wladis Law Firm
Ryan Santamour, General Public

1. Vice Chairperson Hefferon called the meeting to order at 10:30 AM.

2. Vice Chairperson Hefferon requested a roll call.
 - A quorum of voting and non-voting members was established.
3. Privilege of the Floor -
4. Upon a motion by K. Bibbins, and seconded by M. Hall, the minutes from the September 28, 2023 Board Meeting were approved.
5. Chairperson's Report
 - a. The next Board Meeting will be December 14 at 10:30 AM at the James Wright Conference Room at Warneck.
6. Executive Director's Report
 - a. Army Water/Sewer Contracts – DCAA Audit –

C. Farone reported that the Defense Contract Agency Audit for fiscal years 2018, 2019, and 2020 have been completed, and they are in the process of doing the audits for 2021 through 2023. While these are typically behind, COVID pushed the audits back six years. They have had questions regarding \$166,000, but \$157,000 of this we had anticipated from the 2017 audit regarding an administrative allocation. When the 2017 DCAA audit was completed, the 2018 external audit had already been done and this could not be retroactively corrected. An additional \$8,864 was found in fiscal year 2020 due to a formulaic discrepancy. DCAA auditors are the most thorough, spending months on the process and looking at everything. A find of only \$8,864 is very good. We expect to see similar results going forward because the recommended corrections have been made.

M. Hall commented that this process sounded similar to medical billing, in that they come back years later with a change to the process. C. Farone expressed that he has stated it to be unfair that they go back six years because it is difficult to recall details. They have agreed, and once they are current, they are going to make every effort to stay current. This will be beneficial to us in that discovered errors can be corrected going forward.

K. Bibbins asked how much time they spent on site. J. Staples responded that there was not much on site time, but that they would make requests four or five times each day for different items. When these requests could not be resolved via email, a team meeting was held. She further stated they were only on site twice, and also spent time at the City of Watertown because they are a big cost to us for the Army Water and Sewer Lines.

K. Bibbins asked if there was a single auditor or if they used multiple auditors. J. Staples replied that it was multiple, and increased in the end.
 - b. Telecom – I87 Fiber Construction Project –

C. Farone reported that the Board approved I87 capital project has been completed, with the total coming in at less than the budgeted amount. This

project will be saving us \$24,000 each month in expenditures, or \$288,000 annually.

c. Senator Stec –

C. Farone and L. Marr met with Senator Stec to provide him with an overview of the Authority. Senator Stec's service area is on the eastern side of St. Lawrence County, as well as Franklin, Essex, and Warren counties. We primarily focused on St. Lawrence County's issues and how we could help to improve the quality of life to its residents, specifically touching on telecom and the Adirondack Park. This was a very good meeting and we look forward to working more with Senator Stec.

d. City of Watertown – Water Main Break –

C. Farone took a moment and offered a very detailed timeline explaining the events of the recent City of Watertown Water main break. On Wednesday, October 18, the city had a critical water infrastructure incident resulting in a complete shutdown of the city's water filtration plant. This catastrophic event effected the entire City of Watertown. The Authority is very fortunate in our partnerships with neighboring communities, such as Fort Drum and LeRay each having their own well system to assist by staying self-sufficient. Fort Drum was also able to supply water to Champion, and the Village of Black River was able to supply water to Pamelaia. Because of this support, all of our customers had potable water throughout the event. The news was reporting a boil water notice for Pamelaia and LeRay and we discussed issuing a press release but decided it was best to leave this to the officials within the municipalities to avoid confusion. Following the event, letters have been sent expressing our appreciation to these communities for their assistance during this crisis.

The Authority's Water Quality division has a member of staff on call seven days each week, 365 days each year. They use Supervisory Control and Data Acquisition (SCADA) to manage the infrastructure of the water supply within the municipalities that we manage.

Wednesday, October 18

10:15 PM our team noted a SCADA alarm indicating the pressure was too low to pull water through the Army Water Line to the pump station on Eastern Boulevard. Our staff contacted the City of Watertown to ask if they were having any issues and learned they were noting water pooling in the area.

10:37 PM B. Nutting, the Director of Water Quality, was notified that due to the severity of the situation, the Development Authority would need to shut down booster pump station one. This would directly affect the Army water line. Fort Drum was notified immediately to stop pumping water from our tank on post and convert to utilizing their wells.

2:00 AM B. Nutting received a call from the city telling us to stop taking any water from the city, because we were still providing to Pamelaia. This is the point we knew this was a significant event. The city still had not been able to pinpoint where the problem was. The city did contact B. Nutting to ask if we had a 16-inch valve. While we did not, we contacted Fort Drum and they did. This situation was not just about the Authority or about Fort Drum, but about everyone working together to solve the issue.

Thursday, October 19

The priority for the Authority was to ensure our customers had water. Black River and LeRay stepped up, and after testing, they were able to supply water to Pamela. Our staff would now need to monitor all the various systems through SCADA to make sure Black River and LeRay's systems weren't running low.

2:30 AM the Town of Hounsfield began supplying water to the Town of Watertown to service Arsenal Street, showing more cooperation through municipalities. While the Authority does not provide water to Hounsfield, we do operate the Sackets Harbor plant so we began monitoring their system more closely. The City continued in the search to find and repair the water main break.

C. Farone reached out to the city manager and the mayor to let them know the Authority was offering to help with what they may need.

1:00 PM the City of Watertown established an emergency operation center (EOC) on the third floor of city hall. B. Nutting was there from the beginning and provided updates to the Army Water Line customers and our outside users. He also arranged to have tanker trucks filled in Sackets for fire control around the city. C. Farone reported that he was very impressed with the team assembled of Mayor Smith, Assemblyman Grey, Senator Walczyk, and Governor Hochul. The Governor further deployed Jacqueline Bray, the Commissioner of the Department of Homeland Security, and she took charge and directed every aspect of the emergency. There was also representation from many local agencies, such as city police, state troopers, Fort Drum, city fire department, volunteer fire departments, Samaritan Medical Center, ESD, the Department of Health, and Jefferson County Emergency Management. To see everyone come together was very reassuring.

7:00 PM the break was identified and repaired, and the city began repressurizing their system, but it would still be a few days before the boil water advisory could be lifted. The Authority began pumping water back to Fort Drum.

C. Farone continued that now we transition into the after-action and the why. We will give the city a few days to celebrate their success, but we will have to ask questions to find out why this happened and could it have been prevented. An after-action report has been requested from the city, and they are meeting today to develop this report. We have been promised a meeting next week between the city and Authority staff to discuss where we go from here. This is a great example of why we have reviewed the entire Army Water and Sewer Lines and have two major capital projects on this necessary infrastructure.

A. Mackinnon added that his wife had required emergency room care Monday morning and they went to Carthage Hospital. There had been a wreck in Natural Bridge, Samaritan was closed, Lowville was closed, there were three ambulances lined up at the door. The waiting room was full and people were laying on the floor. The staff were unbelievably effective. This wasn't in Watertown and had nothing to do with the water, but it was the only area emergency room that was open. This showing how far reaching these critical events become.

C. Farone extended his appreciation to B. Nutting, who reflected appreciation to his entire staff. Water Quality and Engineering both had staff out working together over night. Ultimately, it was Watertown's issue, but he shared that we were doing our best to help solve it because it was affecting us.

K. Bibbins asked if any of our staff have had training or access to New York Response. B. Nutting replied that we do not currently train in that, but we do have our own emergency response plans for our systems. This is something we can look into though. K. Bibbins offered to reach out to some of his contacts as this might be beneficial with the number of municipalities we work with.

M. Hall asked if anyone at the Authority has done FEMA training. C. Tuttle responded that while this has been discussed, we have not. M. Hall stated that these courses provide a structure of how things flow during crises and this may be beneficial. C. Tuttle offered more detail about the Authority's rigorous Emergency Response Plans (ERP) that are in place at each facility. She further explained that these plans are modeled from the private sector, such as corporations and manufacturing, and may not be up to state standards, but are much more effective than a local government level plan. Our plans have been in place for decades and drills are done each year. There is an Authority wide ERP, and then each division has their own for that specific facility. Vulnerability assessments, as required following 9-11, are done to assess risk of our facilities for terrorism attacks and implement controls. There are also ERPs for the municipal systems that we operate, and these are reviewed annually. Our ERPs are very detailed and specific to meet each facility's needs. The foundation of our program is very good, but C. Tuttle commented that incident command training might be beneficial because these situations are not common or within everyone's background. K. Bibbins stated the ICS 100 and 200 courses are web-based and available all the time, while a level 300 would have to be done in person. These are all offered either quarterly or every six months.

B. McGrath asked regarding the after action report, what is envisioned to be the Authority's role in doing that debrief, what is the culmination of that process going to be, a report, and what do we anticipate the Authority's role to be or should be. C. Farone responded that we have a series of questions regarding what occurred and why it affected the Army water line. Going forward the Authority's role, as a major customer, is to assist the city as much as we can so this does not happen again. Now that the infrastructure is known to be extremely vulnerable, we are recommending that they begin looking to see if there are any additional points requiring corrective action. We have recently reviewed our systems and may have suggestions to help them through this process. For the first meeting C. Farone will send them a list of questions regarding exactly what happened, and hopes, they can discuss how to be better prepared in the future.

M. Doheny asked if this would be a general meeting, or just between the City of Watertown and the Development Authority. C. Farone stated that he requested a debriefing but is not sure if it is a public meeting. We would like to discuss what occurred and what could have been done differently, and C.

Tuttle and B. Nutting have some very specific questions regarding the engineering behind everything.

T. Hefferon asked if we have a line or a connection over near Black River, and how were they able to get to our line. B. Nutting replied that the Village of Black River is connected to the Town of LeRay, the Town of LeRay connected to our line so we were able to backflow from there, and Black River supplied water to LeRay so they did not run out of water. The municipalities own these lines.

T. Hefferon stated that it has been discussed before that because we have a water line from Cape Vincent, it could be used to back feed into the city if they ever had another disaster like this. C. Tuttle responded that this had been discussed, and when the Regional Water Line was created we looked at getting water from the City of Watertown. This change would entail some engineering and it would incur some capital costs. An assessment was done last year and an engineering report was created to find an alternate source besides the City of Watertown. This was done as part of a contingency plan, in the event the city did not address the disinfection byproduct issue. T. Hefferon stated the city, from a competitor point of view, would not support this. However contractually, we may be in a good position as a backup for them. C. Tuttle further commented that the Regional Water Line is only a drop in the bucket compared to the city's needs. There is a great deal of redundancy in the area with Sackets, Black River, LeRay and Fort Drum having their own wells, but the priorities of the area need to be reviewed to determine what problem we are trying to solve because there are many water sources within 10 miles of the city to interconnect with.

M. Hall asked what kind of storage the city has. B. Nutting responded that they have a three million gallon reservoir and a five million gallon reservoir, but they were losing 500,000 gallons an hour during the recent break. C. Farone added that the city is currently losing 500,000 gallons each day from a leak in the reservoir.

7. Finance Report – Chief Financial Officer

J. Staples reviewed the August year to date financials. The Statement of Net Position reflects a change in assets and liabilities of an overall increase of \$5.5 million over fiscal year end March 2023. Under assets, loans receivables shows an increase of \$1.4 million due to various loan draws from the Affordable Rental Housing Program, the Tourism Fund, and NCEDF. Capital assets shows a net increase of \$4.2 million over the previous year due to the Army Water Line construction-in-progress account associated with the replacement project. Under liabilities, long-term liabilities increased due to the Army Water Line replacement project loan, where we have drawn \$5.1 million in funds as of August year to date. The first interest payment on this EFC loan will be due December 1 of this year.

Under Change in Net Position for all units, total operating revenue is running at 2.4% year-to-date under budget. This is mainly due to grant revenue associated with Regional Development's Community Development Loan Fund. In September, grant revenue of \$344,000 was recognized under this fund for tourism. MMF year-to-date

projected tons were at 99,906, versus the actual tons received of 106,126, for a difference of 6% over projection. Looking at Operating Expenses, depreciation and amortization are under budget by \$875,000, due to the way we spread the budget over 12 months equally plus the several large projects going on at MMF, Telecom, and Water Quality that have not yet been capitalized this fiscal year. Waste diversion is over budget \$55,000 due to advertising for household hazardous waste collection events and the disposal cost of the items collected at these events. Mattress recycling is over budget by \$43,000 due to the strong response with mattress recycling. Water purchases are over budget year-to-date by \$17,000 because of increased purchases on the Army Water Line, bringing our customer billings over budget by \$125,000. What is being over spent in expense is being made up for in customer billings. Repairs and maintenance is over budget by \$13,000 associated with a Regional Water Line water main break and emergency repair cost of \$14,000.

Under Non-Operating Revenue and Expense, total interest income, is over budget by \$88,000, but the true interest income is \$902,000. The market adjustment is a negative \$17,000, mainly associated with MMF investments. As these investments mature, investments are being purchased at a much higher rate of around 5%, which has continued to reduce the negative market adjustment. Interest expense is under budget because we have yet to have any interest expense associated with the Army Water Line financing. We will see this soon as the invoice has been received for the December 1 interest only payment. The debt issuance cost is associated with the Army Water Line project and these costs cannot be capitalized, as per GASB requirements.

In summary, the change in net position is a loss of \$800,000 versus a year-to-date budgeted loss of \$2.3 million, or \$1.5 million better than the year-to-date budget.

Upon a motion by E. Virkler, and seconded by K. Bibbins, financials ending August 31, 2023, were unanimously approved.

8. Governance –

- a. Resolution No. 2023-10-77, approving the Ethics Policy as attached to and incorporated in the resolution.

C. Farone reviewed the proposed changes and the reasons behind them.

Upon a motion by A. MacKinnon and seconded by D. Mastascusa, Resolution No. 2023-10-77, Approving Ethics Policy, was unanimously approved.

9. Technical Services Summary Report –

a. Non-Lewis County Contracts –

- I. Brown Point Facility Management Solutions, LLC, O&M, Water Quality Operation & Maintenance for Sewer Facilities (renewed 5 year contract for services), Total Agreement Amount of \$48,185.00, 10/16/23 – 7/16/28, Jefferson County

C. Tuttle explained this is a five-year contract renewal, but the provided services will now be with a different contractor. We have been providing these services since 2016.

- II. Town of Rutland, O&M, Water Quality Operation & Maintenance for Water District #1(renewed 5 year contract for services), Total Agreement Amount of \$135,112.00, 1/1/24 – 12/31/28, Jefferson County
- III. Rt. 3 Sewer Corridor, O&M, Water Quality Operations/Maintenance & Administrative Service Agreement, Total Agreement Amount \$112,099.00, 1/1/24 – 12/31/24, Jefferson County

C. Tuttle stated this contract includes the five communities of Pamelaia, Champion, LeRay, Rutland, and the Village of Black River. The Authority also operates the sewer system for these communities, as well as providing several administrative services related to the Route 3 Sewer Board.

- IV. Town of Henderson, TSA, NBRC grant Administration (NBRC23GNY08) – Henderson Sewer District No. 01, Total Agreement Amount \$20,000.00, 10/26/23 – 12/31/25, Jefferson County
- V. Clayton Improvement Association, TSA, NBRC Grant Administration (NBRC23GNY11) – LaFargeville Redevelopment, Total Agreement Amount \$10,000.00, 10/26/23 – 3/31/25, Jefferson County
- VI. City of Ogdensburg, SSA, Ogdensburg Waste Water Treatment Plant SCADA Services Agreement Amendment 2, Total Agreement Amount \$115,800.00, 10/11/23 – 3/31/24, St. Lawrence County

C. Tuttle explained that T. Haynes, several staff that work in Ogdensburg, and herself attended a city council meeting on Monday where the City of Ogdensburg approved the final change order with their contractor to close out the wastewater treatment plant project. This amendment will finish the minor control upgrades that will close out the project. Several council members toured the facility for the first time and had great things to say about the complexity of the facility.

- VII. Village of Lyons Falls, SSA, Cherry Street Pump Station Control Panel Replacement, Total Agreement Amount \$48,500.00, 11/1/23 – 11/1/24, Lewis County
- VIII. Hand in Hand Early Childhood Center, TSA, NBRC Technical Services, Total Agreement Amount \$25,000.00, 10/1/23 – 9/30/25, Lewis County
- IX. Hand in Hand Early Childhood Center, TSA, NBRC Grant Administration (NBRC23GBNY02), Total Agreement Amount \$25,000.00, 10/1/23 – 9/30/25, Lewis County

Upon a motion by M. Hall, and seconded by K. Bibbins, Board Contract Summary Table items numbered I through IX for the month of October were approved.

10. Water Quality –

- a. Resolution No. 2023-10-78, authorizing the Director of Regional Development to submit an application to the Office of Local Defense Community Cooperation for up to \$193,000, comprised of up to \$174,400 grant and \$19,400 in matching funds. Furthermore, if awarded such grant the Development Authority of the North Country does hereby authorize the Director of Regional Development to execute the grant agreement with the Office of Local Defense Community Cooperation and implement the grant. Lastly, be it further resolved if awarded such a grant the Development Authority of the North Country does hereby authorize the Chief Financial Officer to establish a Phase II Army Water Line Pipeline Replacement Capital Project in the amount of \$193,800.

C. Tuttle stated now that we have this project shovel ready, this resolution will authorize the Authority to apply for a grant through the Local Defense Community Corporation. If approved we will use the funds to establish a capital project and hire an engineering firm to design it. Once the design is ready, we would then apply for grants to construct phase two. There will be more time to be successful and execute phase two as opposed to phase one.

Upon a motion by D. Mastascusa and seconded by E. Virkler, Resolution No. 2023-10-78, Army Water Line Pipeline Replacement Project Phase II, Office of Local Defense Community Cooperation, Grant, was unanimously approved.

11. Regional Development –

- a. Loan Report –

M. Capone reported a few loans to be just 30 days past due; Windwater, Turin Highland Lodge, and Golden Technology Management. She does not feel there will be any issues getting payments from them.

Johnson Newspaper is still five months past due. They did make a payment in September, and M. Capone has a meeting scheduled in early November to discuss their options.

All other loans are being paid as agreed.

M. Capone offered an update on the Thompson Park Conservancy because we do have a loan with them, of which they are current. C. Farone and M. Capone attended a recent informational public session about the zoo. While informational, there was no call to action at the end of the meeting. Their next steps will be taking a survey to evaluate the public's interest in the zoo and if people would be willing to pay more in taxes to support the zoo. Their two current, and very significant, issues are operating cash flow and capital funds. They have a good master plan with opportunities to move in a positive direction over the long term; however, operations need to be stabilized in order to move forward. The situation is dire and will require community support, from the city and the county.

C. Farone additionally commented that after reviewing the monthly financials the situation is dire and they may be out of money in the next two or three months. It was discussed, that they could surrender the keys back to the city, but there still needs to be a plan for how to feed the animals, pay the staff, and move forward. C. Farone personally offered to help with the financials, and expressed his discouragement because this wasn't brought up a year ago providing time to strategize and come up with a plan going forward.

M. Hall asked who owns the zoo. C. Farone and M. Capone responded that the city owns the property, and the conservancy owns the facility. M. Hall asked if they were to quit operating the facility, does it go back to the city. C. Farone responded that yes, the city owns the property and it would go back to them. M. Hall asked if the city is then obligated to operate the zoo. M. Capone stated this is why they are doing the survey. She further explained that the city used to own the zoo in the 1980's and 90's, and had the same issue resulting in the conservancy being formed to run the facility.

M. Doheny commented that just because they own the land does not mean they have the right to take over the assets. She further asked what happens if they turn the keys over to the city. M. Capone confirmed the city does not have to take over. C. Farone followed up by stating someone would need to take care of the animals. As a community, we need to make sure this is organized and orderly as it moves forward. We have a loan to the zoo, but we have no affiliation to the operation of the zoo.

K. Bibbins asked about the current accreditation at the zoo. M. Capone responded that their accreditation was lost a couple years ago.

B. McGrath stated that he thinks we sometimes get involved in projects beyond our scope and this situation with the zoo may be one of them. He further asked which pool of funds the Johnson Newspaper loan proceeds come from, and asked if we were envisioning this to be a loan that would need to be modified. M. Capone replied that these funds came from the North Country Economic Development Fund, and those are New York Power Authority funds so it would not affect the Authority. She explained that funds are included in the loan report to give the Board the best loan overview. While they are five months past due, they did make a payment last month and they have been communicating with the Authority so they are not at the point where she would consider sending them to collections. M. Capone also discussed this situation with Patrick Kelly because they also have a loan with St. Lawrence County. She stated that she will be meeting with the newspaper in November and expects to have more information to report back following that meeting.

T. Hefferon stated that we manage the loan, but they have another board of directors, and we have someone on that board as well. C. Farone stated that he is on that board. T. Hefferon further asked if they should get to decide what to do with the North Country Economic Development Funds (NCEDF) if we are the manager of the funds. M. Capone explained that the NCEDF was created by the New York Power Authority under the New York State Comptrollers guidance, which identified four representatives. The

representatives are C. Farone from the Authority, S. Hunt from ESD, and two representatives from the New York Power Authority. The North Country Alliance was part of this agreement with Patrick Kelly serving as the representative from St. Lawrence County. This decision comes down to the North Country Economic Development Board. M. Capone asked if she should no longer report to the Authority Board regarding these loans, however if they were to be written off it would be on our financials and require a write off resolution at the end of the year. T. Hefferon stated that it is good they be reported on because there has been a previous issue and an Authority Board member was involved in borrowing the money. C. Farone stated that we would have more information to present to the full Board in December.

T. Hefferon asked the balance of the loan amount. M. Capone replied that the loan balance was \$175,000.

M. Capone stated that we were given \$10 million in NCEDF funds to make loans and while we have had some write offs over the years, the current balance of the fund is now \$10.7 million showing there has been no lost principal on that fund. The New York Power Authority has been contacted to ask if they would like us to continue this relationship, and we expect a response in early 2024. If that is agreeable, we will begin updating the paperwork to extend it for however long they indicate. The \$10 million was from a relicensing agreement with ALCOA in 2013.

- b. Resolution No. 2023-10-79, authorizing the Executive Director or Chief Financial Officer to Execute Contracts based upon awards made by the North Country HOME Consortium Administrative Board.

Upon a motion by D. Mastascusa and seconded by M. Doheny, Resolution No. 2023-10-79, 2023 HOME Program Year, Authorizing Contracts, was unanimously approved.

- c. Resolution No. 2023-10-80, authorizing a construction loan from the Housing Revolving Loan Fund to 302 Globe LLC in the amount of \$800,000 to be paid down to \$400,000 by the Watertown Local Development Corporation upon completion of the project, subject to the term sheet attached to the resolution, and authorizes the Executive Director or Chief Financial Officer to execute all necessary documents. Furthermore, this resolution is considered a Type II Action under the State Environmental Quality Review (SEQRA) and is considered an exempt activity requiring no further action.

Upon a motion by E. Virkler and seconded by D. Mastascusa, Resolution No. 2023-10-80, Housing Revolving Loan Fund, 302 Globe LLC, Loan, was unanimously approved.

- d. Resolution No. 2023-10-81, ratifying a loan on the amount of \$250,000 from the Regional Tourism Transformational Community Revolving Loan Fund to Raven Acres LLC at the terms and conditions outlined on the attached Term Sheet, and further authorizes the Executive Director or the Chief Financial Officer to execute all documents necessary to make the loan. Furthermore it is resolved that the Development Authority of the North Country accepts the

action of the Town of Greig Planning Board taken under the State Environmental Quality Review (SEQRA) and affirms a Negative Declaration for this project.

Upon a motion by D. Mastascusa and seconded by E. Virkler, Resolution No. 2023-10-81, Regional Tourism Transformational Community Revolving Loan Fund, Raven Acres LLC, Loan Ratification, was unanimously approved.

B. McGrath left the meeting at 11:45 AM.

12. Additional Resolution –

- a. Resolution No. 2023-10-82, approving the Water Quality management Service Agreement by and between the Authority and the Village of Malone, and further authorizes the Executive Director is hereby authorized and directed to execute the agreement.

M. Hall asked if we are not adding staff, will we be adding to the existing hours. C. Tuttle responded yes, and all of our water quality management services contracts include engineering services to support this

K. Bibbins asked how our relationship has been with the municipality. C. Tuttle responded that they have been a great customer. She shared that we started out providing just wastewater management services and they have expanded our contract to include water, to provide project management and technical services, and we have a contract to help them meet requirements of the lease service lateral program that are due in October 2024.

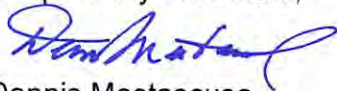
Upon a motion by M. Hall and seconded by E. Virkler, Resolution No. 2023-10-82, Amendment 1, Village of Malone, Water Quality Management Services, was unanimously approved.

13. Next Board Meeting Date – December 14, 2023

14. Adjourn -

- a. Upon a motion by K. Bibbins, and seconded by E. Virkler, the meeting was adjourned at 11:52 AM.

Respectfully submitted,



Dennis Mastascusa
Board Secretary

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Tuesday, October 31, 2023

	<u>YTD ACTUAL</u>	<u>3/31/2023 Total</u>
STATEMENT OF NET POSITION		
ASSETS		
Cash and Cash Equivalents	\$6,809,298.44	\$7,010,511.59
Accounts Receivable	4,223,632.72	4,382,832.12
Unbilled Revenue	355,745.36	605,761.13
Interest Receivable	238,292.51	188,912.79
Loans Receivable, net	32,488,687.73	31,012,696.12
Inventory	16,280.29	16,280.29
Prepaid Expense	140,708.75	538,195.29
Investments	17,096,852.06	15,615,005.87
Funds Held In Trust	677,348.36	837,843.15
OPEB Reserve Fund	5,802,878.64	5,766,267.74
Restricted Assets	82,626,238.37	84,587,130.01
Leased Property	24,937.50	30,756.25
Operating Lease ROU Assets, Net	66,564.62	66,564.62
Capital Assets, net	85,152,943.72	77,044,799.06
Total Assets	235,720,409.07	227,703,556.03
DEFERRED OUTFLOWS OF RESOURCES		
Pension	3,833,170.00	3,833,170.00
OPEB	234,811.00	234,811.00
Total Deferred Outflows of Resources	4,067,981.00	4,067,981.00
TOTAL ASSETS PLUS DEFERRED OUTFLOWS	239,788,390.07	231,771,537.03
LIABILITIES		
Accounts Payable	858,202.19	1,617,628.12
Grants & Passthroughs Payable	750,778.48	775,496.99
Community Benefits Payable	71,709.33	186,265.41
Interest Payable	159,495.15	115,633.30
Accrued Expenses	1,115,826.20	608,636.83
OPEB Liability	4,745,694.89	4,462,715.00
Net Pension Liability	(1,725,909.00)	(1,725,909.00)
Unearned Income	8,185,797.99	8,829,844.30
Lease Obligation	24,937.50	30,756.25
Current Portion of Operating Lease Liability	66,266.94	66,266.94
Funds Held for Others	10,800,487.71	10,800,487.71
Due to US ARMY	749,985.00	749,985.00
Landfill Closure & Post Closure	17,414,069.77	16,701,482.53
Long-term Liabilities	29,491,464.10	20,774,477.53
Total Liabilities	72,708,806.25	63,993,766.91
DEFERRED INFLOWS OF RESOURCES		
Pension	5,953,092.00	5,953,092.00
OPEB	2,081,166.00	2,081,166.00
Total Deferred Inflows of Resources	8,034,258.00	8,034,258.00
TOTAL LIABILITIES PLUS DEFERRED INFLOWS	80,743,064.25	72,028,024.91
NET POSITION		
Invested In Capital Assets, Net	57,093,979.83	57,684,321.74
Restricted for:		
Community Rental Housing Program	13,227,161.50	13,162,260.08
Community Development Loan Fund	10,124,237.81	9,702,562.68
Affordable Housing Program	22,384,539.88	22,360,402.54
Army Water & Sewer	1,800,000.00	1,800,000.00
Regional Waterline	404,884.96	404,884.96
Reserve For Liner	13,007,460.98	11,832,162.81
Reserve for Replacement	4,697,793.56	5,183,354.81
Reserve For Wetland Mitigation	324,226.72	321,895.21
OATN Reserve	4,358,518.58	6,950,830.37
Landfill Closure & Post Closure Prefunding	8,245,830.27	8,349,464.01
Total Restricted	78,574,654.26	80,067,817.47
Board Designated for:		
Infrastructure Development	223,107.42	223,107.42
Capital Reserve	773,596.10	867,620.93
Tip Fee Stabilization	4,901,688.38	4,836,637.74
Landfill Gas Reserve	1,367,092.42	1,404,728.55
Economic Development Fund	5,306,926.76	5,314,978.75
Affordable Housing Program	3,000,000.00	3,000,000.00
Supplemental Insurance / Admin. Reserve	4,000,000.00	4,000,000.00
Total Board Designated	19,572,411.08	19,647,073.39
Undesignated	3,804,280.65	2,344,299.52
Total Net Position	159,045,325.82	159,743,512.12
Total Liabilities, Deferred Outflows & Net Position	239,788,390.07	231,771,537.03

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Tuesday, October 31, 2023

	<u>YTD ACTUAL</u>	<u>3/31/2023 Total</u>
<u>CHANGE IN NET POSITION</u>		
OPERATING REVENUE:		
Customer Billings	14,727,775.07	25,331,367.41
Waste Diversion Revenue	0.00	188,880.93
Grant Revenue	1,702,719.62	1,676,857.09
Loan Interest Income	263,399.61	445,800.97
Other Income	420,644.14	798,915.41
Total Operating Revenue	17,114,538.44	28,441,821.81
OPERATING EXPENSES		
Depreciation & Amortization	5,938,573.75	10,452,423.06
Salaries	4,080,547.30	6,789,324.40
Fringe Benefits	1,762,258.54	2,057,501.53
Operation & Maintenance	1,985,288.21	3,114,059.64
Recycling Transfer Station	0.00	157,506.23
Waste Diversion	329,372.03	595,701.94
Wastewater Treatment	1,089,562.35	1,668,210.07
Closure & Post Closure Costs	745,787.24	1,276,972.24
Community Benefits	726,522.62	1,169,859.08
Water Purchases	555,714.17	872,949.42
Office & Administration	302,157.83	249,388.86
Insurance	344,983.31	544,933.51
Utilities	74,793.78	215,967.28
Bad Debt Expense	492.56	76,385.67
Materials & Supplies	173,797.05	320,415.78
Professional Fees	148,107.80	187,949.73
Repairs & Maintenance	103,290.95	204,848.26
Automobile	225,822.07	333,271.03
Computer Expenses	224,748.61	291,441.22
Grants	0.00	507,984.90
NYS Administrative Assessment	0.00	122,000.00
Total Operating Expenses	18,811,820.17	31,209,093.85
Total Operating Income	(1,697,281.73)	(2,767,272.04)
NON-OPERATING REVENUE (EXPENSE)		
Interest Income	1,285,045.89	299,001.20
Gain on Sale of Fixed Assets	184,474.85	66,122.66
Interest Expense	(377,145.31)	(618,927.95)
Debt Issuance Costs	(93,280.00)	(20,000.00)
Total Non-Operating Expense, Net	999,095.43	(273,804.09)
CHANGE IN NET ASSETS	(698,186.30)	(3,041,076.13)

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Tuesday, October 31, 2023

	ADMIN	MATERIALS MGMT	TELECOM	ARMY SEWER	ARMY WATER	REGIONAL WATER	WQ CONTRACTS	ENGINEERING	REGIONAL DEVELOPMENT	TOTAL
STATEMENT OF NET POSITION										
ASSETS										
Cash and Cash Equivalents	\$6,809,298.44									\$6,809,298.44
Accounts Receivable	(4,222.75)	996,985.56	2,330,252.93	346,354.41	174,935.12	98,308.89	151,278.83	58,494.44	71,245.29	4,223,632.72
Unbilled Revenue				53,392.33	15,343.04	32,451.93	163,814.54	35,324.01	55,419.51	355,745.36
Interest Receivable	13,331.14	61,307.09	75,775.91						87,878.37	238,292.51
Loans Receivable, net									32,488,687.73	32,488,687.73
Inventory		16,280.29								16,280.29
Prepaid Expense	138,106.27		2,602.48							140,708.75
Investments	3,086,400.93	6,705,175.35	2,004,370.19						5,300,905.59	17,096,852.06
Funds Held In Trust		677,348.36								677,348.36
OPEB Reserve Fund	5,802,878.64									5,802,878.64
Restricted Assets		41,635,529.93	9,790,191.11	1,784,191.86	973,195.56	512,071.40			27,931,058.51	82,626,238.37
Leased Property									24,937.50	24,937.50
Operating Lease ROU Assets, Net	66,564.62							2,781.02		66,564.62
Capital Assets, net	836,935.50	42,251,835.81	23,076,472.97	3,425,661.97	12,839,540.04	2,719,716.41				85,152,943.72
Total Assets	16,749,292.79	92,344,462.39	37,279,665.59	5,609,600.57	14,003,013.76	3,362,548.63	315,093.37	96,599.47	65,960,132.50	235,720,409.07
DEFERRED OUTFLOWS OF RESO...										
Pension	3,833,170.00									3,833,170.00
OPEB	234,811.00									234,811.00
Total Deferred Outflows of Resources	4,067,981.00									4,067,981.00
TOTAL ASSETS PLUS DEFERRED...	20,817,273.79	92,344,462.39	37,279,665.59	5,609,600.57	14,003,013.76	3,362,548.63	315,093.37	96,599.47	65,960,132.50	239,788,390.07
LIABILITIES										
Accounts Payable	236,683.33	166,212.62	50,265.39	291,628.93	73,517.61	39,894.31				858,202.19
Grants & Passthroughs Payable		346.68	959,446.10						(209,014.30)	750,778.48
Community Benefits Payable		71,709.33								71,709.33
Interest Payable	120.80	159,374.35								159,495.15
Accrued Expenses	837,262.36	76,019.84	112,791.34	27,910.57	27,910.57			33,931.52		1,115,826.20
OPEB Liability	4,745,694.89									4,745,694.89
Net Pension Liability	(1,725,909.00)									(1,725,909.00)
Unearned Income			7,883,797.99						302,000.00	8,185,797.99
Lease Obligation									24,937.50	24,937.50
Current Portion of Operating Lease Lia...	66,266.94									66,266.94
Funds Held for Others				749,985.00					10,800,487.71	10,800,487.71
Due to US ARMY										749,985.00
Landfill Closure & Post Closure		17,414,069.77								17,414,069.77
Long-term Liabilities	814,000.00	17,304,784.12		18,500.00	9,299,122.45	1,455,057.53			600,000.00	29,491,464.10
Internal: Due To/Due From	2,053,040.36	(1,135,850.94)	516,733.99	(1,553,161.28)	128,171.45	(76,145.72)	(321,509.45)	62,971.37	325,750.22	
Total Liabilities	7,027,159.68	34,056,665.77	9,523,034.81	(465,136.78)	9,528,722.08	1,418,806.12	(321,509.45)	96,902.89	11,844,161.13	72,708,806.25
DEFERRED INFLOWS OF RESOURCES										
Pension	5,953,092.00									5,953,092.00
OPEB	2,081,166.00									2,081,166.00
Total Deferred Inflows of Resources	8,034,258.00									8,034,258.00
TOTAL LIABILITIES PLUS DEFERR...	15,061,417.68	34,056,665.77	9,523,034.81	(465,136.78)	9,528,722.08	1,418,806.12	(321,509.45)	96,902.89	11,844,161.13	80,743,064.25
NET POSITION										
Invested In Capital Assets, Net	836,935.50	24,947,051.90	23,076,472.97	3,425,661.97	3,540,417.59	1,264,658.88		2,781.02		57,093,979.83
Restricted for:										
Community Rental Housing Program									13,227,161.50	13,227,161.50
Community Development Loan Fund									10,124,237.81	10,124,237.81
Affordable Housing Program									22,384,539.88	22,384,539.88
Army Water & Sewer				900,000.00	900,000.00					1,800,000.00
Regional Waterline						404,884.96				404,884.96
Reserve For Liner		13,007,460.98								13,007,460.98
Reserve for Replacement		4,697,793.56								4,697,793.56
Reserve For Wetland Mitigation		324,226.72								324,226.72
OATN Reserve			4,358,518.58							4,358,518.58
Landfill Closure & Post Closure Prefund...		8,245,830.27								8,245,830.27
Total Restricted		26,275,311.53	4,358,518.58	900,000.00	900,000.00	404,884.96			45,735,939.19	78,574,654.26
Board Designated for:										
Infrastructure Development				223,107.42						223,107.42
Capital Reserve		500,031.59		273,564.51						773,596.10
Tip Fee Stabilization		4,901,688.38								4,901,688.38
Landfill Gas Reserve		1,367,092.42								1,367,092.42
Economic Development Fund									5,306,926.76	5,306,926.76
Affordable Housing Program									3,000,000.00	3,000,000.00
Supplemental Insurance / Admin. Reser...	4,000,000.00									4,000,000.00
Total Board Designated	4,000,000.00	6,768,812.39		496,671.93					8,306,926.76	19,572,411.08
Undesignated	918,920.61	296,620.80	321,639.23	1,252,403.45	33,874.09	274,198.67	636,602.82	(3,084.44)	73,105.42	3,804,280.65
Total Net Position	5,755,856.11	58,287,796.62	27,756,630.78	6,074,737.35	4,474,291.68	1,943,742.51	636,602.82	(303.42)	54,115,971.37	159,045,325.82
Total Liabilities, Deferred Outflows...	20,817,273.79	92,344,462.39	37,279,665.59	5,609,600.57	14,003,013.76	3,362,548.63	315,093.37	96,599.47	65,960,132.50	239,788,390.07

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Tuesday, October 31, 2023

	ADMIN	MATERIALS MGMT	TELECOM	ARMY SEWER	ARMY WATER	REGIONAL WATER	WQ CONTRACTS	ENGINEERING	REGIONAL DEVELOPMENT	TOTAL
CHANGE IN NET POSITION										
OPERATING REVENUE:										
Customer Billings		6,280,420.42	3,774,285.95	1,832,339.69	1,190,188.12	223,831.71	1,065,670.32	261,433.55	99,605.31	14,727,775.07
Grant Revenue	(257.50)		1,272,938.43						430,038.69	1,702,719.62
Loan Interest Income									263,399.61	263,399.61
Other Income	121,800.07	253,370.42	10,357.59	2,105.82			1,797.60		31,212.64	420,644.14
Total Operating Revenue	121,542.57	6,533,790.84	5,057,581.97	1,834,445.51	1,190,188.12	223,831.71	1,067,467.92	261,433.55	824,256.25	17,114,538.44
OPERATING EXPENSES										
Depreciation & Amortization	138,949.23	2,985,775.35	2,278,881.24	190,103.04	242,871.42	97,126.69		4,866.78		5,938,573.75
Salaries	761,122.36	977,423.27	838,909.48	319,737.27	256,376.60	23,891.35	604,748.98	119,585.33	178,752.66	4,080,547.30
Fringe Benefits	361,268.93	442,463.46	279,899.30	152,716.00	113,685.82	9,642.58	276,871.47	51,081.26	74,629.72	1,762,258.54
Operation & Maintenance	5,151.66	471,977.41	1,361,410.40	77,195.38	1,921.72	4,865.70	20,567.62	29,353.32	12,845.00	1,985,288.21
Waste Diversion		329,372.03								329,372.03
Wastewater Treatment		307,620.94		781,941.41						1,089,562.35
Closure & Post Closure Costs		745,787.24								745,787.24
Community Benefits		542,713.44							183,809.18	726,522.62
Water Purchases				1,453.00	488,516.44	65,744.73				555,714.17
Office & Administration	138,062.22	49,459.71	29,556.89	55,349.39	4,726.29	131.66	2,474.65	16,480.14	5,916.88	302,157.83
Insurance	11,258.31	140,875.00	104,416.69	30,800.00	22,575.00	3,616.69	21,758.31	9,683.31		344,983.31
Utilities		25,380.23	2,566.58	24,707.00	10,490.32	11,649.65				74,793.78
Bad Debt Expense			(12,302.43)							492.56
Materials & Supplies		173,797.05								173,797.05
Professional Fees	73,632.38	42,266.35	8,986.17	444.63	239.42				22,538.85	148,107.80
Repairs & Maintenance		3,782.86		43,020.42		21,688.87	34,798.80			103,290.95
Automobile	1,779.87	10,091.69	44,117.72	157,807.78				12,025.01		225,822.07
Computer Expenses	135,424.11	4,679.14	26,591.92	24,436.08				33,617.36		224,748.61
Admin Allocation	(1,421,779.89)	585,915.48	358,004.19	209,428.17	108,197.46	9,952.47	22,890.65	30,426.12	96,965.35	
Engineering Allocation		27,165.45	9,425.73	9,063.05	8,361.38	1,035.15	3,886.09	(59,142.22)	205.37	
Water Quality Allocation				(114,230.77)	36,011.78	2,312.34	75,906.65			
Total Operating Expenses	204,869.18	7,866,546.10	5,330,463.88	1,963,971.85	1,315,662.52	264,767.81	1,029,104.42	247,976.41	588,458.00	18,811,820.17
Total Operating Income	(83,326.61)	(1,332,755.26)	(272,881.91)	(129,526.34)	(125,474.40)	(40,936.10)	38,363.50	13,457.14	235,798.25	(1,697,281.73)
NON-OPERATING REVENUE (EX...										
Interest Income	182,482.15	440,441.63	200,517.64	22,006.80	12,003.71	13,101.57			414,492.39	1,285,045.89
Gain on Sale of Fixed Assets	68,705.82	115,769.03								184,474.85
Interest Expense		(318,488.66)		(207.51)	(52,760.48)	(5,688.66)				(377,145.31)
Debt Issuance Costs				(42,780.00)	(50,500.00)					(93,280.00)
Total Non-Operating Expense, Net	251,187.97	237,722.00	200,517.64	(20,980.71)	(91,256.77)	7,412.91			414,492.39	999,095.43
CHANGE IN NET ASSETS	167,861.36	(1,095,033.26)	(72,364.27)	(150,507.05)	(216,731.17)	(33,523.19)	38,363.50	13,457.14	650,290.64	(698,186.30)

**Summary of All Units
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$26,335,598.00	\$15,362,446.19	\$14,727,775.07	(\$634,671.12)
	Grant Revenue	1,906,278.00	1,111,999.00	1,702,719.62	590,720.62
	Loan Interest Income	518,760.00	302,617.00	263,399.61	(39,217.39)
	Other Income	786,266.00	458,654.00	420,644.14	(38,009.86)
	Total Operating Revenue	29,546,902.00	17,235,716.19	17,114,538.44	(121,177.75)
OPERATING EXPENSES					
	Depreciation & Amortization	12,225,200.00	7,131,369.00	5,938,573.75	(1,192,795.25)
	Salaries	7,276,009.00	4,244,374.12	4,080,547.30	(163,826.82)
	Fringe Benefits	3,233,415.25	1,886,179.96	1,762,258.54	(123,921.42)
	Operation & Maintenance	3,715,698.74	2,167,517.59	1,994,445.06	(173,072.53)
	Waste Diversion	438,415.50	255,740.17	329,372.03	73,631.86
	Wastewater Treatment	2,038,486.00	1,189,118.00	1,080,405.50	(108,712.50)
	Closure & Post Closure Costs	1,460,136.00	851,746.00	745,787.24	(105,958.76)
	Water Purchases	940,049.00	548,366.00	555,714.17	7,348.17
	Community Benefits	1,212,757.18	784,024.14	726,522.62	(57,501.52)
	Office & Administration	591,845.66	345,296.00	302,157.83	(43,138.17)
	Insurance	591,400.00	344,981.00	344,983.31	2.31
	Utilities	216,000.00	126,000.00	74,793.78	(51,206.22)
	Bad Debt Expense	0.00	0.00	492.56	492.56
	Materials & Supplies	328,510.00	191,623.81	173,797.05	(17,826.76)
	Professional Fees	376,109.50	219,411.15	148,107.80	(71,303.35)
	Repairs & Maintenance	161,596.50	94,266.90	103,290.95	9,024.05
	Automobile	432,944.06	252,551.88	225,822.07	(26,729.81)
	Computer Expenses	387,395.61	225,979.60	224,748.61	(1,230.99)
	Grants	154,000.00	89,831.00	0.00	(89,831.00)
	NYS Administrative Assessment	125,050.00	72,947.00	0.00	(72,947.00)
	Contingency	55,275.00	32,241.30	0.00	(32,241.30)
	Total Operating Expenses	35,960,293.00	21,053,564.62	18,811,820.17	(2,241,744.45)
	Total Operating Income	(6,413,391.00)	(3,817,848.43)	(1,697,281.73)	2,120,566.70
NON-OPERATING REVENUE...					
	Interest Income	1,914,392.00	1,116,724.00	1,285,045.89	168,321.89
	Gain on Sale of Fixed Assets	224,000.00	130,669.00	184,474.85	53,805.85
	Interest Expense	(1,053,965.00)	(614,810.00)	(377,145.31)	237,664.69
	Debt Issuance Costs	(2,280.00)	(1,330.00)	(93,280.00)	(91,950.00)
	Total Non-Operating Expe...	1,082,147.00	631,253.00	999,095.43	367,842.43
	CHANGE IN NET POSITION	(5,331,244.00)	(3,186,595.43)	(698,186.30)	2,488,409.13

Administration
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Grant Revenue	\$0.00	\$0.00	(\$257.50)	(\$257.50)
	Other Income	191,100.00	111,475.00	121,800.07	10,325.07
	Total Operating Revenue	191,100.00	111,475.00	121,542.57	10,067.57
OPERATING EXPENSES					
	Depreciation & Amortization	285,800.00	166,719.00	138,949.23	(27,769.77)
	Salaries	1,318,952.00	769,384.00	761,122.36	(8,261.64)
	Fringe Benefits	627,885.00	366,261.00	361,268.93	(4,992.07)
	Operation & Maintenance	7,870.00	4,592.00	5,151.66	559.66
	Office & Administration	238,721.50	139,270.60	138,062.22	(1,208.38)
	Insurance	19,300.00	11,256.00	11,258.31	2.31
	Professional Fees	97,035.00	56,607.81	73,632.38	17,024.57
	Automobile	2,162.50	1,264.97	1,779.87	514.90
	Computer Expenses	255,495.00	149,037.56	135,424.11	(13,613.45)
	Admin Allocation	(2,405,187.00)	(1,403,031.00)	(1,421,779.89)	(18,748.89)
	Contingency	15,275.00	8,910.37	0.00	(8,910.37)
	Total Operating Expenses	463,309.00	270,272.31	204,869.18	(65,403.13)
	Total Operating Income	(272,209.00)	(158,797.31)	(83,326.61)	75,470.70
NON-OPERATING REVENUE...					
	Interest Income	228,580.00	133,336.00	182,482.15	49,146.15
	Gain on Sale of Fixed Assets	104,000.00	60,669.00	68,705.82	8,036.82
	Total Non-Operating Expe...	332,580.00	194,005.00	251,187.97	57,182.97
	CHANGE IN NET POSITION	60,371.00	35,207.69	167,861.36	132,653.67

Materials Management
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$11,296,725.00	\$6,589,758.00	\$6,280,420.42	(\$309,337.58)
	Grant Revenue	97,975.00	57,155.00	0.00	(57,155.00)
	Other Income	550,884.00	321,349.00	253,370.42	(67,978.58)
	Total Operating Revenue	11,945,584.00	6,968,262.00	6,533,790.84	(434,471.16)
OPERATING EXPENSES					
	Depreciation & Amortization	5,819,000.00	3,394,419.00	2,985,775.35	(408,643.65)
	Salaries	1,736,654.00	1,013,047.00	977,423.27	(35,623.73)
	Fringe Benefits	816,419.00	476,245.00	442,463.46	(33,781.54)
	Operation & Maintenance	1,193,783.39	696,385.27	481,134.26	(215,251.01)
	Waste Diversion	438,415.50	255,740.17	329,372.03	73,631.86
	Wastewater Treatment	650,000.00	379,169.00	298,464.09	(80,704.91)
	Closure & Post Closure Costs	1,460,136.00	851,746.00	745,787.24	(105,958.76)
	Community Benefits	1,028,948.00	600,215.00	542,713.44	(57,501.56)
	Office & Administration	104,599.00	61,021.31	49,459.71	(11,561.60)
	Insurance	241,500.00	140,875.00	140,875.00	0.00
	Utilities	90,000.00	52,500.00	25,380.23	(27,119.77)
	Materials & Supplies	328,510.00	191,623.81	173,797.05	(17,826.76)
	Professional Fees	86,964.50	50,729.28	42,266.35	(8,462.93)
	Repairs & Maintenance	15,000.00	8,750.00	3,782.86	(4,967.14)
	Automobile	13,800.00	8,052.31	10,091.69	2,039.38
	Computer Expenses	16,816.61	9,808.54	4,679.14	(5,129.40)
	Admin Allocation	991,199.00	578,200.00	585,915.48	7,715.48
	Engineering Allocation	45,483.00	26,530.00	27,165.45	635.45
	NYS Administrative Assessment	54,539.00	31,815.00	0.00	(31,815.00)
	Contingency	15,000.00	8,749.93	0.00	(8,749.93)
	Total Operating Expenses	15,146,767.00	8,835,621.62	7,866,546.10	(969,075.52)
	Total Operating Income	(3,201,183.00)	(1,867,359.62)	(1,332,755.26)	534,604.36
NON-OPERATING REVENUE...					
	Interest Income	841,856.00	491,085.00	440,441.63	(50,643.37)
	Gain on Sale of Fixed Assets	120,000.00	70,000.00	115,769.03	45,769.03
	Interest Expense	(603,663.00)	(352,135.00)	(318,488.66)	33,646.34
	Total Non-Operating Expe...	358,193.00	208,950.00	237,722.00	28,772.00
	CHANGE IN NET POSITION	(2,842,990.00)	(1,658,409.62)	(1,095,033.26)	563,376.36

Telecommunications
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$6,249,057.00	\$3,645,285.00	\$3,774,285.95	\$129,000.95
	Grant Revenue	1,306,303.00	762,013.00	1,272,938.43	510,925.43
	Other Income	12,000.00	7,000.00	10,357.59	3,357.59
	Total Operating Revenue	7,567,360.00	4,414,298.00	5,057,581.97	643,283.97
OPERATING EXPENSES					
	Depreciation & Amortization	4,734,400.00	2,761,731.00	2,278,881.24	(482,849.76)
	Salaries	1,516,770.00	884,786.00	838,909.48	(45,876.52)
	Fringe Benefits	507,591.00	296,100.00	279,899.30	(16,200.70)
	Operation & Maintenance	2,156,293.50	1,257,846.10	1,361,410.40	103,564.30
	Office & Administration	62,911.50	36,708.28	29,556.89	(7,151.39)
	Insurance	179,000.00	104,419.00	104,416.69	(2.31)
	Utilities	6,000.00	3,500.00	2,566.58	(933.42)
	Bad Debt Expense	0.00	0.00	(12,302.43)	(12,302.43)
	Professional Fees	92,589.00	54,009.69	8,986.17	(45,023.52)
	Automobile	85,700.00	49,994.00	44,117.72	(5,876.28)
	Computer Expenses	38,214.00	22,295.00	26,591.92	4,296.92
	Admin Allocation	605,606.00	353,269.00	358,004.19	4,735.19
	Engineering Allocation	12,690.00	7,406.00	9,425.73	2,019.73
	NYS Administrative Assessment	30,901.00	18,025.00	0.00	(18,025.00)
	Contingency	25,000.00	14,581.00	0.00	(14,581.00)
	Total Operating Expenses	10,053,666.00	5,864,670.07	5,330,463.88	(534,206.19)
	Total Operating Income	(2,486,306.00)	(1,450,372.07)	(272,881.91)	1,177,490.16
NON-OPERATING REVENUE...					
	Interest Income	262,856.00	153,335.00	200,517.64	47,182.64
	Total Non-Operating Expe...	262,856.00	153,335.00	200,517.64	47,182.64
	CHANGE IN NET POSITION	(2,223,450.00)	(1,297,037.07)	(72,364.27)	1,224,672.80

Water Quality
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$7,776,482.00	\$4,536,288.19	\$4,312,029.84	(\$224,258.35)
	Other Income	3,610.00	2,107.00	3,903.42	1,796.42
	Total Operating Revenue	7,780,092.00	4,538,395.19	4,315,933.26	(222,461.93)
OPERATING EXPENSES					
	Depreciation & Amortization	1,377,600.00	803,600.00	530,101.15	(273,498.85)
	Salaries	2,007,215.00	1,170,898.12	1,204,754.20	33,856.08
	Fringe Benefits	997,179.25	581,691.46	552,915.87	(28,775.59)
	Operation & Maintenance	208,251.85	121,482.48	104,550.42	(16,932.06)
	Wastewater Treatment	1,388,486.00	809,949.00	781,941.41	(28,007.59)
	Water Purchases	940,049.00	548,366.00	555,714.17	7,348.17
	Office & Administration	131,399.84	76,641.88	62,681.99	(13,959.89)
	Insurance	135,000.00	78,750.00	78,750.00	0.00
	Utilities	120,000.00	70,000.00	46,846.97	(23,153.03)
	Professional Fees	5,255.00	3,067.68	684.05	(2,383.63)
	Repairs & Maintenance	146,596.50	85,516.90	99,508.09	13,991.19
	Automobile	309,781.56	180,703.60	157,807.78	(22,895.82)
	Computer Expenses	31,926.00	18,623.50	24,436.08	5,812.58
	Admin Allocation	592,662.00	345,723.00	350,468.75	4,745.75
	Engineering Allocation	42,413.00	24,738.00	22,345.67	(2,392.33)
	NYS Administrative Assessment	36,215.00	21,126.00	0.00	(21,126.00)
	Total Operating Expenses	8,470,030.00	4,940,877.62	4,573,506.60	(367,371.02)
	Total Operating Income	(689,938.00)	(402,482.43)	(257,573.34)	144,909.09
NON-OPERATING REVENUE...					
	Interest Income	63,700.00	37,156.00	47,112.08	9,956.08
	Interest Expense	(450,302.00)	(262,675.00)	(58,656.65)	204,018.35
	Debt Issuance Costs	(2,280.00)	(1,330.00)	(93,280.00)	(91,950.00)
	Total Non-Operating Expe...	(388,882.00)	(226,849.00)	(104,824.57)	122,024.43
	CHANGE IN NET POSITION	(1,078,820.00)	(629,331.43)	(362,397.91)	266,933.52

Army Sewer
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$3,317,683.00	\$1,935,316.25	\$1,832,339.69	(\$102,976.56)
	Other Income	3,610.00	2,107.00	2,105.82	(1.18)
	Total Operating Revenue	3,321,293.00	1,937,423.25	1,834,445.51	(102,977.74)
OPERATING EXPENSES					
	Depreciation & Amortization	581,900.00	339,444.00	190,103.04	(149,340.96)
	Salaries	478,629.00	279,202.00	319,737.27	40,535.27
	Fringe Benefits	242,861.25	141,670.83	152,716.00	11,045.17
	Operation & Maintenance	105,150.85	61,333.30	77,195.38	15,862.08
	Wastewater Treatment	1,388,486.00	809,949.00	781,941.41	(28,007.59)
	Water Purchases	4,500.00	2,625.00	1,453.00	(1,172.00)
	Office & Administration	109,099.84	63,632.31	55,349.39	(8,282.92)
	Insurance	52,800.00	30,800.00	30,800.00	0.00
	Utilities	65,000.00	37,919.00	24,707.00	(13,212.00)
	Professional Fees	3,014.00	1,758.68	444.63	(1,314.05)
	Repairs & Maintenance	62,191.50	36,276.03	43,020.42	6,744.39
	Automobile	309,781.56	180,703.60	157,807.78	(22,895.82)
	Computer Expenses	31,926.00	18,623.50	24,436.08	5,812.58
	Admin Allocation	354,175.00	206,605.00	209,428.17	2,823.17
	Engineering Allocation	14,729.00	8,589.00	9,063.05	474.05
	Water Quality Allocation	(304,659.00)	(177,723.00)	(114,230.77)	63,492.23
	NYS Administrative Assessment	15,728.00	9,177.00	0.00	(9,177.00)
	Total Operating Expenses	3,515,313.00	2,050,585.25	1,963,971.85	(86,613.40)
	Total Operating Income	(194,020.00)	(113,162.00)	(129,526.34)	(16,364.34)
NON-OPERATING REVENUE...					
	Interest Income	30,900.00	18,025.00	22,006.80	3,981.80
	Interest Expense	(173,500.00)	(101,206.00)	(207.51)	100,998.49
	Debt Issuance Costs	(2,280.00)	(1,330.00)	(42,780.00)	(41,450.00)
	Total Non-Operating Expe...	(144,880.00)	(84,511.00)	(20,980.71)	63,530.29
	CHANGE IN NET POSITION	(338,900.00)	(197,673.00)	(150,507.05)	47,165.95

Army Water Line
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$2,147,895.00	\$1,252,940.50	\$1,190,188.12	(\$62,752.38)
	Total Operating Revenue	2,147,895.00	1,252,940.50	1,190,188.12	(62,752.38)
OPERATING EXPENSES					
	Depreciation & Amortization	626,300.00	365,344.00	242,871.42	(122,472.58)
	Salaries	456,735.00	266,434.00	256,376.60	(10,057.40)
	Fringe Benefits	220,272.00	128,492.00	113,685.82	(14,806.18)
	Operation & Maintenance	21,418.00	12,498.50	1,921.72	(10,576.78)
	Water Purchases	817,052.00	476,616.00	488,516.44	11,900.44
	Office & Administration	15,050.00	8,779.19	4,726.29	(4,052.90)
	Insurance	38,700.00	22,575.00	22,575.00	0.00
	Utilities	25,000.00	14,581.00	10,490.32	(4,090.68)
	Professional Fees	1,741.00	1,015.00	239.42	(775.58)
	Repairs & Maintenance	37,750.00	22,020.81	21,688.87	(331.94)
	Admin Allocation	183,063.00	106,785.00	108,197.46	1,412.46
	Engineering Allocation	14,117.00	8,232.00	8,361.38	129.38
	Water Quality Allocation	97,424.00	56,833.00	36,011.78	(20,821.22)
	NYS Administrative Assessment	10,973.00	6,398.00	0.00	(6,398.00)
	Total Operating Expenses	2,565,595.00	1,496,603.50	1,315,662.52	(180,940.98)
	Total Operating Income	(417,700.00)	(243,663.00)	(125,474.40)	118,188.60
NON-OPERATING REVENUE...					
	Interest Income	16,900.00	9,856.00	12,003.71	2,147.71
	Interest Expense	(225,500.00)	(131,544.00)	(52,760.48)	78,783.52
	Debt Issuance Costs	0.00	0.00	(50,500.00)	(50,500.00)
	Total Non-Operating Expe...	(208,600.00)	(121,688.00)	(91,256.77)	30,431.23
	CHANGE IN NET POSITION	(626,300.00)	(365,351.00)	(216,731.17)	148,619.83

**Regional Water Line
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$389,627.00	\$227,283.00	\$223,831.71	(\$3,451.29)
	Total Operating Revenue	389,627.00	227,283.00	223,831.71	(3,451.29)
OPERATING EXPENSES					
	Depreciation & Amortization	169,400.00	98,812.00	97,126.69	(1,685.31)
	Salaries	34,638.00	20,209.00	23,891.35	3,682.35
	Fringe Benefits	16,608.00	9,695.00	9,642.58	(52.42)
	Operation & Maintenance	6,300.00	3,675.00	4,865.70	1,190.70
	Water Purchases	118,497.00	69,125.00	65,744.73	(3,380.27)
	Office & Administration	250.00	147.00	131.66	(15.34)
	Insurance	6,200.00	3,619.00	3,616.69	(2.31)
	Utilities	30,000.00	17,500.00	11,649.65	(5,850.35)
	Professional Fees	500.00	294.00	0.00	(294.00)
	Repairs & Maintenance	46,655.00	27,220.06	34,798.80	7,578.74
	Admin Allocation	16,798.00	9,800.00	9,952.47	152.47
	Engineering Allocation	2,492.00	1,456.00	1,035.15	(420.85)
	Water Quality Allocation	6,201.00	3,619.00	2,312.34	(1,306.66)
	NYS Administrative Assessment	1,765.00	1,029.00	0.00	(1,029.00)
	Total Operating Expenses	456,304.00	266,200.06	264,767.81	(1,432.25)
	Total Operating Income	(66,677.00)	(38,917.06)	(40,936.10)	(2,019.04)
NON-OPERATING REVENUE...					
	Interest Income	15,900.00	9,275.00	13,101.57	3,826.57
	Interest Expense	(51,302.00)	(29,925.00)	(5,688.66)	24,236.34
	Total Non-Operating Expe...	(35,402.00)	(20,650.00)	7,412.91	28,062.91
	CHANGE IN NET POSITION	(102,079.00)	(59,567.06)	(33,523.19)	26,043.87

**Water Sewer Contracts
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$1,921,277.00	\$1,120,748.44	\$1,065,670.32	(\$55,078.12)
	Other Income	0.00	0.00	1,797.60	1,797.60
	Total Operating Revenue	1,921,277.00	1,120,748.44	1,067,467.92	(53,280.52)
OPERATING EXPENSES					
	Salaries	1,037,213.00	605,053.12	604,748.98	(304.14)
	Fringe Benefits	517,438.00	301,833.63	276,871.47	(24,962.16)
	Operation & Maintenance	75,383.00	43,975.68	20,567.62	(23,408.06)
	Office & Administration	7,000.00	4,083.38	2,474.65	(1,608.73)
	Insurance	37,300.00	21,756.00	21,758.31	2.31
	Admin Allocation	38,626.00	22,533.00	22,890.65	357.65
	Engineering Allocation	11,075.00	6,461.00	3,886.09	(2,574.91)
	Water Quality Allocation	201,034.00	117,271.00	75,906.65	(41,364.35)
	NYS Administrative Assessment	7,749.00	4,522.00	0.00	(4,522.00)
	Total Operating Expenses	1,932,818.00	1,127,488.81	1,029,104.42	(98,384.39)
	Total Operating Income	(11,541.00)	(6,740.37)	38,363.50	45,103.87
NON-OPERATING REVENUE...					
	CHANGE IN NET POSITION	(11,541.00)	(6,740.37)	38,363.50	45,103.87

Engineering
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$734,055.00	\$428,197.00	\$261,433.55	(\$166,763.45)
	Total Operating Revenue	734,055.00	428,197.00	261,433.55	(166,763.45)
OPERATING EXPENSES					
	Depreciation & Amortization	8,400.00	4,900.00	4,866.78	(33.22)
	Salaries	367,950.00	214,641.00	119,585.33	(95,055.67)
	Fringe Benefits	149,555.00	87,244.50	51,081.26	(36,163.24)
	Operation & Maintenance	130,500.00	76,128.43	29,353.32	(46,775.11)
	Office & Administration	35,889.00	20,944.00	16,480.14	(4,463.86)
	Insurance	16,600.00	9,681.00	9,683.31	2.31
	Professional Fees	1,000.00	581.00	0.00	(581.00)
	Automobile	21,500.00	12,537.00	12,025.01	(511.99)
	Computer Expenses	44,194.00	25,774.00	33,617.36	7,843.36
	Admin Allocation	51,386.00	29,974.00	30,426.12	452.12
	Engineering Allocation	(101,133.00)	(58,996.00)	(59,142.22)	(146.22)
	NYS Administrative Assessment	3,395.00	1,981.00	0.00	(1,981.00)
	Total Operating Expenses	729,236.00	425,389.93	247,976.41	(177,413.52)
	Total Operating Income	4,819.00	2,807.07	13,457.14	10,650.07
NON-OPERATING REVENUE...					
CHANGE IN NET POSITION		4,819.00	2,807.07	13,457.14	10,650.07

**Regional Development
Change In Net Position
For the Seven Months Ending Tuesday, October 31, 2023**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$279,279.00	\$162,918.00	\$99,605.31	(\$63,312.69)
	Grant Revenue	502,000.00	292,831.00	430,038.69	137,207.69
	Loan Interest Income	518,760.00	302,617.00	263,399.61	(39,217.39)
	Other Income	28,672.00	16,723.00	31,212.64	14,489.64
	Total Operating Revenue	1,328,711.00	775,089.00	824,256.25	49,167.25
OPERATING EXPENSES					
	Salaries	328,468.00	191,618.00	178,752.66	(12,865.34)
	Fringe Benefits	134,786.00	78,638.00	74,629.72	(4,008.28)
	Operation & Maintenance	19,000.00	11,083.31	12,845.00	1,761.69
	Community Benefits	183,809.18	183,809.14	183,809.18	0.04
	Office & Administration	18,324.82	10,709.93	5,916.88	(4,793.05)
	Bad Debt Expense	0.00	0.00	12,794.99	12,794.99
	Professional Fees	93,266.00	54,415.69	22,538.85	(31,876.84)
	Computer Expenses	750.00	441.00	0.00	(441.00)
	Grants	154,000.00	89,831.00	0.00	(89,831.00)
	Admin Allocation	164,334.00	95,865.00	96,965.35	1,100.35
	Engineering Allocation	547.00	322.00	205.37	(116.63)
	Total Operating Expenses	1,097,285.00	716,733.07	588,458.00	(128,275.07)
	Total Operating Income	231,426.00	58,355.93	235,798.25	177,442.32
NON-OPERATING REVENUE...					
	Interest Income	517,400.00	301,812.00	414,492.39	112,680.39
	Total Non-Operating Expe...	517,400.00	301,812.00	414,492.39	112,680.39
	CHANGE IN NET POSITION	748,826.00	360,167.93	650,290.64	290,122.71



Board Resolution No. 2023-12-83
December 14, 2023

**PUBLIC AUTHORITIES REPORTING INFORMATION SYSTEM (PARIS)
FIVE YEAR BUDGET AND FINANCIAL PLAN FOR FYE 2025
ANNUAL SUBMISSION**

Whereas, the Public Authorities Accountability Act requires Authorities to submit and publish a five year budget projection and financial plan, and

Whereas, the five year projection shall reflect the Authorities known, anticipated, and projected finances and incorporates its annual five year capital improvement plan, and

Whereas, the five year budget and financial plan is to be posted in PARIS no later than 90 days prior to the start of the fiscal year, and

Now, therefore be it

RESOLVED, the Development Authority of the North Country herewith authorizes and directs the Chief Financial Officer to submit the PARIS five year budget and financial plan for FYE 2025 as attached hereto and shall direct said plan to be posted to the Authority's website.

Budget Report for Development Authority of the North Country

Fiscal Year Ending: 03/31/2025

Run Date: 12/07/2023
 Status: UNSUBMITTED
 Certified Date: N/A

Budget & Financial Plan

Budgeted Revenues, Expenditures, And Changes in Current Net Assets.

	Last Year (Actual) 2023	Current Year (Estimated) 2024	Next Year (Adopted) 2025	Proposed 2026	Proposed 2027	Proposed 2028
REVENUE & FINANCIAL SOURCES						
Operating Revenues						
Charges For Services	\$23,508,929.00	\$23,974,161.00	\$26,135,233.00	\$28,452,473.00	\$28,917,983.00	\$30,473,689.00
Rental And Financing Income	\$445,801.00	\$518,760.00	\$518,760.00	\$518,760.00	\$518,760.00	\$518,760.00
Other Operating Revenues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Non-Operating Revenues						
Investment Earnings	\$299,001.00	\$1,914,392.00	\$2,243,595.00	\$2,243,595.00	\$2,243,595.00	\$2,243,595.00
State Subsidies/Grants	\$669,387.00	\$599,975.00	\$230,000.00	\$180,000.00	\$14,945,000.00	\$130,000.00
Federal Subsidies/Grants	\$1,007,470.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Municipal Subsidies/Grants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Public Authority Subsidies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Nonoperating Revenues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Proceeds From The Issuance Of Debt	\$0.00	\$15,732,322.00	\$2,999,819.00	\$0.00	\$0.00	\$0.00
Total revenues and financing sources	\$25,930,588.00	\$42,739,610.00	\$32,127,407.00	\$31,394,828.00	\$46,625,338.00	\$33,366,044.00
EXPENDITURES						
Operating Expenditures						
Salaries And Wages	\$8,974,298.00	\$10,509,424.00	\$10,994,707.00	\$11,324,548.00	\$11,664,285.00	\$12,014,213.00
Other Employee Benefits	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Professional Services Contracts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Supplies And Materials	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Operating Expenses	\$11,274,387.00	\$13,071,669.00	\$12,383,064.00	\$13,239,196.00	\$13,194,605.00	\$13,369,476.00
Non-Operating Expenditures						
Payment Of Principal On Bonds And Financing Arrangements	\$774,085.00	\$691,476.00	\$1,082,674.00	\$2,133,566.00	\$2,402,199.00	\$2,509,595.00
Interest And Other Financing Charges	\$618,928.00	\$975,448.00	\$1,461,178.00	\$1,325,460.00	\$1,347,774.00	\$1,246,924.00
Subsidies To Other Public Authorities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Capital Asset Outlay	\$7,045,126.00	\$22,622,835.00	\$47,329,277.00	\$20,641,710.00	\$18,377,955.00	\$17,744,573.00
Grants And Donations	\$507,985.00	\$16,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Nonoperating Expenses	(\$156,280.00)	\$140,280.00	\$0.00	\$0.00	\$0.00	\$0.00
Total expenses	\$29,038,529.00	\$48,027,132.00	\$73,250,900.00	\$48,664,480.00	\$46,986,818.00	\$46,884,781.00
Capital Contributions	\$5,484,450.00	\$4,437,227.00	\$40,522,655.00	\$17,692,540.00	\$2,080,540.00	\$15,547,935.00
Excess (Deficiency) Of Revenues And Capital Contributions Over Expenses	\$2,376,509.00	(\$850,295.00)	(\$600,838.00)	\$422,888.00	\$1,719,060.00	\$2,029,198.00

Budget Report for Development Authority of the North Country

Fiscal Year Ending: 03/31/2025

Run Date: 12/07/2023
Status: UNSUBMITTED
Certified Date:N/A

The authority's budget, as presented to the Board of Directors, is posted on the following website:

[Additional Comments](#)

Consolidated (All Companies)

	FYE 2023 ACTUAL	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:						
Customer Billings	\$ 23,508,929	\$ 23,974,161	\$ 26,135,233	\$ 28,452,473	\$ 28,917,983	\$ 30,473,689
Deferred Income	\$ -	\$ -	\$ -	\$ 500,000	\$ 500,000	\$ 500,000
Interest Income	\$ 299,001	\$ 1,914,392	\$ 2,243,595	\$ 2,243,595	\$ 2,243,595	\$ 2,243,595
Loan Interest Income	\$ 445,801	\$ 518,760	\$ 518,760	\$ 518,760	\$ 518,760	\$ 518,760
Grant Income	\$ 1,676,857	\$ 599,975	\$ 230,000	\$ 180,000	\$ 14,945,000	\$ 130,000
Proceeds for the Issuance of Debt	\$ -	\$ 15,732,322	\$ 2,999,819	\$ -	\$ -	\$ -
Total Revenue	\$ 25,930,588	\$ 42,739,610	\$ 32,127,407	\$ 31,894,828	\$ 47,125,337	\$ 33,866,044
OPERATING EXPENSES						
Personnel	\$ 8,974,298	\$ 10,509,424	\$ 10,994,707	\$ 11,324,548	\$ 11,664,285	\$ 12,014,213
Operations & Maintenance	\$ 9,167,433	\$ 10,558,661	\$ 10,556,574	\$ 10,725,429	\$ 10,897,282	\$ 11,072,190
Host Community Benefits	\$ 1,114,246	\$ 1,151,037	\$ 1,184,426	\$ 1,206,033	\$ 996,536	\$ 1,006,501
Administration	\$ 916,322	\$ 3,711,883	\$ 3,772,202	\$ 3,833,588	\$ 3,896,062	\$ 3,959,644
Contingency	\$ -	\$ 55,275	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
Bad Debt	\$ 76,386	\$ -	\$ -	\$ -	\$ -	\$ -
Admin Offset	\$ -	\$ (2,405,187)	\$ (3,190,138)	\$ (2,585,855)	\$ (2,655,275)	\$ (2,728,859)
Total Operating Expenses	\$ 20,248,686	\$ 23,581,093	\$ 23,377,771	\$ 24,563,744	\$ 24,858,889	\$ 25,383,689
NON OPERATING EXP						
Principal Payments	\$ 774,085	\$ 691,476	\$ 1,082,674	\$ 2,133,566	\$ 2,402,199	\$ 2,509,595
Interest Expense	\$ 618,928	\$ 975,448	\$ 1,461,178	\$ 1,325,460	\$ 1,347,774	\$ 1,246,924
Bond Trustee Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Grants & Donations	\$ 507,985	\$ 16,000	\$ -	\$ -	\$ -	\$ -
Other Non-Operating Expenses	\$ (156,280)	\$ 140,280	\$ -	\$ -	\$ -	\$ -
Capital Asset Outlay	\$ 7,045,126	\$ 22,622,835	\$ 47,329,277	\$ 20,641,710	\$ 18,377,955	\$ 17,744,573
Total Expenditures	\$ 29,038,530	\$ 48,027,132	\$ 73,250,900	\$ 48,664,480	\$ 46,986,818	\$ 46,884,781
Capital Contributions	\$ 5,484,450	\$ 4,437,227	\$ 40,522,655	\$ 17,692,540	\$ 2,080,540	\$ 15,547,935
Excess	\$ 2,376,509	\$ (850,295)	\$ (600,838)	\$ 922,887	\$ 2,219,060	\$ 2,529,198

Administration

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 191,100	\$ 220,100	\$ 238,700	\$ 246,100	\$ 251,100
Deferred Income					
Interest Income	\$ 228,580	\$ 234,889	\$ 234,889	\$ 234,889	\$ 234,889
Loan Interest Income					
Grant Income	\$ -	\$ -	\$ -	\$ -	\$ -
Proceeds for the Issuance of Debt					
Total Revenue	\$ 419,680	\$ 454,989	\$ 473,589	\$ 480,989	\$ 485,989
OPERATING EXPENSES					
Personnel	\$ 1,946,837	\$ 2,055,242	\$ 2,116,899	\$ 2,180,406	\$ 2,245,819
Operations & Maintenance	\$ 362,563	\$ 369,814	\$ 377,210	\$ 384,754	\$ 392,449
Host Community Benefits	\$ -				
Administration	\$ 258,022	\$ 263,182	\$ 268,446	\$ 273,814	\$ 279,291
Contingency	\$ 15,275				
Bad Debt	\$ -				
Admin Offset	\$ (2,405,187)	\$ (3,190,138)	\$ (2,585,855)	\$ (2,655,275)	\$ (2,728,859)
Total Operating Expenses	\$ 177,509	\$ (501,900)	\$ 176,700	\$ 183,700	\$ 188,700
NON OPERATING EXP					
Principal Payments	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay	\$ 568,758	\$ 982,140	\$ 346,720	\$ 112,415	\$ 308,128
Total Expenditures	\$ 796,267	\$ 530,240	\$ 573,420	\$ 346,115	\$ 546,828
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ (376,587)	\$ (75,251)	\$ (99,831)	\$ 134,874	\$ (60,839)

Solid Waste

	PROJECTED FYE 2024	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 8,490,759	\$ 8,850,422	\$ 9,569,747	\$ 10,289,072	\$ 11,008,397
Deferred Income					
Interest Income	\$ 841,856	\$ 1,164,750	\$ 1,164,750	\$ 1,164,750	\$ 1,164,750
Loan Interest Income	\$ -				
Grant Income	\$ 97,975	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
Proceeds for the Issuance of Debt	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenue	\$ 9,430,590	\$ 10,045,172	\$ 10,764,497	\$ 11,483,822	\$ 12,203,147
OPERATING EXPENSES					
Personnel	\$ 2,553,073	\$ 2,629,665	\$ 2,708,555	\$ 2,789,812	\$ 2,873,506
Operations & Maintenance	\$ 4,400,629	\$ 4,444,635	\$ 4,489,082	\$ 4,533,972	\$ 4,579,312
Host Community Benefits	\$ 967,228	\$ 976,900	\$ 986,669	\$ 996,536	\$ 1,006,501
Administration	\$ 1,391,837	\$ 1,405,755	\$ 1,419,813	\$ 1,434,011	\$ 1,448,351
Contingency	\$ 15,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 9,327,767	\$ 9,491,956	\$ 9,639,119	\$ 9,789,331	\$ 9,942,671
NON OPERATING EXP					
Principal Payments	\$ 560,000	\$ 575,000	\$ 600,000	\$ 625,000	\$ 655,000
Interest Expense	\$ 603,663	\$ 582,200	\$ 558,369	\$ 533,169	\$ 507,244
Bond Trustee Fees		\$ -	\$ -	\$ -	\$ -
Grants & Donations					
Other Non-Operating Expenses	\$ -				
Capital Asset Outlay	\$ 2,880,924	\$ 26,650,115	\$ 4,370,000	\$ 2,080,540	\$ 15,547,935
Total Expenditures	\$ 13,372,354	\$ 37,299,271	\$ 15,167,488	\$ 13,028,040	\$ 26,652,850
Capital Contributions	\$ 2,880,924	\$ 26,650,115	\$ 4,370,000	\$ 2,080,540	\$ 15,547,935
Excess	\$ (1,060,840)	\$ (603,985)	\$ (32,991)	\$ 536,321	\$ 1,098,232

Telecommunications

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 6,470,204	\$ 6,631,959	\$ 6,797,758	\$ 6,967,702	\$ 7,141,895
Deferred Income	\$ -		\$ 500,000	\$ 500,000	\$ 500,000
Interest Income	\$ 262,856	\$ 262,856	\$ 262,856	\$ 262,856	\$ 262,856
Loan Interest Income	\$ -				
Grant Income	\$ -	\$ -			
Proceeds for the Issuance of Debt	\$ -				
Total Revenue	\$ 6,733,060	\$ 6,894,815	\$ 7,560,614	\$ 7,730,558	\$ 7,904,751
OPERATING EXPENSES					
Personnel	\$ 2,024,361	\$ 2,205,092	\$ 2,271,245	\$ 2,339,382	\$ 2,409,563
Operations & Maintenance	\$ 2,393,087	\$ 2,269,588	\$ 2,314,980	\$ 2,361,280	\$ 2,408,505
Host Community Benefits	\$ -				
Administration	\$ 876,819	\$ 894,355	\$ 912,242	\$ 930,487	\$ 949,097
Contingency	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 5,319,266	\$ 5,394,035	\$ 5,523,467	\$ 5,656,148	\$ 5,792,165
NON OPERATING EXP					
Principal Payments	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay	\$ 3,077,497	\$ 15,878,966	\$ 14,832,540	\$ 1,232,000	\$ 1,335,000
Total Expenditures	\$ 8,396,763	\$ 21,273,001	\$ 20,356,007	\$ 6,888,148	\$ 7,127,165
Capital Contributions	\$ 1,556,303	\$ 13,872,540	\$ 13,322,540	\$ -	\$ -
Excess	\$ (107,400)	\$ (505,646)	\$ 527,147	\$ 842,410	\$ 777,585

Army Sewer Line

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 3,321,293	\$ 3,995,251	\$ 4,439,065	\$ 4,243,675	\$ 4,714,327
Deferred Income	\$ -				
Interest Income	\$ 30,900	\$ 30,900	\$ 30,900	\$ 30,900	\$ 30,900
Loan Interest Income	\$ -				
Grant Income	\$ -				
Proceeds for the Issuance of Debt	\$ 3,891,477	\$ 2,804,454			
Total Revenue	\$ 7,243,670	\$ 6,830,605	\$ 4,469,965	\$ 4,274,575	\$ 4,745,227
OPERATING EXPENSES					
Personnel	\$ 721,490	\$ 743,135	\$ 765,429	\$ 788,392	\$ 812,044
Operations & Maintenance	\$ 1,680,120	\$ 1,713,722	\$ 1,747,997	\$ 1,782,957	\$ 1,818,616
Host Community Benefits	\$ -				
Administration	\$ 531,803	\$ 542,439	\$ 553,288	\$ 564,353	\$ 575,640
Contingency	\$ -				
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 2,933,413	\$ 2,999,296	\$ 3,066,713	\$ 3,135,702	\$ 3,206,300
NON OPERATING EXP					
Principal Payments	\$ -	\$ 386,565	\$ 546,114	\$ 583,384	\$ 623,198
Interest Expense	\$ 94,983	\$ 439,941	\$ 345,138	\$ 429,489	\$ 392,219
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses	\$ 2,280				
Capital Asset Outlay	\$ 4,207,693	\$ 3,004,803	\$ 512,000	\$ 126,000	\$ 523,510
Total Expenditures	\$ 7,238,369	\$ 6,830,605	\$ 4,469,965	\$ 4,274,575	\$ 4,745,227
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 5,301	\$ 0	\$ (0)	\$ 0	\$ (0)

Army Water Line

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 2,147,895	\$ 2,976,489	\$ 3,835,043	\$ 3,484,001	\$ 3,550,985
Deferred Income					
Interest Income	\$ 16,900	\$ 16,900	\$ 16,900	\$ 16,900	\$ 16,900
Loan Interest Income					
Grant Income				\$ 14,815,000	
Proceeds for the Issuance of Debt	\$ 11,840,845	\$ 195,365			
Total Revenue	\$ 14,005,640	\$ 3,188,754	\$ 3,851,943	\$ 18,315,901	\$ 3,567,885
OPERATING EXPENSES					
Personnel	\$ 677,007	\$ 697,317	\$ 718,237	\$ 739,784	\$ 761,977
Operations & Maintenance	\$ 1,014,502	\$ 1,034,792	\$ 1,055,488	\$ 1,076,598	\$ 1,098,130
Host Community Benefits	\$ -				
Administration	\$ 247,786	\$ 252,742	\$ 257,797	\$ 262,952	\$ 268,212
Contingency	\$ -				
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 1,939,295	\$ 1,984,851	\$ 2,031,521	\$ 2,079,334	\$ 2,128,318
NON OPERATING EXP					
Principal Payments	\$ -		\$ 863,639	\$ 1,067,190	\$ 1,101,845
Interest Expense	\$ 225,500	\$ 390,650	\$ 376,333	\$ 342,377	\$ 307,721
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay	\$ 11,887,963	\$ 813,253	\$ 580,450	\$ 14,827,000	\$ 30,000
Total Expenditures	\$ 14,052,758	\$ 3,188,754	\$ 3,851,943	\$ 18,315,901	\$ 3,567,885
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ (47,118)	\$ 0	\$ 0	\$ 0	\$ (0)

Regional Water Line

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 389,627	\$ 398,857	\$ 407,397	\$ 416,185	\$ 425,227
Deferred Income					
Interest Income	\$ 15,900	\$ 15,900	\$ 15,900	\$ 15,900	\$ 15,900
Loan Interest Income					
Grant Income					
Proceeds for the Issuance of Debt					
Total Revenue	\$ 405,527	\$ 414,757	\$ 423,297	\$ 432,085	\$ 441,127
OPERATING EXPENSES					
Personnel	\$ 51,246	\$ 52,783	\$ 54,367	\$ 55,998	\$ 57,678
Operations & Maintenance	\$ 210,645	\$ 216,964	\$ 223,473	\$ 230,177	\$ 237,083
Host Community Benefits					
Administration	\$ 25,013	\$ 25,513	\$ 26,024	\$ 26,544	\$ 27,075
Contingency					
Bad Debt					
Admin Offset					
Total Operating Expenses	\$ 286,904	\$ 295,261	\$ 303,864	\$ 312,719	\$ 321,836
NON OPERATING EXP					
Principal Payments	\$ 81,476	\$ 71,109	\$ 73,813	\$ 76,626	\$ 79,552
Interest Expense	\$ 51,302	\$ 48,387	\$ 45,620	\$ 42,740	\$ 39,740
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay					
Total Expenditures	\$ 419,682	\$ 414,757	\$ 423,297	\$ 432,085	\$ 441,127
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ (14,155)	\$ 0	\$ (0)	\$ 0	\$ 0

Water Sewer Contracts

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 1,921,277	\$ 1,998,128	\$ 2,078,053.20	\$ 2,161,175.33	\$ 2,247,622.34
Deferred Income					
Interest Income					
Loan Interest Income					
Grant Income					
Proceeds for the Issuance of Debt					
Total Revenue	\$ 1,921,277	\$ 1,998,128	\$ 2,078,053	\$ 2,161,175	\$ 2,247,622
OPERATING EXPENSES					
Personnel	\$ 1,554,651	\$ 1,601,291	\$ 1,649,329	\$ 1,698,809	\$ 1,749,773
Operations & Maintenance	\$ 287,492	\$ 293,242	\$ 299,107	\$ 305,089	\$ 311,191
Host Community Benefits					
Administration	\$ 90,675	\$ 92,489	\$ 94,338	\$ 96,225	\$ 98,150
Contingency					
Bad Debt					
Admin Offset					
Total Operating Expenses	\$ 1,932,818	\$ 1,987,021	\$ 2,042,774	\$ 2,100,123	\$ 2,159,114
NON OPERATING EXP					
Principal Payments					
Interest Expense					
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay					
Total Expenditures	\$ 1,932,818	\$ 1,987,021	\$ 2,042,774	\$ 2,100,123	\$ 2,159,114
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ (11,541)	\$ 11,107	\$ 35,279	\$ 61,052	\$ 88,508

Regional Development

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 307,951	\$ 307,951	\$ 307,951.00	\$ 307,951.00	\$ 307,951.00
Deferred Income					
Interest Income	\$ 517,400	\$ 517,400	\$ 517,400	\$ 517,400	\$ 517,400
Loan Interest Income	\$ 518,760	\$ 518,760	\$ 518,760	\$ 518,760	\$ 518,760
Grant Income	\$ 502,000	\$ 200,000	\$ 150,000	\$ 100,000	\$ 100,000
Proceeds for the Issuance of Debt					
Total Revenue	\$ 1,846,111	\$ 1,544,111	\$ 1,494,111	\$ 1,444,111	\$ 1,444,111
OPERATING EXPENSES					
Personnel	\$ 463,254	\$ 477,152	\$ 491,466	\$ 506,210	\$ 521,396
Operations & Maintenance	\$ 113,563	\$ 115,834	\$ 118,151	\$ 120,514	\$ 122,924
Host Community Benefits	\$ 183,809	\$ 207,526	\$ 219,364	\$ -	\$ -
Administration	\$ 182,659	\$ 186,312	\$ 190,038.24	\$ 193,839.00	\$ 197,715.78
Contingency					
Bad Debt					
Admin Offset					
Total Operating Expenses	\$ 943,285	\$ 986,824	\$ 1,019,019	\$ 820,563	\$ 842,036
NON OPERATING EXP					
Principal Payments					
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -
Bond Trustee Fees					
Grants & Donations	\$ 16,000	\$ -	\$ -	\$ -	\$ -
Other Non-Operating Expenses	\$ 138,000	\$ -	\$ -	\$ -	\$ -
Capital Asset Outlay					
Total Expenditures	\$ 1,097,285	\$ 986,824	\$ 1,019,019	\$ 820,563	\$ 842,036
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 748,826	\$ 557,287	\$ 475,092	\$ 623,548	\$ 602,075

Engineering

	FYE 2024 PROJECTED	Proposed Budget FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028
REVENUE:					
Customer Billings	\$ 734,055	\$ 756,077	\$ 778,759	\$ 802,122	\$ 826,185
Deferred Income					
Interest Income					
Loan Interest Income					
Grant Income					
Proceeds for the Issuance of Debt					
Total Revenue	\$ 734,055	\$ 756,077	\$ 778,759	\$ 802,122	\$ 826,185
OPERATING EXPENSES					
Personnel	\$ 517,505	\$ 533,030	\$ 549,021	\$ 565,492	\$ 582,456
Operations & Maintenance	\$ 96,061	\$ 97,982	\$ 99,942	\$ 101,941	\$ 103,980
Host Community Benefits	\$ -	\$ -	\$ -	\$ -	\$ -
Administration	\$ 107,270	\$ 109,415	\$ 111,604	\$ 113,836	\$ 116,112
Contingency	\$ -				
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 720,836	\$ 740,428	\$ 760,567	\$ 781,268	\$ 802,548
NON OPERATING EXP					
Principal Payments					
Interest Expense					
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenditures	\$ 720,836	\$ 740,428	\$ 760,567	\$ 781,268	\$ 802,548
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 13,219	\$ 15,649	\$ 18,192	\$ 20,854	\$ 23,637



Board Resolution No. 2023-12-84
December 14, 2023

ADMINISTRATIVE DIVISION
FYE 2024 CAPITAL PROJECT BUDGET AMENDMENT
ENTERPRISE RESOURCE PLANNING SYSTEM REPLACEMENT

Whereas, the Development Authority of the North Country adopted a Capital Budget for the Administrative Division for FYE 2024 pursuant to **Resolution No. 2023-02-06**, and

Whereas, the five year capital plan included \$500,000 for the replacement of the Development Authority's Enterprise Resource Planning (ERP) system in FYE 2025, and

Whereas, an ERP system is critical to the business functions of the Development Authority as this software is utilized to manage daily business activities such as financial accounting and reporting, budgeting, procurement, and project management, and

Whereas, the Development Authority has been using Microsoft Dynamic SL as its ERP system for in excess of 25 years, and

Whereas, Microsoft has announced that it will stop providing mainstream support for Microsoft Dynamics SL in January 2024 and will no longer provide solutions or resolve security concerns in June 2028, and

Whereas, due to the upcoming end of life of Microsoft Dynamics SL, the Development Authority is required to invest in a new ERP system to meet its current and future business requirements, and

Whereas, in an effort to expedite the implementation of a new ERP system, Authority staff recommend the appropriation of \$500,000 for the replacement of its Enterprise Resource Planning (ERP) System.

Now, therefore be it

RESOLVED, that the Development Authority of the North Country hereby amends the FYE 2024 Administrative Division Capital Budget, to establish a new capital project for Enterprise Resource Planning System Replacement in the amount of \$500,000, to be funded from Administrative Reserves.

Development Authority of the North Country
 Technical Services Summary Report
 December 2023

NON-LEWIS COUNTY CONTRACTS

Company	Customer	Contract Type	Description of Services/Contract Title	Current Agreement (\$)	New Agreement / Amendment (\$)	Total Agreement	Start Date	End Date	County
44	Town of Lisbon	O&M	Water Quality Operation & Maintenance for Water and Sewer Facilities (renewed 5 year contract for services)		\$ 203,094.00	\$ 203,094.00	1/1/2024	12/31/2028	St. Lawrence
60	Town of Edwards	TSA	Lead Service Line Inventory		\$ 7,500.00	\$ 7,500.00	1/1/2024	11/1/2024	St. Lawrence
60	Ogdensburg Bridge and Port Authority	TSA	NBRC Grant Administration (NBRC23GNY09)		\$ 20,000.00	\$ 20,000.00	1/1/2024	12/31/2025	St. Lawrence
60	Jefferson County	TSA	Demolition and Revitalization of Deferiet Paper Mill Site		\$ 15,000.00	\$ 15,000.00	1/1/2024	1/1/2025	Jefferson
60	Jefferson County	TSA	Demolition of Former Abbass Foods Warehouse Leray		\$ 15,000.00	\$ 15,000.00	1/1/2024	1/1/2025	Jefferson
60	Town Wilna	SSA	Natural Bridge Water Treatment Plant Controls Upgrade		\$ 39,500.00	\$ 39,500.00	1/1/2024	1/1/2025	Jefferson
60	Village of Rensselaer Falls	TSA	Demolition and Revitalization 209 Rensselaer Street		\$ 10,000.00	\$ 10,000.00	1/1/2024	1/1/2025	St. Lawrence
60	Town of Potsdam	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 4,500.00	\$ 4,500.00	1/1/2024	12/31/2028	St. Lawrence
60	Town of Brownville	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 4,500.00	\$ 4,500.00	1/1/2024	12/31/2028	Jefferson
60	Town of Lyme	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 4,500.00	\$ 4,500.00	1/1/2024	12/31/2028	Jefferson
60	Town of Fine	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 4,500.00	\$ 4,500.00	1/1/2024	12/31/2028	St. Lawrence
60	Town of Colton	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 4,500.00	\$ 4,500.00	1/1/2024	12/31/2028	St. Lawrence
60	Town of Clayton	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 8,500.00	\$ 8,500.00	1/1/2024	12/31/2028	Jefferson
60	Franklin County	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 8,500.00	\$ 8,500.00	1/1/2024	12/31/2028	Franklin
60	Town of Malone	GIS	GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services)		\$ 8,500.00	\$ 8,500.00	1/1/2024	12/31/2028	Franklin
42	Town of Pamela	WSA	Water Service Agreement Town of Pamela Amendment 2 Extend Term to 3/31/2054				2/10/2014	3/31/2054	Jefferson

LEWIS COUNTY CONTRACTS

Company	Customer	Contract Type	Description of Services/Contract Title	Current Agreement (\$)	New Agreement / Amendment (\$)	Total Agreement	Start Date	End Date	County
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Contract Types

- GIS - GIS Services
- MS - WQ Management Services
- O&M - WQ Operations & Maintenance
- SSA - SCADA Services
- TSA - Technical Services
- WSA - Water Service Agreement

Contract Criteria

- 1 Annual Contract amount is less than \$100K or renewal of an existing service
- 2 Service requested is within the Authority's Tri-County Area
- 3 Board Resolution No 2016-08-93 authorized ED to enter into contracts as the NBRC LDD in Jefferson, Lewis, St Lawrence and Franklin Counties
ED shall report such contracts to the Board



Board Resolution No. 2023-12-85
December 14, 2023

FYE 2024 OPERATING BUDGET AMENDMENT
MATERIALS MANAGEMENT DIVISION

Whereas, the Development Authority of the North Country adopted an Operating Budget for FYE 2024 pursuant to **Resolution No. 2023-02-08**, and

Whereas, the FYE 2024 budget included \$300,000 for “Mattress Recycling” (GL 6018), and

Whereas, that budget line item has historically been utilized to transport mattresses from the county transfer stations to a facility in Tonawanda, NY where the mattresses are disassembled and recycled, and

Whereas, the Authority completed an evaluation of the mattress recycling program in February of 2022 and determined that developing a privately operated mattress recycling or shredding center in the Authority’s service area would be the best option as it would significantly decrease costs and greenhouse gas emissions since mattresses would no longer be required to be transported to Tonawanda, and

Whereas, the FYE 2024 budget assumed that a local, more feasible option for mattress recycling would be available at the former Recycling Transfer Station in Harrisville by December 31, 2023, and

Whereas, a local option for mattress recycling is not anticipated to be available until April 2024, and

Whereas, once the local facility is operational and has established pricing, the Authority will re-evaluate its options for mattresses to determine if recycling locally is feasible, since mattress recycling is not mandated by any regulatory statute, and

Whereas, the estimated costs of mattress recycling through the remainder of FYE 2024 is expected to increase by \$126,000; from \$300,000 to \$426,000, and

Whereas, the additional cost of this expense will be paid for through utilization of the tip fee stabilization fund.

Now, therefore be it

RESOLVED, that the Development Authority of the North Country hereby amends the FYE 2024 Materials Management Facility Budget as follows:

<u>Expense</u>	<u>Current Budget</u>	<u>Amended Budget</u>	<u>Change</u>
Mattress Recycling	\$ 300,000	\$426,000	\$ 126,000

and further be it

RESOLVED, the additional cost of this expense will be paid for through utilization of the tip fee stabilization fund.



Board Resolution No. 2023-12-86
December 14, 2023

FYE 2024 CAPITAL BUDGET AMENDMENT
TELECOMMUNICATIONS DIVISION

Whereas, the Development Authority of the North Country adopted a Capital Project Budget for FYE 2024 pursuant to **Resolution No. 2023-02-10**, and

Whereas, the FYE 2024 capital budget included \$300,000 for “Wireless Tower Service” (Project 30688), and

Whereas, that budget line item has historically been utilized to construct fiber and deliver service to new cell towers in the telecom fiber footprint, and

Whereas, existing wireless service providers on the Authority’s telecommunications network have requested an increase in bandwidth to 91 cell towers. Such request will require the purchase and installation of additional equipment to provide the additional bandwidth requested; resulting in unanticipated equipment costs of \$150,000, and

Whereas, the additional bandwidth is being requested to pre-provision carrier wireless networks for 5G deployment, and

Whereas, the additional revenue over the contract term will offset the additional capital costs.

Now, therefore be it

RESOLVED, that the Development Authority of the North Country hereby amends the FYE 2024 Telecom Capital Budget as follows:

<u>Capital Project</u>	<u>Current Budget</u>	<u>Amended Budget</u>	<u>Change</u>
Wireless Tower Service	\$ 300,000	\$450,000	\$ 150,000



**Board Resolution No. 2023-12-87
December 14, 2023**

**FRANKLIN COUNTY TELECOMMUNICATION PROJECT
CAPITAL PROJECT AUTHORIZATION
TELECOMMUNICATIONS DIVISION**

Whereas, Franklin County has hired a consultant to apply for a ConnectALL Municipal Infrastructure Program Grant to fund the design and construction of approximately 50 miles of fiber to connect unserved homes and businesses between Chateaugay and Brainardsville, NY, at an estimated cost of \$2,750,000, and

Whereas, Franklin County has 2,539 households (10.4%) in the county that are unserved by broadband according to the New York State Public Service Commission Broadband map, and

Whereas, a majority of Franklin County has no access to cell service for public safety access to 911 in the event of an emergency, and

Whereas, to meet the grant requirements the fiber optic facilities must be owned and operated as an Open Access Telecommunication Network (OATN), and

Whereas, Franklin County does not have the capacity to develop, own and operate an OATN, and

Whereas, Franklin County has requested that if they are successful in obtaining a grant and constructing the fiber optic facilities noted above, that the Development Authority of the North Country accept ownership and operate such fiber optic facilities as an OATN once constructed, and

Whereas, the Development Authority currently owns and operates 120 miles of telecommunications infrastructure in Franklin County, and

Whereas, the Authority is the designated Local Development District as defined by the Northern Border Regional Commission to assist Franklin County with economic development, and

Whereas, this project will: 1) enhance emergency services by improving cell tower back-haul/improved cell coverage in Franklin County; 2) provide broadband to approximately 371 unserved residential customers and twelve anchor institutions, decreasing the percentage of unserved households in the county by 15%; 3) interconnect to the Authority's network allowing all services to be on-net; and 4) provide additional network revenue, and

Whereas, the project meets the Authority's Strategic Initiative 1, to pursue telecommunications infrastructure development and maintenance in fostering regional economic growth or increased community development as well as enhance public safety in the North Country, and

Whereas, although the project will generate revenue from cell tower back-haul, businesses, anchor institutions, and residential services, the exact amount of the anticipated revenue at this time is unknown, and

Whereas, to guarantee that the additional 50 miles of telecommunications infrastructure in Franklin County will not have a negative financial impact on the Authority's OATN, the Authority will require a twenty year agreement with Franklin County that ensures the Authority is reimbursed by Franklin County for expenses incurred that are in excess of revenue in any year of the agreement. Such reimbursement applies only to expenses incurred and revenue generated on the additional 50 miles of telecommunications infrastructure in Franklin County.

Now, upon the recommendation of the Telecommunications Committee, therefore be it

RESOLVED, the Development Authority of the North Country board of directors authorizes the Executive Director to negotiate and execute an agreement with Franklin County to accept ownership and operate approximately 50 miles of fiber in Franklin County between Chateauguay and Brainardsville. Said agreement shall be for 20 years and shall require that Franklin County reimburse the Development Authority of the North Country for expenses incurred that are in excess of revenue in any year of the agreement. Such reimbursement applies only to expenses incurred and revenue generated on the additional 50 miles of telecommunications infrastructure in Franklin County.



**Board Resolution No. 2023-12-88
December 14, 2023**

**HAMILTON COUNTY TELECOMMUNICATION PROJECT
CAPITAL PROJECT AUTHORIZATION
TELECOMMUNICATIONS DIVISION**

Whereas, the Development Authority of the North Country was approached by Hamilton County to construct, own and operate 12 miles of fiber to connect public emergency towers between Morehouse, NY and Lake Pleasant, NY, and

Whereas, the estimated cost to construct such fiber optic facilities is \$550,000, and

Whereas, Hamilton County has agreed to provide \$550,000 to complete the project, and

Whereas, the project will: 1) enhance emergency services by improving cell tower back-haul/improved cell coverage in Hamilton County; 2) provide broadband to approximately 65 unserved and underserved residential customers; 3) interconnect to the Authority's network allowing all services to be on-net, and 4) provide additional network revenue, and

Whereas, revenue generated from cell tower back-haul plus residential services will exceed the operating costs and generate a positive cash flow, and

Whereas, the project meets the Authority's Strategic Initiative 1 to pursue telecommunications infrastructure development and maintenance in fostering regional economic growth or increased community development as well as enhance public safety in the north country, and

Now, upon the recommendation of the Telecommunications Committee, therefore be it

RESOLVED, the Development Authority of the North Country board of directors authorizes the Executive Director to execute an agreement with Hamilton County in the amount of \$550,000 to construct, own and operate 12 miles of fiber to connect public emergency towers between Morehouse, NY and Lake Pleasant, NY, and further be it

RESOLVED, upon execution of said agreement, the Development Authority of the North Country board of directors herewith authorizes the establishment of a new capital project in the amount of \$550,000 (Hamilton County Public Emergency Project).



**Board Resolution No. 2023-12-89
December 14, 2023**

**REGIONAL AND LOCAL ASSISTANCE CAPACITY GRANT
AUTHORIZATION
TELECOMMUNICATIONS DIVISION**

Whereas, the New York State ConnectAll office/Empire State Development (ESD) has secured a Regional and Local Assistance Capacity Grant to allow local municipalities to verify the accuracy of the FCC Broadband Map to assure the ConnectAll Signature Programs Funding is spent in the areas of the most need, and

Whereas, the ConnectAll office determined the best use of the funds was to provide them to planning regions across the State, and

Whereas, the Development Authority is the Northern Border Regional Commission Local Development District (LDD) for Jefferson, Lewis, St. Lawrence and Franklin Counties, and

Whereas, the ConnectAll Office has requested the Authority apply for the funds for its LDD region, and

Whereas, the grant funds will be used to field verify the FCC mapping data and provide updated and accurate mapping of the unserved in the four county region, and

Whereas, the Regional and Local Assistance Capacity Grant will result in the development of a more accurate and detailed broadband map for our county partners, and

Whereas, the grant requires a 10% match which will be funded by Authority staff time.

Now, therefore be it

RESOLVED, the Development Authority of the North Country board of directors authorizes Carl E. Farone Jr., Executive Director, the Authorized Official to submit an application in the amount of \$70,000 to be matched with \$7,000 in Authority staff time to the New York State ConnectAll office/Empire State Development (ESD), and be it further,

RESOLVED, if awarded, the Development Authority of the North Country board of directors authorizes Carl E. Farone Jr., Executive Director, the Authorized Official to make and sign an agreement with Empire State Development to receive a Regional and Local Assistance Capacity Grant to verify the accuracy of the FCC Broadband map for a total project cost of \$77,000, \$70,000 which will be funded by the grant.



**Board Resolution No. 2023-12-90
December 14, 2023**

**ARMY SEWER LINE
FYE 2024 OPERATING BUDGET AMENDMENT
WATER QUALITY DIVISION**

Whereas, the Development Authority of the North Country adopted an Operating Budget for the Army Sewer Line for FYE 2024 pursuant to **Resolution No. 2023-02-11**, and

Whereas, the FYE 2024 budget authorized expenditures of \$60,000 for Chemicals (GL 5815), and

Whereas, the Army Sewer Line utilizes sodium hypochlorite to reduce odors and control hydrogen sulfide, and

Whereas, there has been an 81% increase in the price of sodium hypochlorite, increasing from \$1.50 per gallon to \$2.72 per gallon from FYE 2023 to FYE 2024 due to a widespread shortage in supply, and

Whereas, in accordance with Authority bylaws internal budget modifications have been processed to increase the budget from \$60,000 to \$74,609.60, and

Whereas, it is estimate that an additional \$50,309.40 will be needed for chemicals through the remainder of the fiscal year bringing the total budget for Chemicals to \$124,919, and

Whereas, the additional Army Sewer Line expenses of \$50,309.40 will be offset by Customer Billings.

Now, therefore be it

RESOLVED, that the Development Authority of the North Country hereby amends the FYE 2024 Army Sewer Line Budget as follows:

	<u>Current Budget</u>	<u>Amended Budget</u>
Customer Billings (GL 4001)	\$ 3,317,683.00	\$3,367,992.40
Chemicals (GL 5815)	\$ 74,609.60	\$ 124,919.00



**Board Resolution No. 2023-12-91
December 14, 2023**

**REGIONAL TOURISM TRANSFORMATIONAL COMMUNITY
REVOLVING LOAN FUND
SUNSHINE DAYDREAM RETREATS LLC
LOAN RATIFICATION**

Whereas, **Resolution No. 2013-08-12** establishes the Regional Tourism Transformational Community Revolving Loan Fund, and

Whereas, the Regional Loan Review Committee has the authorization to commit loans of up to \$250,000 with the Authority Board ratifying the loan at its next meeting, and

Whereas, the Regional Loan Review Committee met December 6, 2023 to review an application from Sunshine Daydream Retreats, LLC requesting \$250,000.00 from the Regional Tourism Transformational Community Revolving Loan Fund in order to make improvements and add two additional cabins at their facility located at 114 State Route 28, Inlet, NY (Hamilton County), and

Whereas, the Regional Loan Committee felt that the improvements to be made at Black Bear Lodges meet the objectives of the Fund, and

Whereas, the Regional Loan Review Committee approves a commitment of \$250,000 from the Regional Tourism Transformational Community Revolving Loan Fund at the terms and conditions attached.

Now, therefore be it

RESOLVED, Development Authority of the North Country does hereby ratify a loan in the amount of \$250,000 from the Regional Tourism Transformational Community Revolving Loan Fund to Sunshine Daydream Retreats LLC, d/b/a Black Bear Lodges, at the terms and conditions outlined on the attached Term Sheet, and further authorizes the Executive Director or the Chief Financial Officer to execute all documents necessary to make the loan, and further be it

RESOLVED, this is considered a Type II Action under the State Environmental Quality Review (SEQRA) and is considered an exempt activity requiring no further action.

TERM SHEET

Borrower:	Sunshine Daydream Retreats LLC (d/b/a Black Bear Lodges)
Loan Fund:	Regional Tourism Transformational Community Revolving Loan Fund [Empire State Development Funds]
Amount:	\$250,000.00
Loan Term:	20 years
Loan Rate:	1%
Loan Payment:	6 months interest-only, monthly principal and interest to term out loan over 234 months
Collateral:	Third mortgage and assignment of rents and leases on 114 State Route 28, Inlet, NY 13360; 3rd lien on all machinery and equipment, furniture and fixtures, inventory, accounts receivable, and general intangibles of Sunshine Daydream Retreats LLC.
Conditions:	<ul style="list-style-type: none">• Cash equity of a minimum of \$100,000 has been committed to project.• Labor peace does not apply as it will have less than 15 FTE.• Personal Guaranty of Bryan Davidson and Lynn Walsh.• Copy of bank appraisal, if required.• All required permits and approvals, if any additional needed.• Adirondack Bank loan of \$650,000.

TRANSFORMATIONAL TOURISM FUND

Borrower: Sunshine Daydream Retreats, LLC (d/b/a Black Bear Lodges)

Project Location: 114 State Route 28, Inlet, NY 13360 (parcel #59.012-1-19.111)

Borrower Address: 10 Seldon Drive, Rome, NY 13440

Ownership: Lynn Walsh-50%; Bryan Davidson-50%

Loan Amount: \$250,000.00

Term: 20 years

Rate: 1%

Payments: 6 months interest-only, Monthly principal and interest thereafter to amortize over remaining 234 months

Guarantor: Bryan Davidson, Lynn Walsh

Use of Funds: Improvements

Collateral: Third mortgage and assignment of leases and rents

Jobs: Existing: 1 FTE
Years 1-3: 0 FTE

Total Project Costs

<i>Sources of Funds</i>		<i>Uses of Funds</i>	
<i>Tourism Loan Fund</i>	\$ 250,000.00	25% Improvements	\$ 916,309.00
Adirondack Bank	\$ 650,000.00	Fees	\$ 83,691.00
Owner Equity	\$ <u>100,000.00</u>		
Total	\$1,000,000.00	Total	\$1,000,000.00

Adirondack Bank – Rate set at closing for first 5 years to the 5-year Treasury plus 2.75% then adjusting to the 5 year Treasury plus 2.75% for years 6-10. 10 year term/20 year amortization. Assumes 7.13% for underwriting for this loan.

Cash equity-Cash contributed by applicant

Description of Project

Lynn Walsh and Bryan Davidson own Sunshine Daydream Retreats LLC (Borrower) which purchased Black Bear Lodges in 2022. The Borrower is requesting \$250,000 from the Tourism Fund to make improvements to the facility located at 114 State Route 28, Inlet (Hamilton County). The property is



located adjacent to Stiefvater's Lakeside Cottages owned by Sirref Properties LLC. The Tourism Fund provided \$250,000 to Sirref Properties in 2021 for the acquisition of that property.

Black Bear Lodges is located on 2.25 acres of lakefront land on Fourth Lake. It has operated for more than a decade. Black Bear Lodges has 5 lodges. They range in size with one unit from sleeping 12, two units sleeping 10, one unit sleeping 8, and one unit sleeping 4. The Borrower purchased the business for \$2,600,000 in 2022.

The rate for the stay is dependent on the time of year and length of stay. During the summer months, the lodges are available on a weekly basis (Saturday - Saturday) with a check-in time of 3 pm and a check-out time of 10 am. The lodges are available for rental during the winter season from December 1st - March 31st. They also offer rentals in the spring & fall season with a 2 night minimum stay. Upon booking, a 50% deposit is required to secure the reservation. The remaining balance is due 30 days prior to arrival. If someone books within two weeks of their stay, the full balance is due upon booking. A \$250 non-refundable cleaning fee is charged when booking. Payments are non-refundable unless they are able to rebook the lodge which the reservation was cancelled.

Overall, the facilities are in very good condition. This is confirmed by the appraiser who stated, "the subject is considered to be in overall good condition."

Proposed Project



The project proposes to:

- Add a new 4-bedroom lodge with waterfront views and renovate an existing garage space into a year-round one-bedroom rental. This would increase lodging capacity from five to seven lodges.
- Reinforce existing infrastructure which includes roof replacements and central air installations for three lodges to ensure long-term infrastructure readiness.
- Enhance the property which includes extending the driveway and extending the septic system.

November 28, 2023

The proposed project will allow the Borrowers to seize on the current high demand and fulfill unmet requests/waitlist which will ensure client satisfaction and loyalty. Through the addition of the two new lodges, they anticipate an additional \$95,000 in revenue. Quotes dated November 2023 were provided for the work to be completed.

Market

As mentioned, the property is located adjacent to Stievator’s Lakeside Cottages, as well as several other lodging facilities. These facilities are primarily commercial rental properties in Inlet, Old Forge, and surrounding communities. The competitors typically provide nightly and weekly vacation rentals, predominately featuring smaller one and two-bedroom cottages.

Competitors

A google search for Inlet lodging lists four locations around Fourth Lake. Two of which were funded by the Tourism Fund and one by the North Country Economic Development Fund. These are:

- Stievator’s Lakeside Cottages-11 1-3 bedroom cottages and 3 4-5 bedroom houses. The cottages that sleep 4 go for \$1050-\$1600/week. The cottage that sleeps 10 goes for \$3200/week. It doesn’t appear that they have a cottage that sleeps 12.
- The Woods Inn-24 uniquely different rooms, Adirondack Guide tents, ADA rooms, a two bedroom lake view cottage, and 4 townhouse 2-story units and an ADA suite.
- Great Pines Lodge-29 modern, rustic, recently remodeled rooms all with lake and mountain views.

There are other lodging options in the area as well.

Management -

Bryan Davidson has extensive sales and managerial expertise from numerous years in the automotive industry and holds a Bachelor’s Degree in Financial Economics from the University of Maryland. Lynn Walsh is a professor and trainer specializing in communication, journalism and social media. She is considered an ethics and trust expert in the industry and has a Bachelor’s Degree in Journalism from Ohio University. Bryan lives in Inlet during the spring/summer/fall to manage the property. They live in San Diego in the winter. The Rome address is the address used for the LLC.

Financial Review

Black Bear Lodges

	2022	11/16/2023	2024	2025	2026
Sales	242,143	295,000	325,000	375,000	375,000
Gross Profit	242,143	295,000	325,000	375,000	375,000
Expenses	241,476	284,948	324,007	329,114	320,534
Other Income/(Exp)	0	(400)	0	0	0
Net Income (Loss) before Taxes	667	9,652	993	45,886	54,466
Add Back:					
Depreciation	100,438	82,706	123,017	128,124	119,544
Interest	65,307	95,033	95,033	95,033	95,033
Cash for Debt Service	166,412	187,391	219,043	269,043	269,043

Tourism Fund	14,116	11,764	14,116	14,116	14,116
Adirondack Bank #1	137,383	114,486	137,383	137,383	137,383
Adirondack Bank #2	61,083	50,903	61,083	61,083	61,083
Total Debt	212,582	177,153	212,582	212,582	212,582
Debt Service Coverage	.78	1.06	1.03	1.27	1.27

Sales Inc (Dec.)	---	22%	10%	15%	---
Gross Profit	---	----	---	---	---
Expenses	100%	97%	100%	88%	85%
Profit Ratio	.2%	3%	.3%	12%	15%

Tourism Fund-\$1,176.37/mo

Adirondack Bank #1-\$11,448.55/mo

Adirondack Bank #2-\$5,090.29/mo

- The existing financials and projections were completed with assistance from D’Arcangelo & Co. LLP.
- The Borrowers raised rates in 2023 which resulted in the increase in revenues by 22% over 2022. The previous owner did not have the rates valued to the market prices in the area. They were able to increase prices with very little guest turnover. Occupancy for the summer of 2023 and winter was/is 100% with a waiting list. Spring and fall are mostly weekends with 50%-100% occupancy depending on the weekend.

<i>2023 rates</i>	Summer Rate (weekly)	Spring/Fall Rate	Winter Rate (12/1-3/31)
Bear Lodge-sleeps 12	\$6,350	\$750/night; \$4,000 weekly	\$16,000
Little Bear-sleeps 4	\$3,250	\$420/night; \$2,200 weekly	\$9,000
Bear’s Den-sleeps 10	\$4,600	\$525/night; \$3,200/week	\$12,000
Bear Paw-sleeps 10	\$4,600	\$525/night; \$3,200/week	\$12,000
Bear Cub-sleeps 8	\$4,000	\$475/night; \$2,800/week	\$11,000

- The Borrower expects 100% occupancy in the summer/winter of 2024. They have also increased reservations in the spring/fall of 2024 with almost every weekend in the fall being booked already. This is why revenues are projected to increase by 10% in 2024 over 2023. In 2025, they will have the two new lodges available for rent which would result in the additional 15% increase in revenues in 2025 over 2024.
- Bryan manages the property year round including check ins/check outs, property maintenance, etc. He hires an outside cleaning company for cleanings. He has no staff. Primary expenses

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in 2023 are: cleaning, \$13,531, depreciation, \$82,706, interest, \$95,033, repairs and maintenance, \$23,212, supplies, \$21,012, taxes, \$24,040, and utilities, \$11,790.

- Expenses in 2024-2026 are flat and mirror those in 2023. The only change, year over year is in Depreciation. Even if expenses increased by 3% in 2024 there would still be a 1.0 DSC ratio.

Cashflow

- Cash flow is based upon projections holding true.

	At Closing
Assets	
Current	146,144
Fixed	3,528,673
Other	0
Total Assets	3,674,817
Liabilities	
Current	102,487
Long Term	2,777,367
Total Liabilities	2,879,854
Equity	794,963
Total Liabilities & Equity	3,674,817

Working Capital	\$43,657
Current Assets	1.43
Debt to Equity	3.62

- Cash includes the \$62,453 in checking/savings on 11/16/23 and \$83,691 in working capital at closing.
- Fixed assets based on cost of land and improvements.
- Current liabilities include deposits and the current portion of the new long term debt.
- Long term liabilities include the two Adirondack Bank loans and the new Tourism Loan.
- Equity includes the Borrowers initial contribution into the business.

Personal Credit:

Lynn reports assets of \$2,149,963 and liabilities of \$405,737. Primary assets in real estate, \$1,200,000, and other personal property, \$799,963. The real estate asset includes a condominium in San Diego. Other personal property includes ownership in Sunshine Daydream Rentals LLC and Lynn Walsh LLC. Her primary liability is her mortgage on the condominium. She reflects income of \$60,000 annually. Lynn has a TransUnion credit score of 810. She has one derogatory comment dated 08/2021 for a Macy's card that was 30 days late. There was no loss and the card was cancelled by Chase. She lists open balances of \$413,013. This is primarily in mortgages of \$404,087.

Bryan reports assets of \$1,900,463 and liabilities of \$405,737. Primary assets are real estate of \$1,200,000, and other assets of \$694,963. He also lists the same condominium as Lynn above, as well as ownership in Sunshine Daydream Retreats, LLC of \$694,963. His primary liability is the mortgage on the condominium above. He does not list any income. Bryan has a TransUnion credit score of

d/b/a Black Bear Lodges

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799. He has no derogatory comments. He lists open balances of \$412,839. The primary liability is the mortgage for \$404,087.

Collateral:

- Third mortgage on real estate and all improvements behind two Adirondack Bank loans on 114 State Route 28, Inlet, NY 13360 (parcel #59.012-1-19.111
- Assignment of Leases and Rents
- Third lien on all assets of Sunshine Daydream Retreats, LLC

	<u>Cost</u>	<u>Discount</u>
Real Property (70%)	\$2,458,000	\$1,720,600
Improvements (70%)	\$916,309	\$641,142
Collateral Available	\$3,374,309	\$2,361,742
Adirondack Bank-1st (\$2 million)	\$1,890,000	\$1,890,000
Adirondack Bank-2nd	<u>\$650,000</u>	<u>\$650,000</u>
Total Senior Debt	\$2,540,000	\$2,540,000
Collateral Available-DANC	\$834,309	(\$178,258)
Tourism Fund	\$250,000	\$250,000
Loan to Value	30%	(140%)

Appraisal completed February 18, 2022 for Adirondack Bank by Donato Real Estate Appraisal & Consulting showed an estimated real estate value of \$2,458,000. The property value was \$2,600,000. Current fair market value for the land from the Hamilton County tax records is \$474,528. The full market value from the Hamilton County tax records is \$2,555,389. With the proposed improvements totaling \$916,309, there is more than sufficient value based on the improvements and appraisal to require a new, updated appraisal. This is also supported by the County's fair market value. The bank will still require one and we will request a copy of it for our files.

Contingencies:

- Cash equity has been committed to the project
- Adirondack Bank commitment of \$650,000.
- Copy of the bank appraisal.
- All required permits and approvals, including flood insurance, if needed
- Labor Peace does not apply as it has less than 15 FTE employees
- Personal guaranty of Lynn Walsh and Bryan Davidson



Board Resolution No. 2023-12-92
December 14, 2023

ECONOMIC DEVELOPMENT FUND
JEFFERSON COUNTY HISTORICAL SOCIETY
LOAN EXTENSION

Whereas, **Resolution No. 2021-06-95** authorized a loan of up to \$285,000 from the Economic Development Fund to the Jefferson County Historical Society to bridge New York State grant funding for improvements to their facility in Watertown, and

Whereas, **Resolution No. 2023-09-74** extended the loan for an additional 3-months to December 1, 2023, and

Whereas, the Authority has a participation loan with the Watertown Local Development Corporation which is also providing \$285,000 in construction financing, and

Whereas, the Authority is the lead lender, and

Whereas, the Jefferson County Historical Society has completed their project and is awaiting final disbursements from New York State for its grants, and

Whereas, the Jefferson County Historical Society has requested an additional 4-month extension of this loan to mature April 1, 2024, and

Whereas, all other terms and conditions of the loan will stay the same.

Now, therefore be it

RESOLVED, the **Development Authority of the North Country** does hereby extend the term of the **Jefferson County Historical Society** loan for an additional 4 months subject to the attached **Term Sheet**.

TERM SHEET

Borrower: Jefferson County Historical Society

Loan Fund: Economic Development Fund

Loan Amount: up to \$285,000.00

Term: 24 months, or upon receipt of the final grant funds, whichever occurs first

Rate: 1.5%, construction interest-only

Payment: Monthly interest-only

Collateral: Assignment of grant proceeds

Conditions: Watertown Local Development financing of \$285,000



Board Resolution No. 2023-12-93
December 14, 2023

COMMUNITY DEVELOPMENT LOAN FUND
THOMPSON PARK CONSERVANCY INC.
LOAN MODIFICATION

Whereas, **Resolution No. 2020-03-42** authorized a loan of \$100,000 from the Community Development Loan Fund to the Thompson Park Conservancy Inc. for working capital, and

Whereas, the Conservancy recently announced significant lay-offs and reduced operations until further notice as it has a shortage in operating cash to meet expenses, and

Whereas, the current principal balance on its loan is \$74,221.52 with a maturity date of May 1, 2030, and

Whereas, the Authority has been asked by the Conservancy to consider a principal and interest moratorium for six months, and

Whereas, all other terms and conditions of the loan will stay the same.

Now, therefore be it

RESOLVED, the Development Authority of the North Country does hereby approve for the Thompson Park Conservancy Inc. a 6-month principal and interest moratorium on its Community Development Loan Fund loan beginning with the October 1, 2023 payment and ending with the March 1, 2024 payment, with all other terms and conditions remaining the same.

TERM SHEET

Borrower: Thompson Park Conservancy Inc.

Loan Fund: Community Development Loan Fund

Loan Amount: \$100,000.00

Term: 120 months

Rate: 5%

Payment: Monthly principal and interest payments

Collateral: Co-proportional third lien on all machinery and equipment, furniture and fixtures, inventory, accounts receivable, and general intangibles of Thompson Park Conservancy.

Conditions: Watertown Local Development financing of \$40,000

