



MEETING NOTICE

**Thursday, December 19, 2024
Warneck Pump Station
23557 NYS Rt. 37
Watertown, New York**

**James W. Wright Conference Room
& Zoom Videoconference**

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: 829 2166 6758 Passcode: 990582

<https://us02web.zoom.us/j/82921666758?pwd=DWKtR0ed0lJMeiLCNq2CokF3v9ca1K.1>

Board Member Doheny will be participating via Zoom at:
303 Paddock Street, Watertown, NY 13601

Board Member McGrath will be participating via Zoom at:
800 Third Avenue, 12th 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 19, 2024 – 10:30 AM
Warneck Pump Station
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 24, 2024 Board Meeting
5. Chairperson's Report
6. Executive Director's Report
7. Finance –
 - a. Report – Chief Financial Officer
Approving Financials for the month ending October 31, 2024
 - b. Resolution No. 2024-12-82, Public Authorities Reporting Information System (PARIS), Five Year Budget and Financial Plan for FYE 2026, Annual Submission
8. Technical Services Summary Report
9. Materials Management –
 - a. Resolution No. 2024-12-83, Capital Project Budget Amendment, Materials Management Division, Southern Expansion Landfill Gas Phase 1 – 2 Tie In
10. Regional Development –
 - a. Loan Report -
 - b. Resolution No. 2024-12-84, Housing Revolving Loan Fund, Clayton Improvement Association LTD, Loan #2
 - c. Resolution No. 2024-12-85, Housing Revolving Loan Fund, 302 Globe LLC, Subordination

d. Resolution No. 2024-12-86, North Country Value Added Agriculture Revolving Loan Fund, St Lawrence Suds, LLC, Ratify Loan

11. Next Board Meeting– February 13, 2025 (Budget Work Session)

12. Adjourn



MINUTES
BOARD OF DIRECTORS MEETING
Thursday, October 24, 2024 – 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 24, 2024 at 10:30 AM.

Members Present

Voting

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

Non-Voting

Nancy Henry
Steve Hunt
Brian McGrath *

Members Absent

*Attended via videoconferencing.

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
Jacqueline LeClair, Assistant Director of Telecommunications
Laurie Marr, Director of Communications and Public Affairs
Brian Nutting, Director of Water Quality
Regina Rybka-Lagattuta, Director of Human Resources
Shawn Thornton, Director of Materials Management
Angela Marra, Executive Assistant
Tonya Watson, Administrative Associate

Guests:

Jennifer Granzow, Counsel, Wladis Law Firm

1. Chairperson Murray called the meeting to order at 10:31 AM.
2. Chairperson Murray requested a roll call.
 - A quorum of voting and non-voting members was established.
3. Privilege of the Floor -
4. Approval of the Minutes –
 - a. The minutes of the September 26, 2024 Board Meeting be amended as follows to reflect the abstention of Ken Bibbins from Resolution No. 2024-09-72. Mr. Bibbins notified C. Farone and M. Murray on September 20, 2024 of his intent to abstain, however the abstention was not noted for the record during the meeting.

“Upon a motion by A. MacKinnon and seconded by E. Virkler, to ratify Resolution No. 2024-09-72, Regional Tourism Transformational Community Revolving Loan Fund, Wells-Jareo Holdings, LLC, Loan Ratification, was unanimously approved. K. Bibbins abstained.”

Upon a motion by M. Hall and seconded by D. Mastascusa, the minutes from the September 26, 2024 Board Meeting, as amended, were unanimously approved.

5. Chairperson’s Report
 - a. The next meeting will be December 19th at 10:30 AM at the James Wright Conference Room at Warneck.
 - b. A photographer is on-site today and we will be taking a group photo after the meeting. We would also like to request that you have an individual photo taken to update the Authority’s website.
6. Executive Director’s Report –
 - a. Telecom NTIA Project:

C. Farone announced we have received the completed and approved NEPA Environmental Review allowing us to commence construction. This happened one year after the award in part because of the hard work from our Telecom, Engineering, and Regional Development staff.
 - b. MMF School Field Trips:

C. Farone stated that with not holding an open house this year, we are still trying to bring people to the landfill. Tours provide another way to get people in the door and we are focusing on bringing students to the Materials Management Facility. S. Thornton and J. Phelps have done a fantastic job this first year by bringing 360 students on tours through the end of October. This is an organized process where an educational experience is provided to show where the waste goes, the importance of recycling, and to utilize the Murray Center. It is an important part of everyday life and important to do what is right for the environment. Well done to the Materials Management Staff.

c. FEMA Reimbursement:

C. Farone shared that T. Hefferon received a call from an acquaintance at the Department of Homeland Security stating that there was an opportunity for FEMA reimbursement and they noticed the Authority wasn't on the list. C. Farone used this information and contacted the Department of Homeland Security and found that the application needed to be submitted by Wednesday (two days ago). For damage to be considered it needed to have occurred between August 8-10, during Hurricane Debbie. C. Farone contacted C. Tuttle to review possible damage and found that we had flooding that was previously reported to the Board resulting in damaged wet wells and culverts. We were able to compile the proper information and submitted the appropriate documentation to FEMA on Wednesday, October 23rd. There is still work to be done to calculate the actual amount, but there is now potential that we may be reimbursed for some of the damage.

d. Staff Updates –

C. Farone shared the following staff achievements:

Nic Tibbetts, Safety & Environmental Technician (Materials Management) earned his 10-Year Longevity Service Award.

7. Finance –

J. Staples presented the August financials, beginning with the Statement of Net Position which reflects the change from fiscal year 2024 against August year-to-date. The change between assets and total liabilities, deferred outflows and net position is \$1.7 million. There are no significant changes to assets, but Accounts Receivable did increase by \$1 million over FYE 24. Other than the outstanding amount still pending from USAC, there are no significant past due concerns. Under Liabilities, the only one significant change was the Board designated landfill gas reserve, which has been reduced year-to-date by \$1.3 million. We continue to draw this reserve to zero in funding the capital project, which includes adding more gas extraction wells to Phase I of the Landfill, tying in the Southern expansion to the existing collection system, and replacing the flare. Once this reserve is drawn down to zero, the balance of the funding for this project will come out of the replacement reserve. The total for this project will be \$4.1 million.

J. Staples continued by reviewing the Total Operating Revenue, which is running lower than the year-to-date budget by \$2.1 million. Grant revenue is the largest category under budget by \$1.8 million. As of the end of August, Telecom has received \$136,000 in revenue from the NTIA Grant. The year-to-date budget for Telecom Grant Revenue is \$1 million, which includes the NTIA and the NBRC projects, and draws will continue as funds are spent. Also under grant revenue is the Army Waterline \$5 million grant associated with the Army Water Line pipeline replacement project. We will not be recognizing this grant revenue until which time we turn the short-term EFC financing into a long-term loan, which is currently being reviewed as the Water Line replacement project nears completion. Other Income is under budget by \$480,000, all of which is associated with Carbon Credit Revenue. We did receive approval from the Climate Action Reserve (CAR) for the 2021 and 2022 carbon credits, and credits have been placed in the Authority's

account. Our consultant has reached out to a variety of buyers, and a decision has been made on the sale for carbon credits for 2021-2022. Revenue will be recognized once a contract is agreed upon and credits are sold. We are estimating revenue to come in at \$866,000, of which we pay 10% to our consultant/advisor. The net income to MMF will be around \$779,000, and this sale will include the future credits for 2023. Once the verification process is complete for 2023, we will sell those credits to the same company at a slightly higher price.

MMF Tonnage for August year-to-date was projected at 99,477 tons and actual tonnage was 104,809, which is slightly over budget by 5%.

Overall Operating Expenses are under budget by \$256,000, mainly associated with operating and maintenance expenses and professional fees. Under Operating and Maintenance Expenses, MMF is under budget by \$106,000, mainly associated with fuel expense. The fuel budget assumed two working phases would be operating at the same time; however, the landfill is only running one phase at a time reducing the fuel needed for equipment. Professional fees under MMF are under budget by \$136,000 with \$125,000 being associated with the carbon credit expense. No additional carbon credit expenses have been paid out as of the end of August, but we will start to see expenses over the next several months as we pay the Climate Action Reserve to release the credits for sale and we start the verification process for the 2023 carbon credits.

Under Non-Operating Revenue and Expense, Total Non-Operating Revenue and Expense is a net over budget by a positive \$1.3 million, Total Interest Income is over budget by \$1.1 million, Actual Interest Income year-to-date is \$1.3 million and Market Adjustment is a positive \$801,000. Market Adjustments are not a realized gain or loss. Gain on Sale of fixed assets of \$85,000 is mainly related to eight fleet vehicles that were auctioned off in April, and we did send more fleet items to be auctioned off in October. Gain on Trade of Fixed Assets was \$480,000, related to the MMF compactor and the MMF tanker trailer that have been traded in for new equipment.

To summarize, the Change in Net Position shows a gain of \$525,000 versus a year-to-date budget gain of \$1 million, with the discrepancy mainly related to budgeted grant revenue which is still expected to be received in FY 25.

Upon a motion by E. Virkler, and seconded by A. MacKinnon, financials ending August 31, 2024, were unanimously approved.

8. Technical Services Summary Report –

a. Non-Lewis County Contracts –

- I. Town of Waddington, TSA, Leishman Point Campground Development, Total Agreement Amount of \$6,000.00, 11/01/24 – 6/30/24, St. Lawrence County
- II. St. Lawrence County, TSA, NBRC Grant Admin (AP-NBRC-056) Tooley Pond Road Bridge, Total Agreement Amount of \$15,000.00, 11/01/24 – 12/31/25, St. Lawrence County

- III. Town of Alexandria, GIS, GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services), Total Agreement Amount of \$4,600.00, 01/01/25 – 12/31/29, Jefferson County
- IV. Town of Canton, GIS, GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services), Total Agreement Amount \$4,600.00, 01/01/25 – 12/31/29, St. Lawrence County
- V. Town of Massena, GIS, GIS Web-Based Hosting Services Agreement (renewed 5 year contract for services), Total Agreement Amount \$4,600.00, 01/01/25 – 12/31/29, St. Lawrence County
- VI. Town of Louisville, Operations and Maintenance Service Agreement for Water Treatment Plant, Total Agreement Amount \$498,660.00, 01/01/2025 – 12/31/2029, St. Lawrence County
- VII. Village of Antwerp, TSA, Closed Circuit Televised Inspections, Total Agreement Amount \$5,000.00, 10/25/2024 – 12/31/2024, Jefferson County

Upon a motion by M. Hall, and seconded by D. Mastascusa, Board Contract Summary Table items numbered I through VII for the month of October were unanimously approved.

b. Lewis County Contracts -

- VIII. Lewis County, TSA, Lewis County Planning and Community Development Amendment No. 1, Total Agreement Amount of \$20,000.00, 11/01/24 – 12/31/25, Lewis County

Upon a motion by D. Mastascusa, and seconded by M. Hall, Board Contract Summary Table item numbered VIII for the month of October were approved. E. Virkler abstained from this vote.

9. Engineering –

- a. Resolution No. 2024-10-73, approves Amendment No. 1 to the Technical Services Agreement for Water and Wastewater Infrastructure Improvements, by and between the Authority and Paul Smith’s College of Arts and Sciences. Furthermore, the Executive Director is authorized and directed to execute said Agreement.

Upon a motion by E. Virkler and seconded by A. MacKinnon, Resolution No. 2024-10-73, Technical Services Amendment No. 1, Paul Smith’s College of Arts & Sciences, Water & Wastewater Infrastructure Improvements, was unanimously approved.

- b. Resolution No. 2024-10-74, approves Amendment No. 1 to the Technical Services Agreement for Water System Improvements Project, by and between the Authority and the Village of Malone. Furthermore, the Executive Director is authorized and directed to execute said Agreement.

Upon a motion by D. Mastascusa and seconded by M. Hall, Resolution No. 2024-10-74, Technical Services Amendment No. 1, Village of Malone, Water System Improvements Project, was unanimously approved.

10. Materials Management –

- a. Resolution No. 2024-10-75, approves the Solid Waste Operating Permit Rules and Requirements Policy as attached and incorporated within the resolution. Furthermore, the Executive Director is hereby authorized to implement said rules, applications, permits and fees as documented in the Solid Waste Operating Permit Rules and Requirements Policy.

C. Tuttle stated that this is usually reviewed in the spring at the Annual Meeting, but there was need to look at it sooner in light of some issues that had been identified through increased compliance inspections.

In reviewing the updates specifically pertaining to recycling, A. MacKinnon asked about a box containing a pie where the chocolate got on the inside of the box, is this garbage or recyclable. C. Tuttle responded that any cardboard that is contaminated with food waste should be thrown out. C. Tuttle continued by stating this is where the education piece becomes important because a contaminated piece can affect a whole load of materials. S. Thornton also shared that rinsing out an item, such as a yogurt container, helps with recycling as opposed to throwing it away. C. Tuttle further commented that in California the pie box would have been compost because it had food on it, and things are heading in this direction because there is legislation in New York to begin looking into changing these requirements.

Upon a motion by E. Virkler and seconded by D. Mastascusa, Resolution No. 2024-10-75, Solid Waste Operating Permit Rules & Requirements Policy, Materials Management Facility, Revision, was unanimously approved.

11. Water Quality –

- a. Resolution No. 2024-10-76, authorizes and directs the Executive Director to enter into Amendment No. 2 to the Water Service Agreement with the Town of Champion.

Upon a motion by D. Mastascusa and seconded by M. Hall, Resolution No. 2024-10-76, Amendment No. 2, Water Service Agreement, Town of Champion, was unanimously approved.

12. Regional Development –

- a. Loan Report –

M. Capone reported that Golden Technology Management is two months in arrears. She stated that they typically run in the arrears and she will be contacting them to work on getting their payments caught up.

Everything else looks good and people are paying as agreed.

- b. Resolution No. 2024-10-77, extends the term of the Jefferson County Historical Society loan for an additional 6 months subject to the Term Sheet attached to this Resolution.

Upon a motion by E. Virkler and seconded by D. Mastascusa, Resolution No. 2024-10-77, Economic Development Fund, Jefferson County Historical Society Loan Extension, was approved. M. Doheny recused herself from this vote.

- c. Resolution No. 2024-10-78, authorizes the Executive Director to enter into a Technical Services Agreement with the Town of Tupper Lake to complete a housing grant application to NYS Affordable Housing Corporation in an amount not to exceed \$3,500. Furthermore, if the application is funded, this Resolution authorizes the Executive Director to enter into a Technical Services Agreement with the Town of Tupper Lake to provide grant administration and program delivery in an amount not to exceed \$40,000.

Upon a motion by M. Hall and seconded by D. Mastascusa, Resolution No. 2024-10-78, Technical Services Agreement, Town of Tupper Lake, was unanimously approved.

13. Executive Session – for the purpose of:

- a. Discussion regarding the employment history of a particular person or matters leading to the appointment or employment of a particular person.
- b. Discussion regarding proposed, pending or current litigation.

Upon a motion by M. Hall and seconded by D. Mastascusa, the Board moved into Executive Session at 11:06 AM.

B. McGrath left the meeting at 11:15 AM.

Upon a motion by D. Mastascusa and seconded by M. Hall, the Board moved out of Executive Session at 11:24 AM.

Chairperson Murray reported no action was taken.

14. Additional Resolutions –

- a. Resolution No. 2024-10-79, approves the Operation, Maintenance, and Management Services Agreement by and between the Authority and the Village of Malone, and authorizes and directs the Executive Director to negotiate an agreeable start date to commence such services and to execute said agreement. Furthermore, the Executive Director is authorized to negotiate and execute a Memorandum of Understanding, by and between the Authority and the Village of Malone to document the agreed upon terms and conditions by which the Village's existing employee(s) will transfer to the Authority's employment.

Upon a motion by A. MacKinnon and seconded by E. Virkler, Resolution No. 2024-10-79, Operation, Maintenance & Management Services Agreement, Village of Malone, Water and Wastewater Facilities, was unanimously approved.

- b. Resolution No. 2024-10-80, amends the Fiscal Year 2025 Water Quality Contracts Budget as shown within the resolution upon the execution of the Service Agreement and Memorandum of Understanding with the Village of Malone pursuant to Resolution No. 2024-10-79. Furthermore, this resolution also amends FY 2025 Army Sewer Line Budget as shown within the resolution upon the execution of the Service Agreement and Memorandum of Understanding with the Village of Malone pursuant to Resolution No. 2024-10-79

Upon a motion by M. Hall and seconded by D. Mastascusa, Resolution No. 2024-10-80, Fiscal Year 2025 Operating Budget Amendment, Water Quality Division, was unanimously approved.

- c. Resolution No. 2024-10-81, amends the Administrative Capital Budget for Fleet Vehicles to increase the budget from \$320,032 to \$510,032 upon execution of the Service Agreement and Memorandum of Understanding with the Village of Malone pursuant to Resolution No. 2024-10-79.

Upon a motion by E. Virkler and seconded by M. Hall, Resolution No. 2024-10-81, Capital Project Budget Amendment, Administrative Division, Vehicle Replacement, was unanimously approved.

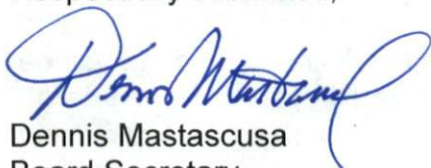
15. The next Board Meeting will take place on December 19, 2024.

M. Hall commented that while surfing the Authority website the other day he noticed a new very impressive video. C. Farone replied that he will be sending it to every Board member, and further explained that L. Marr had the video created for the upcoming Authority anniversary.

16. Adjourn -

Upon a motion by A. MacKinnon and seconded by M. Hall, the meeting was adjourned at 11:30 AM.

Respectfully submitted,


Dennis Mastascusa
Board Secretary

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Thursday, October 31, 2024

	<u>YTD ACTUAL</u>	<u>3/31/2024 Total</u>
STATEMENT OF NET POSITION		
ASSETS		
Cash and Cash Equivalents	\$6,206,409.06	\$6,067,488.46
Accounts Receivable	4,465,684.98	3,208,620.84
Unbilled Revenue	450,896.95	612,707.45
Interest Receivable	249,613.19	213,335.41
Loans Receivable, net	34,768,700.05	32,746,122.74
Inventory	18,462.41	18,462.41
Prepaid Expense	296,201.59	637,294.13
Investments	13,278,890.72	14,755,025.39
Funds Held In Trust	691,302.15	885,207.58
OPEB Reserve Fund	5,928,606.46	5,854,813.97
Restricted Assets	86,230,889.09	86,624,366.83
Leased Property	14,962.50	20,781.25
Operating Lease ROU/SUB Assets, Net	268,108.64	268,108.64
Capital Assets, net	90,339,388.07	88,912,234.71
Total Assets	243,208,115.86	240,824,569.81
DEFERRED OUTFLOWS OF RESOURCES		
Pension	3,494,419.00	3,494,419.00
OPEB	198,029.00	198,029.00
Total Deferred Outflows of Resources	3,692,448.00	3,692,448.00
TOTAL ASSETS PLUS DEFERRED OUTFLOWS	246,900,563.86	244,517,017.81
LIABILITIES		
Accounts Payable	494,290.86	1,947,330.20
Grants & Passthroughs Payable	767,481.65	751,086.61
Community Benefits Payable	90,448.74	188,092.68
Interest Payable	349,161.48	264,774.78
Accrued Expenses	1,081,799.25	660,758.00
OPEB Liability	5,018,533.25	4,728,237.44
Net Pension Liability	4,365,120.00	4,365,120.00
Unearned Income	7,714,550.15	7,923,346.34
Lease Obligation	14,962.50	20,781.25
Current Portion of Oper Lease/SUB Liability	264,295.94	264,295.94
Funds Held for Others	11,087,083.08	11,087,083.08
Due to US ARMY	749,985.00	749,985.00
Landfill Closure & Post Closure	19,046,314.39	17,926,450.67
Long-term Liabilities	36,565,356.75	34,358,061.77
Total Liabilities	87,609,383.04	85,235,403.76
DEFERRED INFLOWS OF RESOURCES		
Pension	269,550.00	269,550.00
OPEB	2,035,355.00	2,035,355.00
Total Deferred Inflows of Resources	2,304,905.00	2,304,905.00
TOTAL LIABILITIES PLUS DEFERRED INFLOWS	89,914,288.04	87,540,308.76
NET POSITION		
Invested In Capital Assets, Net	55,138,031.53	55,918,173.15
Restricted for:		
Community Rental Housing Program	13,270,219.72	13,369,120.20
Community Development Loan Fund	10,241,499.81	10,175,162.63
Affordable Housing Program	22,988,494.29	22,661,333.44
Army Water & Sewer	1,800,000.00	1,800,000.00
Regional Waterline	377,189.88	377,189.88
Reserve For Liner	17,501,096.56	15,705,312.70
Reserve for Replacement	4,642,845.40	4,639,425.31
Reserve For Wetland Mitigation	328,398.45	325,942.58
OATN Reserve	4,724,297.49	4,506,052.82
Landfill Closure & Post Closure Prefunding	8,076,293.32	8,186,837.52
Total Restricted	83,950,334.92	81,746,377.08
Board Designated for:		
Infrastructure Development	223,107.42	223,107.42
Capital Reserve	217,337.27	691,330.77
Tip Fee Stabilization	3,191,677.67	3,103,795.56
Landfill Gas Reserve	96,427.69	1,359,889.06
Economic Development Fund	5,458,982.78	5,352,962.22
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	16,187,532.83	17,731,085.03
Undesignated	1,710,376.54	1,581,073.79
Total Net Position	156,986,275.82	156,976,709.05
Total Liabilities, Deferred Outflows & Net Position	246,900,563.86	244,517,017.81

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Thursday, October 31, 2024

	<u>YTD ACTUAL</u>	<u>3/31/2024 Total</u>
<u>CHANGE IN NET POSITION</u>		
OPERATING REVENUE:		
Customer Billings	17,181,928.86	24,398,383.84
Grant Revenue	276,549.11	1,854,058.75
Loan Interest Income	259,361.42	458,660.22
Other Income	490,955.09	712,173.80
Total Operating Revenue	18,208,794.48	27,423,276.61
OPERATING EXPENSES		
Depreciation & Amortization	6,532,440.29	10,447,867.31
Salaries	4,467,720.38	7,213,316.03
Fringe Benefits	2,156,833.36	3,571,237.32
Operation & Maintenance	1,934,354.32	3,276,603.46
Waste Diversion	126,040.88	549,369.72
Wastewater Treatment	1,121,922.09	1,779,448.24
Closure & Post Closure Costs	1,122,013.72	1,266,768.14
Community Benefits	800,973.55	1,040,863.40
Water Purchases	539,696.89	738,869.25
Office & Administration	340,700.92	396,178.38
Insurance	373,216.76	599,899.54
Utilities	71,955.68	179,229.38
Bad Debt Expense	28,738.96	(27,825.86)
Materials & Supplies	151,602.00	318,454.42
Professional Fees	169,324.56	204,582.51
Repairs & Maintenance	132,143.84	159,289.24
Automobile	298,448.50	418,993.64
Computer Expenses	231,712.33	310,815.17
Grants	7,155.00	0.00
NYS Administrative Assessment	0.00	122,000.00
Total Operating Expenses	20,606,994.03	32,565,959.29
Total Operating Income	(2,398,199.55)	(5,142,682.68)
NON-OPERATING REVENUE (EXPENSE)		
Interest Income	2,574,978.39	2,982,456.90
Gain on Sale of Fixed Assets	39,238.07	263,649.85
Gain on Trade-In of Fixed Assets	480,250.41	83,000.00
Interest Expense	(686,700.55)	(859,958.02)
Debt Issuance Costs	0.00	(93,280.00)
Total Non-Operating Expense, Net	2,407,766.32	2,375,868.73
CHANGE IN NET ASSETS	9,566.77	(2,766,813.95)

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Thursday, October 31, 2024

	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	\$6,206,409.06									\$6,206,409.06
Accounts Receivable	(1,510.30)	1,410,501.10	1,794,158.80	525,222.16	246,419.16	81,191.66	187,397.12	128,953.50	93,351.78	4,465,684.98
Unbilled Revenue				55,890.53	16,809.79	37,020.12	171,073.98	66,193.25	103,909.28	450,896.95
Interest Receivable	14,653.64	49,500.93	92,599.52						92,859.10	249,613.19
Loans Receivable, net									34,768,700.05	34,768,700.05
Inventory		18,462.41								18,462.41
Prepaid Expense	255,499.11		40,702.48							296,201.59
Investments	2,729,409.23	3,644,711.87	2,091,095.05						4,813,674.57	13,278,890.72
Funds Held In Trust		691,302.15								691,302.15
OPEB Reserve Fund	5,928,606.46									5,928,606.46
Restricted Assets		46,264,596.62	9,376,920.91	1,853,707.48	1,011,113.17	411,569.78			27,312,981.13	86,230,889.09
Leased Property									14,962.50	14,962.50
Operating Lease ROU/SUB Assets, Net	268,108.64									268,108.64
Capital Assets, net	1,236,924.83	40,985,445.30	22,231,126.46	8,855,074.56	14,450,982.62	2,579,834.30				90,339,388.07
Total Assets	16,638,100.67	93,064,520.38	35,626,603.22	11,289,894.73	15,725,324.74	3,109,615.86	358,471.10	195,146.75	67,200,438.41	243,208,115.86
DEFERRED OUTFLOWS OF RESOURCES										
Pension	3,494,419.00									3,494,419.00
OPEB	198,029.00									198,029.00
Total Deferred Outflows of Resources	3,692,448.00									3,692,448.00
TOTAL ASSETS PLUS DEFERRED...	20,330,548.67	93,064,520.38	35,626,603.22	11,289,894.73	15,725,324.74	3,109,615.86	358,471.10	195,146.75	67,200,438.41	246,900,563.86
LIABILITIES										
Accounts Payable	58.40	50,191.00	138,557.46	176,342.40	78,864.84	49,941.71	211.05	124.00		494,290.86
Grants & Passthroughs Payable		162.16	959,446.10						(192,126.61)	767,481.65
Community Benefits Payable		90,448.74								90,448.74
Interest Payable		152,925.96			196,235.52					349,161.48
Accrued Expenses	733,914.67	106,354.83	127,673.45	14,006.02	16,012.79	852.54	47,511.23	35,473.72		1,081,799.25
OPEB Liability	5,018,533.25									5,018,533.25
Net Pension Liability	4,365,120.00									4,365,120.00
Unearned Income			7,412,550.15						302,000.00	7,714,550.15
Lease Obligation									14,962.50	14,962.50
Current Portion of Oper Lease/SUB Lia...	264,295.94									264,295.94
Funds Held for Others				749,985.00					11,087,083.08	11,087,083.08
Due to US ARMY										749,985.00
Landfill Closure & Post Closure		19,046,314.39								19,046,314.39
Long-term Liabilities	764,000.00	16,674,506.84		5,856,770.20	11,296,782.28	1,373,297.43			600,000.00	36,565,356.75
Internal: Due To/Due From	827,858.30	(552,221.86)	1,071,985.88	(1,671,781.11)	(229,684.98)	(174,970.46)	244,424.12	129,040.92		355,349.19
Total Liabilities	11,973,780.56	35,568,682.06	9,710,213.04	5,125,322.51	11,358,210.45	1,249,121.22	292,146.40	164,638.64	12,167,268.16	87,609,383.04
DEFERRED INFLOWS OF RESOURCES										
Pension	269,550.00									269,550.00
OPEB	2,035,355.00									2,035,355.00
Total Deferred Inflows of Resources	2,304,905.00									2,304,905.00
TOTAL LIABILITIES PLUS DEFERR...	14,278,685.56	35,568,682.06	9,710,213.04	5,125,322.51	11,358,210.45	1,249,121.22	292,146.40	164,638.64	12,167,268.16	89,914,288.04
NET POSITION										
Invested in Capital Assets, Net	1,236,924.83	24,310,938.67	22,231,126.46	2,998,304.36	3,154,200.34	1,206,536.87				55,138,031.53
Restricted for:										
Community Rental Housing Program									13,270,219.72	13,270,219.72
Community Development Loan Fund									10,241,499.81	10,241,499.81
Affordable Housing Program									22,988,494.29	22,988,494.29
Army Water & Sewer				900,000.00	900,000.00					1,800,000.00
Regional Waterline						377,189.88				377,189.88
Reserve For Liner		17,501,096.56								17,501,096.56
Reserve for Replacement		4,642,845.40								4,642,845.40
Reserve For Wetland Mitigation		328,398.45								328,398.45
OATN Reserve			4,724,297.49							4,724,297.49
Landfill Closure & Post Closure Prefund...		8,076,293.32								8,076,293.32
Total Restricted		30,548,633.73	4,724,297.49	900,000.00	900,000.00	377,189.88			46,500,213.82	83,950,334.92
Board Designated for:										
Infrastructure Development				223,107.42						223,107.42
Capital Reserve				217,337.27						217,337.27
Tip Fee Stabilization		3,191,677.67								3,191,677.67
Landfill Gas Reserve		96,427.69								96,427.69
Economic Development Fund									5,458,982.78	5,458,982.78
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	3,288,105.36		440,444.69					8,458,982.78	16,187,532.83
Undesignated	814,938.28	(651,839.44)	(1,039,033.77)	1,825,823.17	312,913.95	276,767.89	66,324.70	30,508.11	73,973.65	1,710,376.54
Total Net Position	6,051,863.11	57,495,838.32	25,916,390.18	6,164,572.22	4,367,114.29	1,860,494.64	66,324.70	30,508.11	55,033,170.25	156,986,275.82
Total Liabilities, Deferred Outflows...	20,330,548.67	93,064,520.38	35,626,603.22	11,289,894.73	15,725,324.74	3,109,615.86	358,471.10	195,146.75	67,200,438.41	246,900,563.86

DEVELOPMENT AUTHORITY OF THE NORTH COUNTRY
For the Seven Months Ending Thursday, October 31, 2024

	ADMIN	MATERIALS MGMT	TELECOM	ARMY SEWER	ARMY WATER	REGIONAL WATER	WQ CONTRACTS	ENGINEERING	REGIONAL DEVELOPMENT	TOTAL
CHANGE IN NET POSITION										
OPERATING REVENUE:										
Customer Billings		7,205,347.43	3,902,643.29	2,179,173.31	1,950,314.98	244,213.55	1,158,736.35	407,790.18	133,709.77	17,181,928.86
Grant Revenue			247,412.97						29,136.14	276,549.11
Loan Interest Income									259,361.42	259,361.42
Other Income	165,200.07	277,011.22	4,267.60	2,105.81			1,852.80		40,517.59	490,955.09
Total Operating Revenue	165,200.07	7,482,358.65	4,154,323.86	2,181,279.12	1,950,314.98	244,213.55	1,160,589.15	407,790.18	462,724.92	18,208,794.48
OPERATING EXPENSES										
Depreciation & Amortization	158,890.65	3,252,617.33	2,403,022.59	210,604.65	409,759.57	97,545.50				6,532,440.29
Salaries	807,859.94	1,004,595.95	957,313.12	311,832.76	242,195.56	25,159.51	736,431.13	211,190.43	171,141.98	4,467,720.38
Fringe Benefits	419,573.46	523,106.84	378,482.87	142,948.67	115,252.21	11,905.27	397,496.76	86,153.75	81,913.53	2,156,833.36
Operation & Maintenance	4,335.70	519,563.93	1,289,560.76	47,048.29	5,020.69	5,612.10	11,060.12	31,188.76	20,963.97	1,934,354.32
Waste Diversion		126,040.88								126,040.88
Wastewater Treatment		313,763.81		808,158.28						1,121,922.09
Closure & Post Closure Costs		1,122,013.72								1,122,013.72
Community Benefits		593,447.79							207,525.76	800,973.55
Water Purchases				251.22	460,055.32	79,390.35				539,696.89
Office & Administration	160,145.95	61,923.52	17,906.84	66,596.05	4,149.52	69.68	4,646.80	16,661.44	8,601.12	340,700.92
Insurance	12,600.00	149,041.69	112,816.69	34,766.69	22,575.00	4,025.00	27,066.69	10,325.00		373,216.76
Utilities		20,980.93	2,480.44	28,394.62	8,895.26	11,204.43				71,955.68
Bad Debt Expense			6,892.21							28,738.96
Materials & Supplies		151,602.00							21,846.75	151,602.00
Professional Fees	78,260.14	53,084.86	22,872.26	345.88	186.25				14,575.17	169,324.56
Repairs & Maintenance		1,950.08		74,029.65	36,354.38	19,809.73				132,143.84
Automobile	757.90	19,186.93	55,044.54	209,880.33				13,578.80		298,448.50
Computer Expenses	159,985.35	7,532.01	5,811.06	20,784.16				37,599.75		231,712.33
Grants									7,155.00	7,155.00
Admin Allocation	(1,538,363.58)	625,190.95	382,283.36	221,678.20	139,683.41	10,614.70	25,383.00	31,997.99	101,531.97	
Engineering Allocation		28,287.80	12,841.59	7,477.85	6,577.00	716.39	2,480.99	(58,468.41)	86.79	
Water Quality Allocation				(156,999.90)	30,225.84	3,282.24	123,491.82			
Total Operating Expenses	264,045.51	8,573,931.02	5,647,328.33	2,027,797.40	1,480,930.01	269,334.90	1,328,057.31	380,227.51	635,342.04	20,606,994.03
Total Operating Income	(98,845.44)	(1,091,572.37)	(1,493,004.47)	153,481.72	469,384.97	(25,121.35)	(167,468.16)	27,562.67	(172,617.12)	(2,398,199.55)
NON-OPERATING REVENUE (EX...										
Interest Income	212,328.35	1,278,761.25	282,189.48	37,426.44	20,414.41	12,592.37			731,266.09	2,574,978.39
Gain on Sale of Fixed Assets	80,200.00		(29,664.16)	(11,297.77)						39,238.07
Gain on Trade-In of Fixed Assets		480,250.41								480,250.41
Interest Expense		(305,509.54)		(167,009.79)	(208,660.36)	(5,520.86)				(686,700.55)
Total Non-Operating Expense, Net	292,528.35	1,453,502.12	252,525.32	(140,881.12)	(188,245.95)	7,071.51			731,266.09	2,407,766.32
CHANGE IN NET ASSETS	193,682.91	361,929.75	(1,240,479.15)	12,600.60	281,139.02	(18,049.84)	(167,468.16)	27,562.67	558,648.97	9,566.77

**Summary of All Units
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$29,416,844.00	\$16,970,663.00	\$17,181,928.86	\$211,265.86
	Grant Revenue	8,419,587.00	2,630,105.00	276,549.11	(2,353,555.89)
	Loan Interest Income	701,839.00	409,409.00	259,361.42	(150,047.58)
	Other Income	1,988,284.00	1,159,834.69	490,955.09	(668,879.60)
	Total Operating Revenue	40,526,554.00	21,170,011.69	18,208,794.48	(2,961,217.21)
OPERATING EXPENSES					
	Depreciation & Amortization	12,358,046.00	6,487,493.00	6,532,440.29	44,947.29
	Amortization, Lease ROU	120,000.00	0.00	0.00	0.00
	Salaries	8,031,852.00	4,601,615.31	4,467,720.38	(133,894.93)
	Fringe Benefits	3,690,547.00	2,103,378.00	2,156,833.36	53,455.36
	Operation & Maintenance	3,683,623.31	2,149,521.97	1,938,538.78	(210,983.19)
	Waste Diversion	207,750.00	121,191.00	126,040.88	4,849.88
	Wastewater Treatment	2,019,087.00	1,177,799.00	1,117,737.63	(60,061.37)
	Closure & Post Closure Costs	1,757,503.00	1,025,213.00	1,122,013.72	96,800.72
	Water Purchases	903,702.00	527,163.00	539,696.89	12,533.89
	Community Benefits	1,189,089.00	780,105.00	800,973.55	20,868.55
	Office & Administration	618,832.19	408,513.50	340,700.92	(67,812.58)
	Insurance	639,800.00	373,226.00	373,216.76	(9.24)
	Utilities	213,400.00	124,481.00	71,955.68	(52,525.32)
	Bad Debt Expense	0.00	0.00	28,738.96	28,738.96
	Materials & Supplies	333,500.00	194,537.00	151,602.00	(42,935.00)
	Professional Fees	780,454.00	392,171.38	169,324.56	(222,846.82)
	Repairs & Maintenance	209,554.00	122,244.57	132,143.84	9,899.27
	Automobile	559,143.00	313,438.00	298,448.50	(14,989.50)
	Computer Expenses	471,366.50	267,513.53	231,712.33	(35,801.20)
	Grants	243,750.00	129,169.00	7,155.00	(122,014.00)
	NYS Administrative Assessment	125,051.00	0.00	0.00	0.00
	Contingency	40,730.00	23,756.74	0.00	(23,756.74)
	Total Operating Expenses	38,196,780.00	21,322,530.00	20,606,994.03	(715,535.97)
	Total Operating Income	2,329,774.00	(152,518.31)	(2,398,199.55)	(2,245,681.24)
NON-OPERATING REVENUE...					
	Interest Income	2,376,901.00	1,386,539.00	2,574,978.39	1,188,439.39
	Gain on Sale of Fixed Assets	149,000.00	86,919.00	39,238.07	(47,680.93)
	Gain on Trade-In of Fixed Ass...	860,000.00	501,669.00	480,250.41	(21,418.59)
	Interest Expense	(1,300,862.00)	(758,842.00)	(686,700.55)	72,141.45
	Debt Issuance Costs	(100,000.00)	(58,338.00)	0.00	58,338.00
	Total Non-Operating Expe...	1,985,039.00	1,157,947.00	2,407,766.32	1,249,819.32
	CHANGE IN NET POSITION	4,314,813.00	1,005,428.69	9,566.77	(995,861.92)

**Summary of All Units
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024**

<u>GL</u>	<u>Account Description</u>	<u>Annual Budget</u>	<u>YTD Budget</u>	<u>Actual YTD</u>	<u>YTD Variance Over (Under)</u>
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Administration
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Other Income	\$283,200.00	\$165,200.00	\$165,200.07	\$0.07
	Total Operating Revenue	283,200.00	165,200.00	165,200.07	0.07
OPERATING EXPENSES					
	Depreciation & Amortization	307,400.00	179,319.00	158,890.65	(20,428.35)
	Amortization, Lease ROU	120,000.00	0.00	0.00	0.00
	Salaries	1,440,305.00	840,175.00	807,859.94	(32,315.06)
	Fringe Benefits	712,044.00	415,366.00	419,573.46	4,207.46
	Operation & Maintenance	7,443.00	4,347.00	4,335.70	(11.30)
	Office & Administration	168,251.00	178,126.81	160,145.95	(17,980.86)
	Insurance	21,600.00	12,600.00	12,600.00	0.00
	Professional Fees	118,565.00	69,160.00	78,260.14	9,100.14
	Automobile	1,026.00	602.00	757.90	155.90
	Computer Expenses	304,516.00	177,639.00	159,985.35	(17,653.65)
	Admin Allocation	(2,534,259.00)	(1,469,198.00)	(1,538,363.58)	(69,165.58)
	Contingency	14,750.00	8,604.12	0.00	(8,604.12)
	Total Operating Expenses	681,641.00	416,740.93	264,045.51	(152,695.42)
	Total Operating Income	(398,441.00)	(251,540.93)	(98,845.44)	152,695.49
NON-OPERATING REVENUE...					
	Interest Income	301,595.00	175,931.00	212,328.35	36,397.35
	Gain on Sale of Fixed Assets	104,000.00	60,669.00	80,200.00	19,531.00
	Total Non-Operating Expe...	405,595.00	236,600.00	292,528.35	55,928.35
	CHANGE IN NET POSITION	7,154.00	(14,940.93)	193,682.91	208,623.84

Materials Management
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$12,282,557.00	\$7,060,382.00	\$7,205,347.43	\$144,965.43
	Grant Revenue	150,351.00	87,703.00	0.00	(87,703.00)
	Other Income	1,662,049.00	969,525.69	277,011.22	(692,514.47)
	Total Operating Revenue	14,094,957.00	8,117,610.69	7,482,358.65	(635,252.04)
OPERATING EXPENSES					
	Depreciation & Amortization	6,121,400.00	3,251,174.00	3,252,617.33	1,443.33
	Salaries	1,805,214.00	1,053,045.00	1,004,595.95	(48,449.05)
	Fringe Benefits	881,776.00	514,374.00	523,106.84	8,732.84
	Operation & Maintenance	1,178,553.00	687,501.57	523,748.39	(163,753.18)
	Waste Diversion	207,750.00	121,191.00	126,040.88	4,849.88
	Wastewater Treatment	600,000.00	350,000.00	309,579.35	(40,420.65)
	Closure & Post Closure Costs	1,757,503.00	1,025,213.00	1,122,013.72	96,800.72
	Community Benefits	981,563.00	572,579.00	593,447.79	20,868.79
	Office & Administration	98,711.00	57,590.12	61,923.52	4,333.40
	Insurance	255,500.00	149,044.00	149,041.69	(2.31)
	Utilities	90,000.00	52,500.00	20,980.93	(31,519.07)
	Materials & Supplies	333,500.00	194,537.00	151,602.00	(42,935.00)
	Professional Fees	354,102.00	206,563.00	53,084.86	(153,478.14)
	Repairs & Maintenance	13,600.00	7,931.00	1,950.08	(5,980.92)
	Automobile	32,800.00	19,135.69	19,186.93	51.24
	Computer Expenses	27,195.00	15,869.00	7,532.01	(8,336.99)
	Admin Allocation	1,029,777.00	600,705.00	625,190.95	24,485.95
	Engineering Allocation	50,624.00	29,533.00	28,287.80	(1,245.20)
	NYS Administrative Assessment	54,216.00	0.00	0.00	0.00
	Contingency	980.00	571.62	0.00	(571.62)
	Total Operating Expenses	15,874,764.00	8,909,057.00	8,573,931.02	(335,125.98)
	Total Operating Income	(1,779,807.00)	(791,446.31)	(1,091,572.37)	(300,126.06)
NON-OPERATING REVENUE...					
	Interest Income	1,138,309.00	664,020.00	1,278,761.25	614,741.25
	Gain on Sale of Fixed Assets	45,000.00	26,250.00	0.00	(26,250.00)
	Gain on Trade-In of Fixed Ass...	860,000.00	501,669.00	480,250.41	(21,418.59)
	Interest Expense	(582,200.00)	(339,619.00)	(305,509.54)	34,109.46
	Total Non-Operating Expe...	1,461,109.00	852,320.00	1,453,502.12	601,182.12
	CHANGE IN NET POSITION	(318,698.00)	60,873.69	361,929.75	301,056.06

Telecommunications
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$6,533,703.00	\$3,811,325.00	\$3,902,643.29	\$91,318.29
	Grant Revenue	2,450,000.00	1,429,169.00	247,412.97	(1,181,756.03)
	Other Income	12,000.00	7,000.00	4,267.60	(2,732.40)
	Total Operating Revenue	8,995,703.00	5,247,494.00	4,154,323.86	(1,093,170.14)
OPERATING EXPENSES					
	Depreciation & Amortization	4,393,100.00	2,248,497.00	2,403,022.59	154,525.59
	Salaries	1,698,786.00	990,962.00	957,313.12	(33,648.88)
	Fringe Benefits	612,163.00	357,105.00	378,482.87	21,377.87
	Operation & Maintenance	2,107,091.00	1,229,141.69	1,289,560.76	60,419.07
	Office & Administration	77,239.00	45,052.00	17,906.84	(27,145.16)
	Insurance	193,400.00	112,819.00	112,816.69	(2.31)
	Utilities	5,500.00	3,206.00	2,480.44	(725.56)
	Bad Debt Expense	0.00	0.00	6,892.21	6,892.21
	Professional Fees	40,383.00	23,562.00	22,872.26	(689.74)
	Automobile	90,260.00	52,656.31	55,044.54	2,388.23
	Computer Expenses	40,765.00	23,779.00	5,811.06	(17,967.94)
	Admin Allocation	629,714.00	367,332.00	382,283.36	14,951.36
	Engineering Allocation	18,555.00	10,822.00	12,841.59	2,019.59
	NYS Administrative Assessment	29,991.00	0.00	0.00	0.00
	Contingency	25,000.00	14,581.00	0.00	(14,581.00)
	Total Operating Expenses	9,961,947.00	5,479,515.00	5,647,328.33	167,813.33
	Total Operating Income	(966,244.00)	(232,021.00)	(1,493,004.47)	(1,260,983.47)
NON-OPERATING REVENUE...					
	Interest Income	269,397.00	157,150.00	282,189.48	125,039.48
	Gain on Sale of Fixed Assets	0.00	0.00	(29,664.16)	(29,664.16)
	Total Non-Operating Expe...	269,397.00	157,150.00	252,525.32	95,375.32
	CHANGE IN NET POSITION	(696,847.00)	(74,871.00)	(1,240,479.15)	(1,165,608.15)

Water Quality
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$9,702,589.00	\$5,575,125.00	\$5,532,438.19	(\$42,686.81)
	Grant Revenue	5,000,000.00	833,334.00	0.00	(833,334.00)
	Other Income	3,610.00	2,107.00	3,958.61	1,851.61
	Total Operating Revenue	14,706,199.00	6,410,566.00	5,536,396.80	(874,169.20)
OPERATING EXPENSES					
	Depreciation & Amortization	1,532,396.00	807,431.00	717,909.72	(89,521.28)
	Salaries	2,314,182.00	1,311,054.31	1,315,618.96	4,564.65
	Fringe Benefits	1,153,885.00	645,200.00	667,602.91	22,402.91
	Operation & Maintenance	236,386.31	138,609.71	68,741.20	(69,868.51)
	Wastewater Treatment	1,419,087.00	827,799.00	808,158.28	(19,640.72)
	Water Purchases	903,702.00	527,163.00	539,696.89	12,533.89
	Office & Administration	123,071.19	69,891.26	75,462.05	5,570.79
	Insurance	151,600.00	88,438.00	88,433.38	(4.62)
	Utilities	117,900.00	68,775.00	48,494.31	(20,280.69)
	Professional Fees	6,300.00	3,672.69	532.13	(3,140.56)
	Repairs & Maintenance	195,954.00	114,313.57	130,193.76	15,880.19
	Automobile	407,320.00	225,850.00	209,880.33	(15,969.67)
	Computer Expenses	33,865.50	16,002.53	20,784.16	4,781.63
	Admin Allocation	654,641.00	381,878.00	397,359.31	15,481.31
	Engineering Allocation	42,221.00	24,626.00	17,252.23	(7,373.77)
	NYS Administrative Assessment	37,321.00	0.00	0.00	0.00
	Total Operating Expenses	9,329,832.00	5,250,704.07	5,106,119.62	(144,584.45)
	Total Operating Income	5,376,367.00	1,159,861.93	430,277.18	(729,584.75)
NON-OPERATING REVENUE...					
	Interest Income	84,200.00	49,119.00	70,433.22	21,314.22
	Gain on Sale of Fixed Assets	0.00	0.00	(11,297.77)	(11,297.77)
	Interest Expense	(718,662.00)	(419,223.00)	(381,191.01)	38,031.99
	Debt Issuance Costs	(100,000.00)	(58,338.00)	0.00	58,338.00
	Total Non-Operating Expe...	(734,462.00)	(428,442.00)	(322,055.56)	106,386.44
	CHANGE IN NET POSITION	4,641,905.00	731,419.93	108,221.62	(623,198.31)

Army Sewer
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$4,108,530.00	\$2,396,646.00	\$2,179,173.31	(\$217,472.69)
	Other Income	3,610.00	2,107.00	2,105.81	(1.19)
	Total Operating Revenue	4,112,140.00	2,398,753.00	2,181,279.12	(217,473.88)
OPERATING EXPENSES					
	Depreciation & Amortization	570,300.00	253,500.00	210,604.65	(42,895.35)
	Salaries	606,711.00	353,915.31	311,832.76	(42,082.55)
	Fringe Benefits	284,481.00	165,949.00	142,948.67	(23,000.33)
	Operation & Maintenance	170,520.31	99,470.21	47,048.29	(52,421.92)
	Wastewater Treatment	1,419,087.00	827,799.00	808,158.28	(19,640.72)
	Water Purchases	4,500.00	2,625.00	251.22	(2,373.78)
	Office & Administration	111,847.19	63,339.26	66,596.05	3,256.79
	Insurance	59,600.00	34,769.00	34,766.69	(2.31)
	Utilities	65,000.00	37,919.00	28,394.62	(9,524.38)
	Professional Fees	4,156.00	2,422.00	345.88	(2,076.12)
	Repairs & Maintenance	105,000.00	61,247.69	74,029.65	12,781.96
	Automobile	407,320.00	225,850.00	209,880.33	(15,969.67)
	Computer Expenses	33,865.50	16,002.53	20,784.16	4,781.63
	Admin Allocation	365,269.00	213,073.00	221,678.20	8,605.20
	Engineering Allocation	14,975.00	8,736.00	7,477.85	(1,258.15)
	Water Quality Allocation	(430,818.00)	(233,919.00)	(156,999.90)	76,919.10
	NYS Administrative Assessment	15,922.00	0.00	0.00	0.00
	Total Operating Expenses	3,807,736.00	2,132,698.00	2,027,797.40	(104,900.60)
	Total Operating Income	304,404.00	266,055.00	153,481.72	(112,573.28)
NON-OPERATING REVENUE...					
	Interest Income	39,800.00	23,219.00	37,426.44	14,207.44
	Gain on Sale of Fixed Assets	0.00	0.00	(11,297.77)	(11,297.77)
	Interest Expense	(439,938.00)	(256,634.00)	(167,009.79)	89,624.21
	Debt Issuance Costs	(50,000.00)	(29,169.00)	0.00	29,169.00
	Total Non-Operating Expe...	(450,138.00)	(262,584.00)	(140,881.12)	121,702.88
	CHANGE IN NET POSITION	(145,734.00)	3,471.00	12,600.60	9,129.60

Army Water Line
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$3,006,989.00	\$1,754,074.00	\$1,950,314.98	\$196,240.98
	Grant Revenue	5,000,000.00	833,334.00	0.00	(833,334.00)
	Total Operating Revenue	8,006,989.00	2,587,408.00	1,950,314.98	(637,093.02)
OPERATING EXPENSES					
	Depreciation & Amortization	779,500.00	447,419.00	409,759.57	(37,659.43)
	Salaries	558,282.00	325,668.00	242,195.56	(83,472.44)
	Fringe Benefits	272,730.00	159,089.00	115,252.21	(43,836.79)
	Operation & Maintenance	8,746.00	5,106.50	5,020.69	(85.81)
	Water Purchases	769,630.00	448,952.00	460,055.32	11,103.32
	Office & Administration	4,464.00	2,604.00	4,149.52	1,545.52
	Insurance	38,700.00	22,575.00	22,575.00	0.00
	Utilities	22,900.00	13,356.00	8,895.26	(4,460.74)
	Professional Fees	1,644.00	956.69	186.25	(770.44)
	Repairs & Maintenance	58,454.00	34,102.95	36,354.38	2,251.43
	Admin Allocation	230,106.00	134,232.00	139,683.41	5,451.41
	Engineering Allocation	14,363.00	8,379.00	6,577.00	(1,802.00)
	Water Quality Allocation	112,125.00	65,408.00	30,225.84	(35,182.16)
	NYS Administrative Assessment	10,308.00	0.00	0.00	0.00
	Total Operating Expenses	2,881,952.00	1,667,848.14	1,480,930.01	(186,918.13)
	Total Operating Income	5,125,037.00	919,559.86	469,384.97	(450,174.89)
NON-OPERATING REVENUE...					
	Interest Income	21,700.00	12,656.00	20,414.41	7,758.41
	Interest Expense	(230,268.00)	(134,323.00)	(208,660.36)	(74,337.36)
	Debt Issuance Costs	(50,000.00)	(29,169.00)	0.00	29,169.00
	Total Non-Operating Expe...	(258,568.00)	(150,836.00)	(188,245.95)	(37,409.95)
	CHANGE IN NET POSITION	4,866,469.00	768,723.86	281,139.02	(487,584.84)

**Regional Water Line
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$416,090.00	\$242,725.00	\$244,213.55	\$1,488.55
	Total Operating Revenue	416,090.00	242,725.00	244,213.55	1,488.55
OPERATING EXPENSES					
	Depreciation & Amortization	182,596.00	106,512.00	97,545.50	(8,966.50)
	Salaries	35,374.00	20,636.00	25,159.51	4,523.51
	Fringe Benefits	17,033.00	9,933.00	11,905.27	1,972.27
	Operation & Maintenance	8,500.00	5,669.00	5,612.10	(56.90)
	Water Purchases	129,572.00	75,586.00	79,390.35	3,804.35
	Office & Administration	380.00	224.00	69.68	(154.32)
	Insurance	6,900.00	4,025.00	4,025.00	0.00
	Utilities	30,000.00	17,500.00	11,204.43	(6,295.57)
	Professional Fees	500.00	294.00	0.00	(294.00)
	Repairs & Maintenance	32,500.00	18,962.93	19,809.73	846.80
	Admin Allocation	17,445.00	10,178.00	10,614.70	436.70
	Engineering Allocation	2,258.00	1,316.00	716.39	(599.61)
	Water Quality Allocation	5,795.00	3,381.00	3,282.24	(98.76)
	NYS Administrative Assessment	1,870.00	0.00	0.00	0.00
	Total Operating Expenses	470,723.00	274,216.93	269,334.90	(4,882.03)
	Total Operating Income	(54,633.00)	(31,491.93)	(25,121.35)	6,370.58
NON-OPERATING REVENUE...					
	Interest Income	22,700.00	13,244.00	12,592.37	(651.63)
	Interest Expense	(48,456.00)	(28,266.00)	(5,520.86)	22,745.14
	Total Non-Operating Expe...	(25,756.00)	(15,022.00)	7,071.51	22,093.51
	CHANGE IN NET POSITION	(80,389.00)	(46,513.93)	(18,049.84)	28,464.09

**Water Sewer Contracts
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$2,170,980.00	\$1,181,680.00	\$1,158,736.35	(\$22,943.65)
	Other Income	0.00	0.00	1,852.80	1,852.80
	Total Operating Revenue	2,170,980.00	1,181,680.00	1,160,589.15	(21,090.85)
OPERATING EXPENSES					
	Salaries	1,113,815.00	610,835.00	736,431.13	125,596.13
	Fringe Benefits	579,641.00	310,229.00	397,496.76	87,267.76
	Operation & Maintenance	48,620.00	28,364.00	11,060.12	(17,303.88)
	Office & Administration	6,380.00	3,724.00	4,646.80	922.80
	Insurance	46,400.00	27,069.00	27,066.69	(2.31)
	Admin Allocation	41,821.00	24,395.00	25,383.00	988.00
	Engineering Allocation	10,625.00	6,195.00	2,480.99	(3,714.01)
	Water Quality Allocation	312,898.00	165,130.00	123,491.82	(41,638.18)
	NYS Administrative Assessment	9,221.00	0.00	0.00	0.00
	Total Operating Expenses	2,169,421.00	1,175,941.00	1,328,057.31	152,116.31
	Total Operating Income	1,559.00	5,739.00	(167,468.16)	(173,207.16)
NON-OPERATING REVENUE...					
CHANGE IN NET POSITION		1,559.00	5,739.00	(167,468.16)	(173,207.16)

Engineering
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$643,335.00	\$375,277.00	\$407,790.18	\$32,513.18
	Total Operating Revenue	643,335.00	375,277.00	407,790.18	32,513.18
OPERATING EXPENSES					
	Salaries	324,356.00	189,203.00	211,190.43	21,987.43
	Fringe Benefits	124,032.00	72,352.00	86,153.75	13,801.75
	Operation & Maintenance	119,150.00	69,503.00	31,188.76	(38,314.24)
	Office & Administration	31,737.00	18,515.00	16,661.44	(1,853.56)
	Insurance	17,700.00	10,325.00	10,325.00	0.00
	Professional Fees	1,000.00	581.00	0.00	(581.00)
	Automobile	24,440.00	14,252.00	13,578.80	(673.20)
	Computer Expenses	51,800.00	30,219.00	37,599.75	7,380.75
	Admin Allocation	52,672.00	30,723.00	31,997.99	1,274.99
	Engineering Allocation	(111,819.00)	(65,226.00)	(58,468.41)	6,757.59
	NYS Administrative Assessment	3,523.00	0.00	0.00	0.00
	Total Operating Expenses	638,591.00	370,447.00	380,227.51	9,780.51
	Total Operating Income	4,744.00	4,830.00	27,562.67	22,732.67
NON-OPERATING REVENUE...					
CHANGE IN NET POSITION		4,744.00	4,830.00	27,562.67	22,732.67

**Regional Development
Change In Net Position
For the Seven Months Ending Thursday, October 31, 2024**

GL	Account Description	Annual Budget	YTD Budget	Actual YTD	YTD Variance Over (Under)
OPERATING REVENUE:					
	Customer Billings	\$254,660.00	\$148,554.00	\$133,709.77	(\$14,844.23)
	Grant Revenue	819,236.00	279,899.00	29,136.14	(250,762.86)
	Loan Interest Income	701,839.00	409,409.00	259,361.42	(150,047.58)
	Other Income	27,425.00	16,002.00	40,517.59	24,515.59
	Total Operating Revenue	1,803,160.00	853,864.00	462,724.92	(391,139.08)
OPERATING EXPENSES					
	Depreciation & Amortization	3,750.00	1,072.00	0.00	(1,072.00)
	Salaries	449,009.00	217,176.00	171,141.98	(46,034.02)
	Fringe Benefits	206,647.00	98,981.00	81,913.53	(17,067.47)
	Operation & Maintenance	35,000.00	20,419.00	20,963.97	544.97
	Community Benefits	207,526.00	207,526.00	207,525.76	(0.24)
	Office & Administration	119,823.00	39,338.31	8,601.12	(30,737.19)
	Bad Debt Expense	0.00	0.00	21,846.75	21,846.75
	Professional Fees	260,104.00	88,632.69	14,575.17	(74,057.52)
	Automobile	3,297.00	942.00	0.00	(942.00)
	Computer Expenses	13,225.00	4,005.00	0.00	(4,005.00)
	Grants	243,750.00	129,169.00	7,155.00	(122,014.00)
	Admin Allocation	167,455.00	88,560.00	101,531.97	12,971.97
	Engineering Allocation	419.00	245.00	86.79	(158.21)
	Total Operating Expenses	1,710,005.00	896,066.00	635,342.04	(260,723.96)
	Total Operating Income	93,155.00	(42,202.00)	(172,617.12)	(130,415.12)
NON-OPERATING REVENUE...					
	Interest Income	583,400.00	340,319.00	731,266.09	390,947.09
	Total Non-Operating Expe...	583,400.00	340,319.00	731,266.09	390,947.09
	CHANGE IN NET POSITION	676,555.00	298,117.00	558,648.97	260,531.97



**Board Resolution No. 2024-12-82
December 19, 2024**

**PUBLIC AUTHORITIES REPORTING INFORMATION SYSTEM (PARIS)
FIVE YEAR BUDGET AND FINANCIAL PLAN FOR FYE 2026
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 2026 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: 03/31/2026

Run Date: 12/12/2024
 Status: UNSUBMITTED
 Certified Date: N/A

Budget & Financial Plan

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

	Last Year (Actual) 2024	Current Year (Estimated) 2025	Next Year (Adopted) 2026	Proposed 2027	Proposed 2028	Proposed 2029
REVENUE & FINANCIAL SOURCES						
Operating Revenues						
Charges For Services	\$22,114,807.00	\$27,464,999.00	\$30,140,833.00	\$31,771,597.00	\$32,381,382.00	\$32,461,264.00
Rental And Financing Income	\$458,660.00	\$701,839.00	\$701,839.00	\$701,839.00	\$701,839.00	\$701,839.00
Other Operating Revenues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Non-Operating Revenues						
Investment Earnings	\$2,982,457.00	\$2,376,901.00	\$2,112,975.00	\$2,112,975.00	\$2,112,975.00	\$2,112,975.00
State Subsidies/Grants	\$1,759,586.00	\$969,587.00	\$1,011,194.00	\$861,547.00	\$863,989.00	\$855,912.00
Federal Subsidies/Grants	\$94,473.00	\$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	\$14,330,338.00	\$5,459,708.00	\$2,143,230.00	\$0.00	\$0.00	\$0.00
Total revenues and financing sources	\$41,740,321.00	\$36,973,034.00	\$36,110,071.00	\$35,447,958.00	\$36,060,185.00	\$36,131,990.00
EXPENDITURES						
Operating Expenditures						
Salaries And Wages	\$10,784,553.00	\$11,722,399.00	\$12,315,649.00	\$12,685,118.00	\$13,065,672.00	\$13,457,642.00
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	\$11,333,536.00	\$13,752,585.00	\$13,853,847.00	\$13,832,379.00	\$14,025,328.00	\$14,218,148.00
Non-Operating Expenditures						
Payment Of Principal On Bonds And Financing Arrangements	\$794,419.00	\$7,468,927.00	\$2,265,137.00	\$2,323,811.00	\$2,388,413.00	\$2,451,704.00
Interest And Other Financing Charges	\$859,958.00	\$1,324,177.00	\$973,916.00	\$914,974.00	\$854,373.00	\$789,413.00
Subsidies To Other Public Authorities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Capital Asset Outlay	\$22,212,649.00	\$14,629,319.00	\$40,715,839.00	\$24,285,480.00	\$19,498,901.00	\$5,312,022.00
Grants And Donations	\$0.00	\$43,750.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
Other Nonoperating Expenses	\$0.00	\$300,000.00	\$225,000.00	\$125,000.00	\$125,000.00	\$125,000.00
Total expenses	\$45,985,115.00	\$49,241,157.00	\$70,399,388.00	\$54,216,762.00	\$50,007,687.00	\$36,403,929.00
Capital Contributions	\$5,759,957.00	\$13,622,346.00	\$35,316,014.00	\$21,241,654.00	\$17,089,888.00	\$3,613,812.00
Excess (Deficiency) Of Revenues And Capital Contributions Over Expenses	\$1,515,163.00	\$1,354,223.00	\$1,026,697.00	\$2,472,850.00	\$3,142,386.00	\$3,341,873.00

Budget Report for Development Authority of the North Country

Fiscal Year Ending: 03/31/2026

Run Date: 12/12/2024
Status: UNSUBMITTED
Certified Date:N/A

The authority's budget, as presented to the Board of Directors, is posted on the following website: <https://www.danc.org/annualreports-financials>

Additional Comments

Consolidated (All Companies)

	FYE 2024 ACTUAL	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:						
Customer Billings	\$ 22,114,807	\$ 27,464,999	\$ 30,140,833	\$ 31,771,597	\$ 32,381,382	\$ 32,461,264
Deferred Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Income	\$ 2,982,457	\$ 2,376,901	\$ 2,112,975	\$ 2,112,975	\$ 2,112,975	\$ 2,112,975
Loan Interest Income	\$ 458,660	\$ 701,839	\$ 701,839	\$ 701,839	\$ 701,839	\$ 701,839
Grant Income	\$ 1,854,059	\$ 969,587	\$ 1,011,194	\$ 861,547	\$ 863,989	\$ 855,912
Proceeds for the Issuance of Debt	\$ 14,330,338	\$ 5,459,708	\$ 2,143,230	\$ -	\$ -	\$ -
Total Revenue	\$ 41,740,321	\$ 36,973,034	\$ 36,110,071	\$ 35,447,958	\$ 36,060,185	\$ 36,131,990
OPERATING EXPENSES						
Personnel	\$ 10,784,553	\$ 11,722,399	\$ 12,315,649	\$ 12,685,118	\$ 13,065,672	\$ 13,457,642
Operations & Maintenance	\$ 9,204,661	\$ 11,139,083	\$ 11,322,875	\$ 11,504,566	\$ 11,689,486	\$ 11,877,697
Host Community Benefits	\$ 1,038,624	\$ 1,189,089	\$ 1,210,743	\$ 1,001,292	\$ 1,011,305	\$ 1,021,418
Administration	\$ 1,118,077	\$ 3,917,942	\$ 4,020,116	\$ 4,085,992	\$ 4,153,040	\$ 4,221,284
Contingency	\$ -	\$ 40,730	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
Bad Debt	\$ (27,826)	\$ -	\$ -	\$ -	\$ -	\$ -
Admin Offset	\$ -	\$ (2,534,259)	\$ (2,759,886)	\$ (2,819,471)	\$ (2,888,504)	\$ (2,962,250)
Total Operating Expenses	\$ 22,118,089	\$ 25,474,984	\$ 26,169,495	\$ 26,517,497	\$ 27,090,999	\$ 27,675,790
NON OPERATING EXP						
Principal Payments	\$ 794,419	\$ 7,468,927	\$ 2,265,137	\$ 2,323,811	\$ 2,388,413	\$ 2,451,704
Interest Expense	\$ 859,958	\$ 1,324,177	\$ 973,916	\$ 914,974	\$ 854,373	\$ 789,413
Bond Trustee Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Grants & Donations	\$ -	\$ 43,750	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Other Non-Operating Expenses	\$ -	\$ 300,000	\$ 225,000	\$ 125,000	\$ 125,000	\$ 125,000
Capital Asset Outlay	\$ 22,212,649	\$ 14,629,319	\$ 40,715,839	\$ 24,285,480	\$ 19,498,901	\$ 5,312,022
Total Expenditures	\$ 45,985,115	\$ 49,241,157	\$ 70,399,387	\$ 54,216,762	\$ 50,007,686	\$ 36,403,929
Capital Contributions	\$ 5,759,957	\$ 13,622,346	\$ 35,316,014	\$ 21,241,654	\$ 17,089,888	\$ 3,613,812
Excess	\$ 1,515,163	\$ 1,354,223	\$ 1,026,698	\$ 2,472,851	\$ 3,142,387	\$ 3,341,873

Administration

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 283,200	\$ 339,700	\$ 344,700	\$ 349,700	\$ 354,700
Deferred Income					
Interest Income	\$ 301,595	\$ 354,667	\$ 354,667	\$ 354,667	\$ 354,667
Loan Interest Income					
Grant Income	\$ -	\$ -	\$ -	\$ -	\$ -
Proceeds for the Issuance of Debt					
Total Revenue	\$ 584,795	\$ 694,367	\$ 699,367	\$ 704,367	\$ 709,367
OPERATING EXPENSES					
Personnel	\$ 2,152,349	\$ 2,216,919	\$ 2,283,427	\$ 2,351,930	\$ 2,422,488
Operations & Maintenance	\$ 431,550	\$ 440,181	\$ 448,985	\$ 457,964	\$ 467,124
Host Community Benefits	\$ -				
Administration	\$ 189,851	\$ 193,648	\$ 197,521	\$ 201,471	\$ 205,501
Contingency	\$ 14,750				
Bad Debt	\$ -				
Admin Offset	\$ (2,534,259)	\$ (2,759,886)	\$ (2,819,471)	\$ (2,888,504)	\$ (2,962,250)
Total Operating Expenses	\$ 254,241	\$ 90,862	\$ 110,462	\$ 122,862	\$ 132,862
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	\$ 80,669	\$ 502,456	\$ 381,462	\$ 371,256	\$ 351,210
Total Expenditures	\$ 384,910	\$ 643,318	\$ 541,924	\$ 544,118	\$ 534,072
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 199,885	\$ 51,049	\$ 157,443	\$ 160,249	\$ 175,295

Solid Waste

	PROJECTED FYE 2025	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 9,885,935	10,809,040	\$ 11,133,311	\$ 11,467,311	\$ 11,811,330
Deferred Income					
Interest Income	\$ 1,138,309	\$ 821,311	\$ 821,311	\$ 821,311	\$ 821,311
Loan Interest Income	\$ -				
Grant Income	\$ 150,351	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
Proceeds for the Issuance of Debt	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenue	\$ 11,174,595	\$ 11,660,351	\$ 11,984,622	\$ 12,318,622	\$ 12,662,641
OPERATING EXPENSES					
Personnel	\$ 2,686,990	\$ 2,767,600	\$ 2,850,628	\$ 2,936,147	\$ 3,024,231
Operations & Maintenance	\$ 4,645,627	\$ 4,692,083	\$ 4,739,004	\$ 4,786,394	\$ 4,834,258
Host Community Benefits	\$ 981,563	\$ 991,379	\$ 1,001,292	\$ 1,011,305	\$ 1,021,418
Administration	\$ 1,438,204	\$ 1,452,586	\$ 1,467,112	\$ 1,481,783	\$ 1,496,601
Contingency	\$ 980	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 9,753,364	\$ 9,938,648	\$ 10,093,036	\$ 10,250,629	\$ 10,411,508
NON OPERATING EXP					
Principal Payments	\$ 575,000	\$ 600,000	\$ 625,000	\$ 655,000	\$ 680,000
Interest Expense	\$ 582,200	\$ 558,369	\$ 533,169	\$ 507,244	\$ 480,369
Bond Trustee Fees		\$ -	\$ -	\$ -	\$ -
Grants & Donations					
Other Non-Operating Expenses	\$ -				
Capital Asset Outlay	\$ 4,346,667	\$ 15,974,674	\$ 6,056,654	\$ 17,089,888	\$ 3,613,812
Total Expenditures	\$ 15,257,231	\$ 27,071,690	\$ 17,307,859	\$ 28,502,761	\$ 15,185,690
Capital Contributions	\$ 4,346,667	\$ 15,974,674	\$ 6,056,654	\$ 17,089,888	\$ 3,613,812
Excess	\$ 264,031	\$ 563,335	\$ 733,417	\$ 905,749	\$ 1,090,763

Telecommunications

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 6,702,245	\$ 7,369,267	\$ 7,992,960	\$ 8,622,890	\$ 8,709,669
Deferred Income	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Income	\$ 269,397	\$ 269,397	\$ 269,397	\$ 269,397	\$ 269,397
Grant Income					
Proceeds for the Issuance of Debt	\$ -				
Total Revenue	\$ 6,971,642	\$ 7,638,664	\$ 8,262,357	\$ 8,892,287	\$ 8,979,066
OPERATING EXPENSES					
Personnel	\$ 2,310,949	\$ 2,450,277	\$ 2,523,786	\$ 2,599,499	\$ 2,677,484
Operations & Maintenance	\$ 2,302,554	\$ 2,348,605	\$ 2,395,577	\$ 2,443,489	\$ 2,492,358
Host Community Benefits	\$ -				
Administration	\$ 930,344	\$ 948,951	\$ 967,930	\$ 987,288	\$ 1,007,034
Contingency	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 5,568,847	\$ 5,772,833	\$ 5,912,293	\$ 6,055,277	\$ 6,201,877
NON OPERATING EXP					
Principal Payments	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay	\$ 4,996,188	\$ 21,262,398	\$ 1,472,000	\$ 1,435,000	\$ 1,335,000
Total Expenditures	\$ 10,565,035	\$ 27,035,232	\$ 7,384,293	\$ 7,490,277	\$ 7,536,877
Capital Contributions	\$ 3,378,090	\$ 19,243,359	\$ -	\$ -	\$ -
Excess	\$ (215,303)	\$ (153,208)	\$ 878,064	\$ 1,402,010	\$ 1,442,189

Army Sewer Line

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 4,074,140	\$ 4,334,395	\$ 4,928,988	\$ 4,946,879	\$ 4,465,184
Deferred Income	\$ -				
Interest Income	\$ 39,800	\$ 39,800	\$ 39,800	\$ 39,800	\$ 39,800
Loan Interest Income	\$ -				
Grant Income	\$ -				
Proceeds for the Issuance of Debt	\$ 4,174,907	\$ 2,143,230			
Total Revenue	\$ 8,288,847	\$ 6,517,425	\$ 4,968,788	\$ 4,986,679	\$ 4,504,984
OPERATING EXPENSES					
Personnel	\$ 891,192	\$ 917,928	\$ 945,466	\$ 973,830	\$ 1,003,044
Operations & Maintenance	\$ 1,793,606	\$ 1,829,478	\$ 1,866,068	\$ 1,903,389	\$ 1,941,457
Host Community Benefits	\$ -				
Administration	\$ 552,638	\$ 563,691	\$ 574,965	\$ 586,464	\$ 598,193
Contingency	\$ -				
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 3,237,436	\$ 3,311,097	\$ 3,386,498	\$ 3,463,682	\$ 3,542,694
NON OPERATING EXP					
Principal Payments	\$ 497,103	\$ 950,290	\$ 950,290	\$ 950,290	\$ 950,290
Interest Expense	\$ 329,401	\$ -			
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses	\$ 50,000				
Capital Asset Outlay	\$ 4,226,677	\$ 2,256,039	\$ 632,000	\$ 572,707	\$ 12,000
Total Expenditures	\$ 8,340,617	\$ 6,517,425	\$ 4,968,788	\$ 4,986,679	\$ 4,504,984
Capital Contributions	\$ 51,770				
Excess	\$ -	\$ (0)	\$ 0	\$ 0	\$ (0)

Army Water Line

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 3,006,989	\$ 3,700,695	\$ 3,688,384	\$ 3,212,975	\$ 3,237,152
Deferred Income					
Interest Income	\$ 21,700	\$ 21,700	\$ 21,700	\$ 21,700	\$ 21,700
Loan Interest Income					
Grant Income					
Proceeds for the Issuance of Debt	\$ 1,159,801				
Total Revenue	\$ 4,188,490	\$ 3,722,395	\$ 3,710,084	\$ 3,234,675	\$ 3,258,852
OPERATING EXPENSES					
Personnel	\$ 831,012	\$ 855,942	\$ 881,621	\$ 908,069	\$ 935,311
Operations & Maintenance	\$ 987,862	\$ 1,007,619	\$ 1,027,772	\$ 1,048,327	\$ 1,069,294
Host Community Benefits	\$ -				
Administration	\$ 283,578	\$ 289,250	\$ 295,035	\$ 300,935	\$ 306,954
Contingency	\$ -				
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 2,102,452	\$ 2,152,811	\$ 2,204,427	\$ 2,257,332	\$ 2,311,559
NON OPERATING EXP					
Principal Payments	\$ 6,262,117	\$ 579,626	\$ 610,256	\$ 641,701	\$ 676,416
Interest Expense	\$ 364,120	\$ 367,668	\$ 337,037	\$ 305,593	\$ 270,877
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses	\$ 50,000				
Capital Asset Outlay	\$ 822,119	\$ 720,272	\$ 15,743,364	\$ 30,050	\$ -
Total Expenditures	\$ 9,600,808	\$ 3,820,377	\$ 18,895,084	\$ 3,234,675	\$ 3,258,852
Capital Contributions	\$ 5,845,819	\$ 97,981	\$ 15,185,000	\$ -	\$ -
Excess	\$ 433,501	\$ (0)	\$ 0	\$ 0	\$ (0)

Regional Water Line

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 416,090	\$ 406,906	\$ 415,462	\$ 424,265	\$ 433,608
Deferred Income					
Interest Income	\$ 22,700	\$ 22,700	\$ 22,700	\$ 22,700	\$ 22,700
Loan Interest Income					
Grant Income					
Proceeds for the Issuance of Debt	\$ 125,000				
Total Revenue	\$ 563,790	\$ 429,606	\$ 438,162	\$ 446,965	\$ 456,308
OPERATING EXPENSES					
Personnel	\$ 52,407	\$ 53,979	\$ 55,599	\$ 57,267	\$ 58,985
Operations & Maintenance	\$ 209,125	\$ 215,399	\$ 221,861	\$ 228,517	\$ 235,372
Host Community Benefits					
Administration	\$ 26,595	\$ 27,127	\$ 27,669	\$ 28,223	\$ 28,787
Contingency					
Bad Debt					
Admin Offset					
Total Operating Expenses	\$ 288,127	\$ 296,505	\$ 305,129	\$ 314,006	\$ 323,144
NON OPERATING EXP					
Principal Payments	\$ 84,707	\$ 85,221	\$ 88,266	\$ 91,423	\$ 94,998
Interest Expense	\$ 48,456	\$ 47,879	\$ 44,768	\$ 41,537	\$ 38,166
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay	\$ 125,000				
Total Expenditures	\$ 546,290	\$ 429,606	\$ 438,162	\$ 446,965	\$ 456,308
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 17,500	\$ 0	\$ (0)	\$ (0)	\$ 0

Water Sewer Contracts

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 2,170,980	\$ 2,236,109	\$ 2,303,192.68	\$ 2,372,288.46	\$ 2,443,457.12
Deferred Income					
Interest Income					
Loan Interest Income					
Grant Income					
Proceeds for the Issuance of Debt					
Total Revenue	\$ 2,170,980	\$ 2,236,109	\$ 2,303,193	\$ 2,372,288	\$ 2,443,457
OPERATING EXPENSES					
Personnel	\$ 1,693,456	\$ 1,744,260	\$ 1,796,587	\$ 1,850,485	\$ 1,906,000
Operations & Maintenance	\$ 372,143	\$ 379,586	\$ 387,178	\$ 394,922	\$ 402,820
Host Community Benefits					
Administration	\$ 103,822	\$ 105,898	\$ 108,016	\$ 110,176	\$ 112,380
Contingency					
Bad Debt					
Admin Offset					
Total Operating Expenses	\$ 2,169,421	\$ 2,229,744	\$ 2,291,781	\$ 2,355,583	\$ 2,421,200
NON OPERATING EXP					
Principal Payments					
Interest Expense					
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay					
Total Expenditures	\$ 2,169,421	\$ 2,229,744	\$ 2,291,781	\$ 2,355,583	\$ 2,421,200
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 1,559	\$ 6,365	\$ 11,412	\$ 16,705	\$ 22,257

Regional Development

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 282,085	\$ 282,085	\$ 282,085.00	\$ 282,085.00	\$ 282,085.00
Deferred Income					
Interest Income	\$ 583,400	\$ 583,400	\$ 583,400	\$ 583,400	\$ 583,400
Loan Interest Income	\$ 701,839	\$ 701,839	\$ 701,839	\$ 701,839	\$ 701,839
Grant Income	\$ 819,236	\$ 981,194	\$ 831,547	\$ 833,989	\$ 825,912
Proceeds for the Issuance of Debt					
Total Revenue	\$ 2,386,560	\$ 2,548,518	\$ 2,398,871	\$ 2,401,313	\$ 2,393,236
OPERATING EXPENSES					
Personnel	\$ 655,656	\$ 846,903	\$ 872,310	\$ 898,480	\$ 925,434
Operations & Maintenance	\$ 312,045	\$ 323,661	\$ 330,134	\$ 336,737	\$ 343,472
Host Community Benefits	\$ 207,526	\$ 219,364		\$ -	\$ -
Administration	\$ 287,278	\$ 331,220	\$ 337,844.85	\$ 344,601.75	\$ 351,493.78
Contingency					
Bad Debt					
Admin Offset					
Total Operating Expenses	\$ 1,462,505	\$ 1,721,149	\$ 1,540,289	\$ 1,579,818	\$ 1,620,399
NON OPERATING EXP					
Principal Payments					
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -
Bond Trustee Fees					
Grants & Donations	\$ 43,750	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Other Non-Operating Expenses	\$ 200,000	\$ 225,000	\$ 125,000	\$ 125,000	\$ 125,000
Capital Asset Outlay	\$ 32,000				
Total Expenditures	\$ 1,738,255	\$ 1,996,149	\$ 1,715,289	\$ 1,754,818	\$ 1,795,399
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 648,305	\$ 552,369	\$ 683,582	\$ 646,495	\$ 597,837

Engineering

	FYE 2025 PROJECTED	Proposed Budget FYE 2026	Proposed Budget FYE 2027	Proposed Budget FYE 2028	Proposed Budget FYE 2029
REVENUE:					
Customer Billings	\$ 643,335	\$ 662,635	\$ 682,514	\$ 702,990	\$ 724,079
Deferred Income					
Interest Income					
Loan Interest Income					
Grant Income					
Proceeds for the Issuance of Debt					
Total Revenue	\$ 643,335	\$ 662,635	\$ 682,514	\$ 702,990	\$ 724,079
OPERATING EXPENSES					
Personnel	\$ 448,388	\$ 461,840	\$ 475,695	\$ 489,966	\$ 504,665
Operations & Maintenance	\$ 84,571	\$ 86,262	\$ 87,988	\$ 89,747	\$ 91,542
Host Community Benefits	\$ -	\$ -	\$ -	\$ -	\$ -
Administration	\$ 105,632	\$ 107,745	\$ 109,900	\$ 112,098	\$ 114,339
Contingency	\$ -				
Bad Debt	\$ -				
Admin Offset	\$ -				
Total Operating Expenses	\$ 638,591	\$ 655,847	\$ 673,582	\$ 691,811	\$ 710,546
NON OPERATING EXP					
Principal Payments					
Interest Expense					
Bond Trustee Fees					
Grants & Donations					
Other Non-Operating Expenses					
Capital Asset Outlay	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenditures	\$ 638,591	\$ 655,847	\$ 673,582	\$ 691,811	\$ 710,546
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Excess	\$ 4,744	\$ 6,788	\$ 8,932	\$ 11,179	\$ 13,533

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
60	Clarkson University	TSA	NBRC Grant Administration	\$ -	\$ 8,250.00	\$ 8,250.00	11/14/2024	8/30/2025	St. Lawrence
60	Village of Heuvelton	TSA	Amendment 1 - CCTV	\$ 6,000.00	\$ 12,440.00	\$ 18,440.00	11/15/2024	6/1/2025	St. Lawrence
60	Town of Henderson	TSA	Planning and Development of New Sewer District 1	\$ -	\$ 15,000.00	\$ 15,000.00	11/13/2024	12/31/2025	Jefferson
60	Town of Lawrence	TSA	Sewer District No. 1 Wastewater Treatment Plant Improvement Project	\$ -	\$ 7,500.00	\$ 7,500.00	12/1/2024	12/1/2025	St. Lawrence
60	City of Ogdensburg	TSA	Asset Management Plan for Public Works, Fire and Police Department	\$ -	\$ 32,000.00	\$ 32,000.00	1/1/2025	8/30/2025	St. Lawrence
44	Jefferson County	O&M	Operations and Maintenance Service Agreement (Renewal of 5 year contract since 2005)	\$ -	\$ 44,700.00	\$ 44,700.00	1/1/2025	12/31/2029	Jefferson
44	Rt. 3 Sewer Facilities Board of Commissioners	O&M	Operations/Maintenance & Administrative Service Agreement (Renewal of annual contract started in 2004)	\$ -	\$ 114,345.00	\$ 114,345.00	1/1/2025	12/31/2025	Jefferson
44	Town of Diana	O&M	Operations and Maintenance Service Agreement (Renewal of 5 year contract)	\$ -	\$ 167,413.00	\$ 167,413.00	1/1/2025	12/31/2029	Lewis
60	Town of Henderson	TSA	Asset Management Plan for Town Highway and Water System	\$ -	\$ 24,500.00	\$ 24,500.00	1/1/2025	8/1/2025	Jefferson
44	Town of Henderson	O&M	Operations & Maintenance Service Agreement	\$ -	\$ 552,600.00	\$ 552,600.00	1/1/2025	12/31/2029	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
				\$ -	\$ -	\$ -			

GIS - GIS Services
 MS - WQ Management Services
 O&M - WQ Operations & Maintenance
 SSA - SCADA Services

SUB - Subrecipient
 TSA - Technical Services
 WSA - Water Service Agreement

Contract Criteria

Board Resolution No 2021-03-63 authorized staff replacing individual resolutions and agreement with a Technical Services Summary Report for contracts meeting the following criteria:

- 1) Annual Contract amount is less than \$100K or renewal of an existing service, and
- 2) Service requested is within the Authority's Tri-County Area

Board Resolution No 2021-03-64 authorized the ED to execute GIS Contracts. The ED shall report such agreements on the Technical Services Summary Report.

Board Resolution No 2016-08-93 authorized ED to enter into contracts as the NBRC LDD in Jefferson, Lewis, St. Lawrence and Franklin Counties. The ED shall report such contract to the Board



Board Resolution No. 2024-12-83
December 19, 2024

CAPITAL PROJECT BUDGET AMENDMENT
MATERIALS MANAGEMENT DIVISION
SOUTHERN EXPANSION LANDFILL GAS PHASE 1 - 2 TIE IN

Whereas, pursuant to **Resolution No. 2023-02-08** the Development Authority of the North Country established a \$600,000 multi-year Southern Expansion Landfill Gas Phase 1 – 2 Tie In capital project budget for FY 2024. Such project was authorized to complete improvements to the landfill gas system including the design and construction of additional vertical wells within Cells 1-11 (Phase 1) to maximize Landfill Gas (LFG) production and collection; 2) complete an alternative analysis for the replacement of the existing LFG flare as the current flare had reached the end of its useful life and the replacement must be sized to provide service to Cells 12-20 (Phase 2) (Project 20212), and

Whereas, pursuant to **Resolution No. 2023-09-68** the Southern Expansion Landfill Gas Phase 1 – 2 Tie In (Project 20212) was increased to \$990,000 based upon contractor bid pricing to complete vertical well installation, and

Whereas, pursuant to **Resolution No. 2024-02-07** the Southern Expansion Landfill Gas Phase 1 – 2 Tie In (Project 20212) was increased to \$4,120,000 to address improvements identified during the alternative analysis of the LFG Flare replacement, and

Whereas, the Development Authority retained a consulting engineer to design such project, and

Whereas, the project was competitively bid under two separate contracts, Contract 2A – General Construction and Contract 2B – Electrical Construction, consistent with the Authority’s procurement process, and

Whereas, three bids were received for Contract 2A with the lowest bid from Mohawk Valley Materials, Inc. in the amount of \$2,578,387.65, and

Whereas, three bids were received for Contract 2B with the lowest bid from ENI Mechanical, Inc. in the amount of \$342,690.00, and

Whereas, the revised project costs to complete improvements as specified above is \$5,225,000; which includes consulting engineering costs of \$354,500, construction costs of \$4,577,172.81 and a 10% construction contingency of the work to be completed, and

Whereas, Development Authority held reserves for Materials Management are sufficient to fund such increased project costs, and

Whereas, Executive Management recommends that the Development Authority award to the lowest responsive and responsible bidders,

Now, therefore be it

RESOLVED, that the Development Authority of the North Country does hereby amend the Materials Management Division Capital Budget for the FY 2025 Southern Expansion Landfill Gas Phase 1 and Phase 2 Tie In (Project 20212) to increase the budget from \$4,120,000 to \$5,225,000, and be it further

RESOLVED, that the Development Authority of the North Country shall transfer \$1,105,000 from the Liner Reserve to the Replacement Reserve to fund the increased costs associated with the Southern Expansion Landfill Gas Phase 1 and Phase 2 Tie In Project, and be it further

RESOLVED, such project will continue to be funded from the Replacement Reserve.



Board Resolution No. 2024-12-84
December 19, 2024

HOUSING REVOLVING LOAN FUND
CLAYTON IMPROVEMENT ASSOCIATION LTD
LOAN #2

Whereas, **Resolution No. 2024-06-54** approved a loan of \$400,000 from the Economic Development Fund to the Clayton Improvement Association LTD (CIA) to bridge an NBRC Catalyst Grant of \$500,000 and NY Main Street Stabilization grant of \$400,000 used to complete hazardous materials abatement of a blighted building in downtown LaFargeville, Jefferson County. Such commitment was contingent upon a loan from Watertown Saving Bank in the amount of \$400,000, and

Whereas, CIA has now transitioned into phase II of the project to complete the renovation of the building and requires additional construction funding, and

Whereas, the bank will not lend additional funds for construction but will keep its \$400,000 loan in the project until such time as cash flow from grant reimbursements can repay the loan down to \$200,000 which will become a permanent loan in the project, and

Whereas, the CIA is requesting a loan of up to \$1,200,000 from the Housing Revolving Loan Fund and that the Authority extend the term of the \$400,000 loan from the Economic Development Fund to bridge \$2,863,830 in grant sources to complete the redevelopment of the building, and

Whereas, the project will create 4 market rate apartments in LaFargeville, and

Whereas, this is a transformational project for LaFargeville and will be a good use for the HRLF funds to see this project to completion, and

Whereas, the CIA is a 501(c)(3) not for profit organization, and

Whereas, the CIA meets the criteria of the Housing Revolving Loan Fund, and

Whereas, the grant funds will be used to repay the Authority loan.

Now, therefore be it

RESOLVED, Development Authority of the North Country does hereby authorize a loan in the amount of up to \$1,200,000 from the Housing Revolving Loan Fund to Clayton Improvement Association LTD 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, Development Authority of the North Country does hereby extend the term of the \$400,000 loan from the Economic Development Fund to Clayton Improvement Association LTD for an additional 24 months, or upon receipt of the final grant proceeds, and further authorizes the Executive Director or the Chief Financial Officer to execute all documents necessary to extend such 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:	Clayton Improvement Association
Loan Fund:	Housing Revolving Loan Fund
Amount:	up to \$1,200,000.00
Loan Term:	24 months, or upon receipt of the final grant proceeds, whichever occurs first
Loan Rate:	½ Wall Street Journal Prime Plus 1 set at closing
Loan Payment:	Monthly interest only payments
Collateral:	Co-proportional first mortgage and assignment of rents and leases with Watertown Savings Bank on real estate.
Conditions:	Watertown Savings Bank construction financing of \$400,000 Watertown Savings Bank permanent financing of \$200,000

Housing Revolving Loan Fund

BORROWER: Clayton Improvement Association, Ltd.

BUSINESS LOCATION: 913 Strawberry Lane, Clayton, NY 13624

PROJECT LOCATION: 36323-36331 NYS Route 180, LaFargeville, NY
[parcel #32.15-1-24]

OWNERSHIP: 501 C 3 not for profit

OFFICERS:

Michael Pavlot	President
Megan Kendall	Vice President
Jack Burke	Treasurer
Elizabeth Daugherty	Secretary

AMOUNT: \$1,200,000.00

TERM: Construction loan, 24 months, or upon receipt of the final grant proceeds, whichever occurs first

RATE: ½ Wall Street Journal Prime Plus 1 fixed at closing (4.875% as of 12/5/2024)

PAYMENTS: Interest Only

COLLATERAL: Co-proportional first mortgage with Watertown Savings Bank

GUARANTORS: None

USE OF FUNDS: Construction loan to redevelop blighted building

SOURCES OF FUNDS

USES OF FUNDS

NBRC Catalyst Grant	\$500,000	General Construction	\$3,021,107
NY Main Street Stabilization Grant	\$400,000	Design	\$ 139,650
RESTORE NY	\$1,100,000	Permitting	\$ 19,988
National Grid	\$100,000	Construction Oversight	\$ 109,400
NYS SRDI	\$763,830	Appliances	\$ 30,000
Watertown Savings Bank	\$200,000	Post Office Relocation	\$ 10,000
Owner Cash	\$351,315	Admin & Legal Costs	\$ 10,000
		Financing Cost	<u>\$ 75,000</u>
Total Sources	\$3,415,145	Total Uses	\$3,415,145

Watertown Savings Bank-Construction Loan-\$400,000-committed
 DANC-Construction Loan-EDF-\$400,000-committed
 All grant sources have been committed.

Housing Revolving Loan Fund

PROJECT:

The Clayton Improvement Association (CIA) is requesting an additional \$1.2 million from the Authority for construction financing to complete its project in downtown LaFargeville. The Authority and Watertown Savings Bank each provided \$400,000 (\$800,000 total) in construction financing to complete hazardous materials abatement and debris removal at the project located in LaFargeville. This was considered phase one of the project. The Authority/Bank funds were used to bridge NYS grant funding.



At the time of the approval in June, it was mentioned that the borrower would need further construction funding to complete the project, however there were still gaps in the project funding. Clayton Improvement Association has subsequently filled the funding gap receiving NYS SRDI (Small Rental Development Initiative) funding of \$763,830 and a commitment from Watertown Savings Bank to leave \$200,000 in the project as a permanent mortgage. The balance of the cash needed, \$351,315, will come from the Clayton Improvement Association, however they are still looking for additional grant sources to bring their contribution down.

CIA purchased the proposed project site in 2019. As a NYS Rural Preservation Company whose mission is to preserve rural communities, the organization purchased the building due to the location, the condition, and the potential of the building.

The building is centrally located in a small agricultural community, directly in the center of the main street with immediate proximity to the important community pillars, such as the school, the Post Office, and the feed store. The community is located a convenient distance from a major highway and 20 minutes from Fort Drum, making the community a desirable location. HP Hood is a major employer in the community.



The building is in poor condition after many decades of disinvestment and disrepair. Because of the dilapidated condition, only portions of the building can currently be utilized. Those portions are utilized by the US Post Office, which is essential to the community, and a local beauty salon. Substantial funding is required to renovate the building. A private investor would not take on the project due to the considerable funding required and the limited potential for return on the investment. The residents and small businesses would not be able to pay large rents to provide a return to a private investor. This is why public funding is essential and part of the reason why the CIA purchased the building.

Housing Revolving Loan Fund

Because of the very large size of the property, 9,240 square feet, and the central location, rehabilitating the property will have a momentous impact on the community. The newly renovated building will attract new businesses, new residents, and associated foot traffic. This will create a vibrant hub, a core of activity that will spur more activity and future development in the community.

After purchasing the building, CIA conducted a feasibility study, a hazardous materials assessment, a structural assessment, and a building utilization plan including a rehabilitation budget. Based on these assessments, CIA began applying for funding and prioritizing the work to be completed. Designs have been completed to renovate almost all aspects of the building, to include interior and exterior. The project will create 4 to 5 commercial spaces on the street level and new ADA access to all the commercial spaces. The two current commercial tenants, the Post Office and beauty salon, will remain in their newly renovated space. There will be space for 2 to 3 new small businesses. The second story will create 4 newly renovated, modern, efficient residential units. The community needs updated modern housing stock for existing and new residents. There is a need for quality housing for average income workers who are wanting to live in the area, but struggle to find affordable, quality housing. The proposed project will attract individuals, families and businesses to the community and create a central core of activity, bringing new life to the rural area. The proposed project and businesses will supplement the tax base of the municipality.



The project has received funding from NY Main Street Stabilization, NYS Empire State Development, Northern Border Regional Commission and National Grid Main Street Program, NYS SRDI, and Watertown Savings Bank. ConTech is the general contractor and GYMO is provided construction oversight. DANC Engineering has a contract with CIA for the NBRC portion of the project.

CIA transitioned from the environmental phase directly into the construction phase of the project as ConTech was the contractor for both. This occurred without all construction funding lined up, and as you can see by the pictures, a substantial amount of work has been completed to date. CIA is funding the construction so far with what reimbursements they have received to date and their own cash reserves.

While staff wouldn't normally request such a large loan amount for construction financing, Watertown Savings Bank has stated that they do not want to fund any more against the grants. Secondly, if the bank were to consider additional financing, it would require an appraisal that could take 2 months to complete based on current timelines we are seeing in the market. The Authority has more than sufficient funds to provide the \$1.2 million in bridge funding for a transformational project in a small community in Jefferson County. While we normally don't take a mortgage when bridging state grants, we would take a mortgage in this case. The bank has agreed to leave their \$400,000 loan in the project until such time that CIA can use reimbursements to pay them down to \$200,000. Our \$400,000 loan would do the same. At the end of the project, all \$1.6 million of Authority funds will be repaid.

FINANCIALS:

Clayton Improvement Association

Housing Revolving Loan Fund

Statement of Activities

	6/30/2022	6/30/2023	6/30/2024	10/31/24
Government grants	\$408,458	\$182,992	\$545,684	\$620,942
Rental revenue-NYS housing projects	\$76,069	\$79,598	\$84,739	\$18,085
Other rental revenue	\$136,176	\$139,295	\$139,581	\$45,077
Management fees	\$125,523	\$121,353	\$148,122	\$67,320
Investment income (loss)	(\$8,527)	\$6,688	\$10,365	\$ 5,547
Miscellaneous revenue	<u>\$36,356</u>	<u>\$36,797</u>	<u>\$127,371</u>	<u>\$77,517</u>
Total Support and Revenue	\$774,055	\$566,723	\$1,055,862	\$834,488
Expenses				
Grants paid	\$279,696	\$84,155	\$177,200	\$910,794
Salaries	\$281,967	\$290,407	\$295,629	\$68,319
Payroll taxes	\$23,916	\$23,671	\$26,416	\$18,070
Advertising	\$2,207	\$1,978	\$2,956	\$ 1,299
Conferences and training	\$1,761	\$105	\$6,369	\$ 1,028
Dues and subscriptions	\$2,249	\$1,449	\$3,681	\$ 720
Insurance	\$16,611	\$17,747	\$12,708	\$11,505
Interest	\$30,010	\$26,674	\$23,249	\$10,798
License and permits	\$0	\$50	\$100	\$ 0
Miscellaneous	\$1,385	\$4,349	\$18,783	\$ 6,284
Office supplies and expense	\$12,120	\$9,077	\$21,182	\$ 3,854
Payroll processing fees	\$9,750	\$4,908	\$10,525	\$ 0
Pest control	\$475	\$420	\$1,570	\$ 0
Postage	\$624	\$757	\$964	\$ 308
Professional fees	\$9,675	\$5,532	\$8,610	\$12,891
Real estate taxes	\$2,325	\$1,936	\$1,893	\$ 934
Repairs and maintenance	\$7,787	\$3,848	\$13,746	\$ 3,751
Snow and trash removal	\$3,523	\$4,659	\$8,557	\$ 539
Telephone	\$3,591	\$4,333	\$3,933	\$ 1,515
Travel and meals	\$2,688	\$3,198	\$60	\$ 2,367
Utilities	\$19,669	\$20,682	\$17,647	\$ 5,840
Depreciation	<u>\$109,792</u>	<u>\$107,323</u>	<u>\$108,721</u>	<u>\$ 0</u>
Total Expenses	\$821,821	\$617,258	\$764,499	\$1,060,816
Increase in Net Assets	(\$47,766)	(\$50,535)	\$291,363	(\$226,328)
Add Depreciation	\$109,792	\$107,323	\$108,721	\$0
Cash available for debt	\$62,026	\$56,788	\$400,084	(\$226,328)

- The historical financial information for 2022, 2023, and 2024 was from the independent audit. The 10/31/2024 information was internally prepared. The financials also include the operations of the French Bay Elder Cottages and the LaFargeville Apartments.
- Fiscal year-end is 6/30.
- CIA programs include:

Housing Revolving Loan Fund

- Rural preservation-perform housing and community renewal activities including, but are not limited to, housing rehabilitation and home buyer counseling.
- Community service-developer and owner of Clayton Family Health Center located in Clayton. CIA leases the facility to Samaritan Medical Center under an operating lease expiring in 2029.
- Affordable tenancy-management of several affordable housing rental properties.
- Homeowners assistance-provide grant assistance to income eligible individuals for rehabilitation of existing homes.
- The major sources of revenue are through rental revenue and management fees. For the years ended June 30, 2024 and 2023, respectively, approximately 35% and 60% of its total support and revenue is provided from management fees and rental revenue. Government grants are for rehabilitation efforts of single-family homes that they receive grant funds, as well as for projects that they are developing like in LaFargeville. CIA receives \$122,530 annually in Rural Preservation Corporation funding from the state.
- Primary expenses are Payroll and Payroll Taxes of \$322,045 in 2024 and \$314,078 in 2023, interest of \$23,249 in 2024 and \$26,674 in 2023, utilities of \$17,647 in 2024 and \$20,682 in 2023, and insurance of \$12,708 in 2024 and \$17,747 in 2023. Grants paid in 2024 were \$177,200 and in 2023 were \$84,155. Depreciation was \$108,721 in 2024 and \$107,323 in 2023.
- Cash flows decreased by \$369,584 in 2024. CIA used \$400,315 of cashflows to fund property and equipment related to the LaFargeville project. This is consistent with the fact that the DANC and WSB loans did not close until August 2024. CIA was funding the construction on their own before these loans closed.
- The year-to-date information shows a loss because they have paid grants of \$910,793 which is comprised of work on the LaFargeville project. They have only booked \$560,050 of offsetting revenue for this project. As mentioned, these grants are on a reimbursement basis. To date, CIA has spent \$1,255,638 in grant funds associated with the project, and received \$601,164.

Balance Sheet

	2022	2023	2024	10/31/24
Current Assets	\$778,138	\$787,468	\$745,851	\$763,323
Fixed Assets	\$2,715,670	\$2,608,347	\$2,899,940	\$2,764,154
Other Assets	\$0	\$0	\$0	\$0
Total Assets	\$3,493,808	\$3,395,815	\$3,645,791	\$3,527,477
Current Liabilities	\$8,744	\$45,262	\$92,167	\$563,936
Long-Term Liabilities	\$1,778,706	\$1,694,730	\$1,606,438	\$1,579,507
Total Liabilities	\$1,787,450	\$1,739,992	\$1,698,605	\$2,143,443
Net Assets	\$1,706,358	\$1,655,823	\$1,947,186	\$1,384,034
Total Liabilities & Net Assets	\$3,493,808	\$3,395,815	\$3,645,791	\$3,527,477

Housing Revolving Loan Fund

- 2022, 2023, and 2024 information from the audit. 10/31/2024 information was internally prepared.
- Unrestricted cash decreased by \$370,688 in 2024 over 2023. Again, this is consistent with the fact that the DANC and WSB loans did not close until August 2024 and CIA was funding the construction on their own before these loans closed.
- Fixed assets included a medical clinic facility that CIA leases to Samaritan Medical Center. The lease is through 2029. Fixed assets also include French Bay Elder Cottages and the building in LaFargeville. Fixed assets have been increasing by the work-in-progress at the LaFargeville project.
- Accrued Payroll and Related Expenses increased in 2024 over 2023 by \$5,673. Grant received in advance was \$26,400 in 2024 and \$35,000 in 2022. Accounts Payable increased by \$50,407 in 2024 over 2023. Long-term debt decreased by \$87,495 in 2024 over 2023.
- Long-term liabilities include two USDA mortgage for the medical clinic totaling \$537,096 at FYE 2024, and a NYS SRDI loan for \$1,065,372 at 0% that balloons in October 2036 for improvements to the French Bay Elder Cottages.
- Net Assets without Donor Restrictions was \$807,694 and \$531,105 in 2024 and 2023 respectively, and Net Assets with Donor Restrictions was \$1,139,492 and \$1,124,718 in 2024 and 2023 respectively.
- Year to date 2024, current liabilities have been increasing due to the lines of credit being extended by the bank and DANC.

Collateral:

- Co-proportional first mortgage and assignment of rents and leases with Watertown Savings Bank on real estate located at 36329-36331 NYS Route 180, LaFargeville, NY [parcel #32.15-1-24].

	Cost	Discount
Improvements @ 70%	\$3,021,700	\$2,241,190
DANC/WSB Loans LTV	\$1,600,000 53%	\$1,600,000 71%

As this is a construction loan and the Authority will be paid off from the proceeds of the grant, and since the improvements to the facility are far greater than the loan amount, an appraisal will not be required. The full market value per the Jefferson County real property records is \$132,317 in 2024.

The WSB loan was approved with a standby clause that if the loan went into default they would file a mortgage. That is why we are approving this loan with a co-proportional first mortgage provision. The existing Authority loan would remain unsecured, unless the loan goes into default and then we would look to secure this loan with a mortgage.

Credit:

The logic score is Low Risk at 92 with an average business failure assessment. The average days beyond terms are 5 or less. There are no derogatory comments, collections, judgments, liens, bankruptcies, or charge offs.

Housing Revolving Loan Fund

Conditions:

- Co-proportional first mortgage and assignment of rents and leases with Watertown Savings Bank on real estate located at 36323-36331 NYS Route 180, LaFargeville, NY.
- Commitment letter from Watertown Savings Bank on the \$200,000 permanent loan.

STAFF RECOMMENDATION:

Staff recommends a construction loan not to exceed \$1,200,000 from the Housing Revolving Loan Fund subject to the above terms and conditions.



Board Resolution No. 2024-12-85
December 19, 2024

HOUSING REVOLVING LOAN FUND
302 GLOBE LLC
SUBORDINATION

Whereas, **Resolution No. 2023-10-80** authorized a construction loan of \$800,000 to be paid down to a permanent loan of \$400,000 to 302 Globe LLC from the Housing Revolving Loan Fund to substantially renovate a building located at 302 Court Street, Watertown (formerly known as the Globe Mall) into 11 market rate apartments and first floor commercial space, and

Whereas, Watertown Savings Bank provided a construction loan of \$1,810,000 and a permanent loan of \$1,152,000 to support the project, and

Whereas, 302 Globe LLC has a new tenant for the first-floor commercial space whereby the tenant has requested that 302 Globe LLC complete the build-out, and

Whereas, Watertown Savings Bank will increase their construction and permanent loans by \$708,000 to \$2,518,000 and \$1,860,000, respectively, to partially fund the build-out subject to the Authority and Watertown Local Development Corporation approving subordination to the new debt, and

Whereas, an appraisal completed in February 2024 reflected an as-completed value of \$2,660,000, and

Whereas, with the additional bank debt the public lenders will have a 1:1 loan-to-value on their permanent debt, and

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

Now, therefore be it

RESOLVED, the Development Authority of the North Country does hereby approve the subordination of its \$800,000 loan from the Housing Revolving Loan Fund to 302 Globe LLC to an additional \$708,000 from Watertown Savings Bank for total permanent debt of \$1,860,000 subject to approval by the Watertown Local Development Corporation, and authorizes the Executive Director or Chief Financial Officer to execute all necessary documents.

TERM SHEET

Borrower:	302 Globe LLC
Loan Fund:	Housing Revolving Loan Fund
Amount:	\$800,000 construction loan; to be paid down to \$400,000 at project completion by Watertown Local Development Corporation
Loan Term:	First twelve months interest only then P&I to amortize loan over remaining 228 months.
Loan Rate:	½ Wall Street Journal Prime plus 1 set 5 days prior to loan closing.
Guarantors:	5G Real Estate Group, 13G Real Estate Group, David M. Wilke
Collateral:	Co-proportional second mortgage and assignment of leases and rents with Watertown Local Development Corporation on real estate located at 302 Court Street, Watertown, NY 13601. Lien on all machinery, equipment, furniture, fixtures, inventory, accounts receivable and general intangibles of business.
Conditions:	<ul style="list-style-type: none">• Owner Cash Equity of \$254,200 documented by affidavit• Watertown Savings Bank commitment of up to \$2,518,000 construction financing and \$1,860,000 permanent loan.• Watertown Local Development Corporation loan of \$400,000• Third party broker opinion or as completed appraisal with a minimum value of \$2,660,000.• Guarantees from 5G Real Estate Group LLC, 13G Real Estate Group LLC, and David M. Wilke• Copies of invoices and cancelled checks or bank statements• Loan will be disbursed as construction loan• All required permits and approvals



Dulles State Office Building
317 Washington Street, Suite 414
Watertown, New York 13601
Telephone (315) 661-3200
TDD (800) 662-1220 • danc.org

TO: Board of Directors
FROM: Michelle L. Capone, Director of Regional Development
DATE: December 10, 2024
SUBJECT: 302 Globe LLC-Subordination Request

The Authority approved a construction loan of \$800,000 from the Housing Revolving Loan Fund to 302 Globe LLC for the substantial rehabilitation of the property located at 302 Court Street, Watertown. This loan will be paid down to \$400,000 upon completion of the project by the Watertown Local Development Corporation. The loan closed on 9/20/2024. We have disbursed approximately \$200,000.

Watertown Savings Bank has a construction loan of \$1,810,000 that will be paid down to \$1,152,000 upon project completion. This will be paid down by an ESD grant of \$558,000 and a National Grid grant of \$100,000.

When the Authority approved the loan, the applicant had a different tenant identified for the first-floor commercial space. That tenant has pulled out; however, they have identified a new tenant. The new tenant, BOCES, has asked the borrower to build-out the space on their behalf. This tenant will sign a lease to occupy 12,650 s/f at \$22.48 s/f, or \$284,372 annually. The total commercial space is approximately 14,000 s/f. The higher lease rate covers the cost for the developer to build out the space for the tenant. It is a 10-year lease with an option to extend. There is a 1.25% annual escalator.

The cost for the borrower to build-out the space is \$912,902. Watertown Savings Bank is willing to lend an additional \$708,000 bringing their permanent loan to \$1,860,000 with the borrower putting in the additional \$204,902. The bank's approval to lend the additional funds is contingent upon the Authority and WLDC subordinating to the additional \$708,000, and an executed lease agreement.

An appraisal completed on February 7, 2024 had an as-completed value of \$2,660,000. Based on the new amounts for the permanent loans the collateral analysis is as follows:

Watertown Savings Bank	\$1,860,000
DANC/WLDC loans	\$ 800,000
Total Debt	\$2,660,000
Loan to Value	100%

Staff Recommendation: Based on the above collateral analysis, staff recommends that the Authority subordinate to the additional \$708,000 in debt from Watertown Savings Bank subject to the consent of the Watertown Local Development Corporation.



Board Resolution No. 2024-12-86
December 19, 2024

**NORTH COUNTRY VALUE ADDED AGRICULTURE
REVOLVING LOAN FUND
ST LAWRENCE SUDS, LLC
RATIFY LOAN**

Whereas, **Resolution No. 2014-10-07** established the North Country Value Added Agriculture 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 3, 2024 to review an application from St Lawrence Suds, LLC requesting \$250,000 from the North Country Value Added Agriculture Revolving Loan Fund in order to start-up a distillery in Canton, NY (St. Lawrence County), and

Whereas, the committee felt that the project met the criteria of the loan program in increasing the availability of value added agricultural products to market and is transformational to the community as it removes a blighted building with a newly constructed facility, and

Whereas, the Regional Loan Review Committee approved a commitment of \$250,000 from the North Country Value Added Agriculture Revolving Loan Fund subject to 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 North Country Value Added Agriculture Revolving Loan Fund to St Lawrence Suds, 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, and further be it

RESOLVED, that the Development Authority of the North Country accepts the action of the Village of Canton Board of Trustees taken under the State Environmental Quality Review (SEQRA) that the replacement project involves work on the same site and footprint with Type II actions described at 6 NYCRR §617.5 (c)(2) and 6 NYCRR §617.5 (c)(13) and is deemed as not subject to SEQRA review.

TERM SHEET

Borrower:	St Lawrence Suds, LLC
Loan Fund:	North Country Value Added Agriculture Fund [Empire State Development Funds]
Amount:	\$250,000.00
Loan Term:	Construction financing, permanent loan for 180 months
Loan Rate:	½ Wall Street Journal Prime set at closing with a floor of 3% (WSJ Prime 7.75% on 12/9/2024)
Loan Payment:	Monthly interest only payments during construction; upon conversion to permanent financing, 3 months interest only payments and then principal and interest payments to fully amortize the loan over the remaining 177 months.
Collateral:	Co-proportional second mortgage and assignment of rents and leases with public lenders on real estate; lien on all business assets.
Conditions:	<ul style="list-style-type: none">• Satisfactory proof of owner cash equity contribution of \$280,000.• Shareholder debt of \$165,000 subordinated to the public loans.• NBT/Pursuit financing commitment of \$820,250• NCEDF Fund loan commitment of \$300,000• St. Lawrence County IDA LDC construction loan commitment of \$225,000, to be paid down to a permanent loan of \$112,500• NCA construction loan commitment of \$225,000 to be paid down to a permanent loan of \$112,500• Personal guaranties of David Warner, Joseph Erlichman, David Murphy, Gary Hammond, Bent Beam Brewing LLC

North Country Value Added Agriculture Fund

BORROWER: St Lawrence Suds, LLC

BUSINESS LOCATION: 41 West Main Street, Canton, NY 13617

PROJECT LOCATION: 41 West Main Street, Canton, NY 13617

OWNERSHIP: David Warner 18.75%
Joseph Erlichman 12.5%
David Murphy 12.5%
Gary Hammond 12.5%
7 other investors with under 9% ownership

AMOUNT: \$250,000.00

TERM: construction financing, permanent loan for 180 months

RATE: ½ Wall Street Journal Prime set at loan closing with a floor of 3% (WSJ Prime 7.75% on 11/12/2024)

PAYMENTS: Monthly interest-only payments during construction; 3 months interest only at conversion to permanent financing and then principal and interest payment amortized over the remaining 177 months.

COLLATERAL: Co-proportional second mortgage with public lenders on real estate and assignment of leases and rents; lien on all business assets.

GUARANTORS: David Warner, Joseph Erlichman, David Murphy, Gary Hammond, Bent Beam Brewing LLC

USE OF FUNDS: Distillery equipment

EMPLOYMENT: Current: 0
Years 1-3: 12.5 FTE

CONSTRUCTION SOURCES OF FUNDS		USES OF FUNDS	
NCEDF	\$300,000.00	Acquisition	\$ 60,000.00
NBT Bank/Pursuit	\$820,250.00	Construction	\$1,597,957.00
SLCIDA LDC	\$275,000.00	Site Work	\$ 119,623.00
NCA	\$225,000.00	FF&E Brewing	\$ 260,000.00
DANC Value-Added Ag Fund	\$250,000.00	FF&E Restaurant	\$ 15,000.00
National Grid Brownfield Grant	\$ 26,500.00	Working Capital	\$ 170,170.00
Officer Debt	\$165,000.00	Professional fees	\$ 119,000.00
Cash Equity	<u>\$280,000.00</u>		
Total Sources	\$2,341,750.00	Total Uses	<u>\$2,341,750.00</u>

St Lawrence Suds LLC

North Country Value Added Agriculture Fund

PERMANENT SOURCES OF FUNDS

USES OF FUNDS

RESTORE NY Grant	\$610,000.00	Acquisition	\$ 60,000.00
NBT Bank/Pursuit	\$820,250.00	Construction	\$1,597,957.00
SLCIDA LDC #1	\$112,500.00	Site Work	\$ 119,623.00
SLCIDA LDC #2	\$ 50,000.00	A&E	\$ 70,000.00
NCA	\$112,500.00	FF&E Brewing	\$ 260,000.00
DANC Value-Added Ag Fund	\$250,000.00	FF&E	\$ 100,000.00
National Grid Brownfield Grant	\$ 26,500.00	Working Capital	\$ 170,170.00
Officer Debt	\$165,000.00	Legal Fees	\$ 49,000.00
Cash Equity	<u>\$280,000.00</u>		
Total Sources	\$2,426,750.00	Total Uses	<u>\$2,426,750.00</u>

The difference between the construction and permanent sources and uses of funds is the \$85,000 to be paid back to the Borrower's from the RESTORE NY grant. They will use these funds to purchase the restaurant equipment. This works out well as they plan to open the restaurant a year from opening the brewery and it will likely take a year for the reimbursement.

National Grid Grant-Awarded

NBT Bank/Pursuit 7A loan-Pending, 10 year term/20 year amortization; fixed rate at closing with 5-year ARM, 325 bps over the 5-year FHLB Regular Fixed Advance Rate.

RESTORE NY Grant-Awarded Project #135,605

SLCIDA LDC #1-Approved and closed. 5 year term, 4.75%, matures 2/1/2028.

SLCIDA LDC #2-Assumes 15 years at ½ WSJ Prime plus 1 set at closing

NCA-Assumes 15 years at WSJ Prime minus 1 with a floor of 5% set at closing

NCEDF-Assumes 15 years at ½ WSJ Prime plus 1 set at closing

PROJECT:



St Lawrence Suds LLC is the real estate holding company, and Bent Beam Brewing LLC is the operating entity. St Lawrence Suds is in need of funding to bridge a \$610,000 RESTORE NY grant provided by the state in 2023. The LLC is comprised of 11 partners with an elected board of directors. Funding sources identified to help bridge this funding are the North Country Alliance, NCEDF, North Country Value Added Agriculture Fund, and the SLCIDA LDC. The NCEDF funds will be repaid from the grant proceeds, and a portion of the NCA and SLCIDA LDC funds will be paid down as well. The

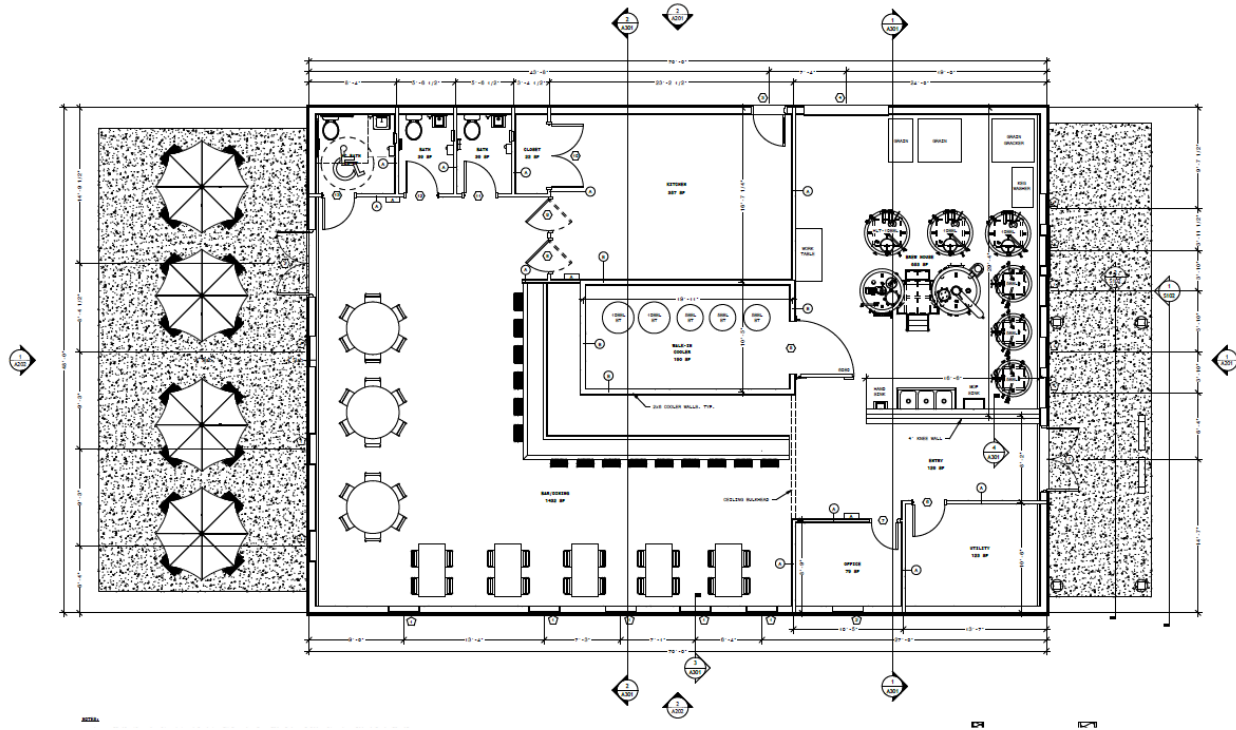
Value Added Ag Funds will go in during construction and stay in as permanent funds.

St Lawrence Suds is a start-up brew pub in Canton, NY. Breweries are an eligible use under the North Country Value Added Ag Fund. The applicant is proposing to construct a new 48' x 70'

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building. The building is currently under construction with pictures provided. Approximately 1,392 square feet will be finished for light manufacturing. A 5-barrel brewhouse will be installed for brewing craft beer which will be sold on-site in the remaining building area. All new utilities will be connected including an 800 amp, three phase electric service. All site planning has been completed and the building permit has been issued for construction.



The proposed project is to create a destination for high quality craft beer and an upscale pub that will provide food and beverage options for Canton as well as attract customers from other areas to foster growth and tourism in the village. The proposed hours of operation are Wednesday thru Friday 4PM-10PM, Saturday 12PM-12PM, and Sunday, 12PM-6PM.

The location is well suited as it is located near SUNY Canton on the main road in and out of Canton. The applicants note that the closest breweries are located more than 30 miles from Canton (Township 7, In-Law and Gristmill Brewery). Aside from these three breweries, the next closest microbrewery is 51 miles from Canton (Raquette River). While some of these breweries do distribute their products in cans or kegs, there are few local beers on tap. Besides pizza and take-out there are only 3 sit down restaurants within 5 miles of Canton. The applicant notes that between a 5-mile radius and 20-mile radius from Canton, \$1.97 million is spent on beer and ale away from the home per year while \$68.3 million is spent on meals at restaurants



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away from the home. (esri dining and alcoholic beverage spending 2017). They feel there is huge potential to draw that spending back to Canton with the new brewpub.



They plan to start the business with 8 beers on tap. They have already purchased an Alpha 5 BBL 2V brew house. They will also have 7 5 BBL fermenters and 1 10 BBL fermenter. They will submit for the federal Alcohol and Tobacco Tax and Trade Bureau (TTB) after the first of the year. They have been told that this takes about 30 days once a full application is submitted to receive. They can then submit to NYS for a brew pub permit. They have been told once you submit a full application to the state you can apply for and receive a

temporary permit while the application is pending. This has been confirmed by reviewing the state's website.

The business will only sell beer made on premise. Some of the hops for the product will come from Country Malt, a national firm with a location in Plattsburgh. They will use some NYS sources when they can. The owners also plan to start a small hand canning operation. The plan is to sell 4-pack take-away packs from a cooler. They will also look to distribute their beer in kegs to local locations.

In one year, the restaurant will open. The restaurant must open as the site was zoned for a brew pub only. A stand-alone restaurant or a stand-alone bar are not zoned for this location. The applicants will use the remaining \$85,000 in RESTORE NY grant funds paid back to them to purchase the restaurant equipment. Until the restaurant opens, the owners plan to have food trucks set up at the location to provide food. They have spoken to a few food truck owners interested in selling food at the location.

Joe Erlichman will be the company's Brewmaster. He has 30 years of experience in brewing and currently works at St. Lawrence University. He teaches brewing at the college. He has a significant following for his beers. Scott Wright, another owner, has experience in product distribution working for Pepsi. Another partner, Scott Chisholm has experience in running a restaurant as he ran the St. Lawrence Inn. The partners in the partnership bring vast experience to the business. All are successful businessmen.

The Village of Canton determined by resolution on July 17, 2024 that the project proposed by St. Lawrence Suds for the property at 41 West Main Street in the Village of Canton did not meet or exceed any applicable Type 1 thresholds identified at 6 NYCRR §617.5(c)(2) and 6 NYCRR §617.5 (c)(13) and is deemed as not subject to SEQRA review. The Development Authority will accept the Village's determination of SEQRA.

FINANCIALS:

St Lawrence Suds LLC

North Country Value Added Agriculture Fund

	Year One	Year Two	Year Three
Sales	\$316,660	\$795,732	\$1,062,967
Gross Profit	\$236,453	\$588,193	\$764,975
Operating Expenses	\$370,272	\$640,449	\$718,951
Net Operating Income	(\$133,819)	(\$52,256)	\$46,024
Add: Interest	\$69,311	\$90,920	\$84,421
Add: Depreciation	\$126,912	\$132,579	\$132,579
Cash Available for Debt	\$62,404	\$171,243	\$263,024
NBT Bank/Pursuit	\$79,054	\$79,054	\$79,054
NC Value Added Ag Fund	\$22,278	\$22,278	\$22,278
NCA	\$12,064	\$12,064	\$12,064
SLC IDA LDC	\$11,264	\$11,264	\$11,264
SLC IDA LDC	\$10,710	\$10,710	\$10,710
Total	\$135,370	\$135,370	\$135,370
LTV	.46	1.26	1.94

NBT Bank/Pursuit-\$6587.83/month

NC Value Added Ag Fund-\$1,856.54/month

NCA-\$1,005.30/month

SLC IDA LDC #1-\$938.70/month

SLC IDA LDC #2-\$892.50/month

- The projections were prepared by the applicant.
- Year one is expected to be a partial year with sales beginning in June 2025. Sales will be entirely comprised of brewery sales. Restaurant sales are not expected to begin until July 2026 in year two.
- They project 370 beer barrels (BBL)/year. They expect the average pint to sell for \$6.5. The average cost per BBL will be \$325.13, or \$1.31/pint.
- Brewery sales were based on actual numbers from Township 7 Brewery in Dickenson Center as provided by Hosmerica. Brewery sales will increase by 5% year over year for the first three years.
- Sales are projected to increase by 151% in year two over year one, and by 34% in year three over year two. Restaurant sales are expected to begin in July 2026. The first full year of both beer and restaurant sales will be in 2027. In 2027, brewery sales will make up 55.5% of sales while restaurant sales will make up the balance.
- COGS for the brewery in year one will be 25%, 22% in year two, and 22.4% in year three.
- Primary business expenses include: payroll which is \$136,499.71 in year one, \$321,742 in year two, and \$486,939 in year three; utilities which are \$10,000 in year one, \$18,000 in year two, and \$18,000 in year three; real estate taxes of \$24,534 in year two and \$25,270 in year three; and insurance of \$7,441 in year one and \$14,400 in years two and three. Interest expense and depreciation are significant expenses as well.

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- Based upon the projections, the business will not have sufficient cash flow to repay debt until year two after the restaurant opens. The detailed cash flow projections show the owners contributing \$170,170 in cash toward start-up working capital. They also have significant personal wealth to continue to fund working capital for the project.

Balance Sheet

	At Closing
Current Assets	\$289,170
Fixed Assets	\$2,137,580
Other Assets	\$0
Total Assets	\$2,426,750
Current Liabilities	\$30,000
Long-Term Liabilities	\$1,315,250
Total Liabilities	\$1,345,250
Stockholder's Equity	\$1,081,500
Total Liabilities & Net Assets	\$2,426,750

Working Capital	\$259,170
Current Ratio	9.64
Debt to Equity Ratio	.80

- The balance sheet shows the business at closing of permanent financing. It does not include the construction loans.
- The company's current assets are comprised of cash for professional services, closing costs, and working capital.
- The current liabilities include the current portion of the long-term debt.
- Equity is substantial due to the RESTORE NY grant, National Grid grant, and the owners' cash contributions.

Credit:

David Warner lists assets of \$1.4 million and liabilities of \$104,539. Primary assets are in cash and real estate of \$1.3 million. Primary liability is a mortgage of \$80,000 and real estate taxes and assessments payable of \$24,000. Real estate includes properties in Fayetteville, Rochester and Colton. He has a TransUnion score of 819. He has no derogatory comments. He shows outstanding liabilities of \$98,133 which are revolving and mortgage debt. Mr. Warner is employed by Kinney Drugs.

David Murphy lists assets of \$1.57 million and no liabilities. His primary asset is a term life insurance policy, marketable securities, \$300,000, and real estate, \$220,000. Real estate is located in Canton. He has a TransUnion score of 775. He has no derogatory comments. He shows outstanding liabilities of \$13,144 which is a credit card.

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Gary Hammond lists assets of \$2.7 million and liabilities of \$35,887. Primary assets are in readily marketable securities, \$1.5 million, business ventures, \$690,538, and real estate, \$240,000. His liabilities are in notes payable to banks, \$25,741, and credit card debt, \$10,146. He has a TransUnion score of 778. He has no derogatory comments. He shows outstanding liabilities of \$50,670 which are revolving debt, \$23,248, and installment debt, \$27,422. Mr. Hammond is an owner of Collins Hammond Electric.

Joseph Erlichman lists assets of \$1.6 million and liabilities of \$8,000. Primary assets are in readily marketable securities, \$900,000, and real estate, \$450,000. Real estate is owned in Pierrepont and Sheenboro, QC. His liability is credit card debt, \$8,000. He has a TransUnion score of 814. He has one derogatory comment. It appears it was a 90-day delinquency on an education loan in 2018. There was no loss and the account is closed. He shows outstanding liabilities of \$37,645 which are in revolving and installment loans. Mr. Erlichman is employed by St. Lawrence University.

Collateral Analysis

- Co proportional second mortgage and assignment of rents and leases behind NBT Bank/Pursuit SBA 7A loan of \$820,250 on real estate located at 41 West Main Street, Canton, NY 13617.
- Lien on all business assets of St Lawrence Suds LLC.

	Market Value	Discount
Real Estate	\$965,000	
Discounted at 75% LTV		\$723,750
New Equipment	\$360,000	
Discounted at 50% LTV		\$180,000
Total	\$1,325,000	\$903,750
NBT Bank/Pursuit Loans	\$820,250	\$820,250
Collateral available after bank loans	\$504,750	\$83,500
DANC/NCA/SLCIDA LDC 1* & 2	\$500,000	\$500,000
Total LTV	100%	599%

*St. Lawrence County IDA LDC loan #1 for \$50,000 closed on 1/25/2023. The term is for 5 years and it matures 2/1/2028. It is secured by the brew pub equipment. The current balance on the loan is \$25,000. The \$25,000 balance is reflected in the collateral analysis above.

Appraisal completed August 15, 2024 by Integra Realty Resources for NBT Bank, NA gave market value as completed of \$965,000.

Contingencies:

- Satisfactory proof of owner cash equity contribution of \$280,000.
- Shareholder debt of \$165,000 subordinated to the public loans.
- NBT/Pursuit loan of \$820,250.

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- NCEDF Fund loan of \$300,000.
- St. Lawrence County IDA LDC construction loan of \$225,000 paid down to a permanent loan of \$112,500.
- NCA construction loan of \$225,000 paid down to a permanent loan of \$112,500.
- Personal guaranties of David Warner, Joseph Erlichman, David Murphy, Gary Hammond, Bent Beam Brewing LLC.

As an aside, the permits and approvals to construct the property have been obtained. SEQRA has been completed by the Village. **The DANC board will accept the Village's SEQRA determination.** They do still need to obtain their brew pub license from TTB and NYS. This will not be required to close on the construction loans. The appraisal has been completed as well.