

***COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY***

FINANCIAL STATEMENTS

DECEMBER 31, 2022

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
FINANCIAL STATEMENTS
DECEMBER 31, 2022

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INDEPENDENT AUDITORS' REPORT

To The Members of the County
Of Sullivan Industrial Development Agency
Monticello, NY 12701

Opinions

We have audited the financial statements of the County of Sullivan Industrial Development Agency, New York ("Agency"), a component unit of Sullivan County, New York, as of and for the year ended December 31, 2022, and the related notes to the financial statements, which collectively comprise the basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the County of Sullivan Industrial Development Agency, New York, as of December 31, 2022, and the respective changes in financial position and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America

Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the County of Sullivan Industrial Development Agency, New York, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Emphasis of Matter

As discussed in Note 11 to the financial statements, the Agency adopted new accounting guidance, *GASBS No. 87, Leases*, for the year ended December 31, 2022. Our opinion is not modified with respect to this matter.

Prior Period Financial Statements

The prior year comparative information was derived from the Agency's December 31, 2021 financial statements and, in a report by other auditors dated March 31, 2022, they expressed an unmodified opinion on those financial statements.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Agency's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

Exercise professional judgment and maintain professional skepticism throughout the audit.

Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the County of Sullivan Industrial Development Agency, New York's internal control. Accordingly, no such opinion is expressed.

Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the County of Sullivan Industrial Development Agency, New York's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis, on pages 5 through 8, be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Management is responsible for the other information included in the report. The other information comprises the schedule of other information on pages 24 through 25, but does not include the basic financial statements and our auditor's report thereon. Our opinions on the basic financial statements do not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the basic financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the basic financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 22, 2023 on our consideration of the County of Sullivan Industrial Development Agency, New York's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the County of Sullivan Industrial Development Agency, New York's internal control over financial reporting and compliance.

Cooper Arias, LLP

Mongaup Valley, New York
March 22, 2023

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ending December 31, 2022

This section of the County of Sullivan Industrial Development Agency's annual financial report presents our discussion and analysis of the Agency's financial performance during the fiscal year ended on December 31, 2022. Please read it in conjunction with the Agency's financial statements and accompanying notes.

OVERVIEW OF THE FINANCIAL STATEMENTS

This annual financial report consists of two parts: Management's Discussion and Analysis (this section) and the basic financial statements. The Agency's statements follow the accrual basis of accounting and are presented in a manner similar to a private business.

FINANCIAL ANALYSIS OF THE AGENCY

The following table summarizes the changes in net position between December 31, 2022 and 2021.

	<u>2022</u>	<u>2021</u>
Current Assets	\$ 9,075,044	\$ 8,066,256
Non-Current Assets	<u>3,705,255</u>	<u>3,068,963</u>
Total Assets	<u>12,780,299</u>	<u>11,135,219</u>
Current Liabilities	1,170,679	957,337
Long Term Liabilities	<u>218,097</u>	<u>242,406</u>
Total Liabilities	<u>1,388,776</u>	<u>1,199,743</u>
Deferred Inflows - Leases	<u>775,426</u>	-
Total Deferred Inflows of Resources	<u>775,426</u>	-
Net Investment In Capital Assets	2,630,281	2,749,166
Restricted	962,503	963,883
Unrestricted	<u>7,023,313</u>	<u>6,222,427</u>
Total Net Position	<u>\$ 10,616,097</u>	<u>\$ 9,935,476</u>

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ending December 31, 2022

The balance of restricted net position consists of the following at December 31, 2022:

Escrow Accounts - Cash	\$ 865,263
Revolving Loan Accounts – Cash	986,117
Revolving Loans Outstanding	216,093
Less: Liabilities to be Paid From Restricted Accounts	<u>(1,104,970)</u>
 Restricted Net Position	 <u>\$ 962,503</u>

Operating Income. The following table summarizes the changes in operating activity between fiscal years 2022 and 2021.

	<u>2022</u>	<u>2021</u>
Project Fees	\$ 1,052,371	\$ 1,235,722
Administrative Fees	32,000	32,000
Lease Income	78,430	117,587
Interest on Notes Receivable	5,342	4,707
Interest on Leases Receivable	22,779	-
Other Income	<u>2,149</u>	<u>377</u>
 Total Operating Revenues	 <u>1,193,071</u>	 <u>1,390,393</u>
Salaries and Benefits	234,919	264,259
Legal and Professional Fees	50,160	53,521
Consulting Fees	3,648	784
Advertising and Promotion	57,942	75,065
Other Expenses	<u>68,680</u>	<u>74,860</u>
 Total Operating Expenses	 <u>415,349</u>	 <u>468,489</u>
 Operating Income	 <u>777,722</u>	 <u>921,904</u>
Interest Income	3,668	4,024
Interest Expense	(4,585)	(6,178)
Depreciation Expense	(159,314)	(188,947)
Disposal of Assets	4,736	(170)
Bad Debt Expense	<u>(5,250)</u>	<u>(147,832)</u>
 Total Non-Operating Revenues (Expenses)	 <u>(160,745)</u>	 <u>(339,103)</u>
 Change in Net Position	 <u>\$ 616,977</u>	 <u>\$ 582,801</u>

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ending December 31, 2022

OPERATIONS AND ACCOMPLISHMENTS

During 2022, the Agency collected Payments in Lieu of Taxes (PILOTs) from its projects and distributed 100% of payments to the local taxing jurisdictions. Over the last ten years the Agency has increased its PILOT distributions from \$4,103,454 in 2013 to \$6,650,164 in 2022.

During 2022 the Agency continued to engage the services of the Partnership for Economic Development in Sullivan County, Inc., and provide funding for the regional economic development advocacy group Hudson Valley Pattern for Progress through its membership contribution.

The Agency continues its efforts to foster Sullivan County's food and agriculture sector. In the summer of 2022, the Agency was awarded two Rural Business Development Grants from the United States Department of Agriculture- Rural Development, to assist in the development of a red meat processing facility and a poultry processing facility.

Additionally, in 2022, the Agency was involved in the following projects:

- The administration of three loans through the Agency's Rural Micro-entrepreneur Assistance Program
- The administration of four loans through the Agency's Revolving Loan Fund Program
- The administration of two loans and nineteen equipment leases through the Agency's AgriBusiness Revolving Loan and Lease Fund Program
- The administration of one building lease agreement, relating to the Catskills Food Hub
- The administration of 72 projects with Agency agreements, including 61 projects that made PILOT payments to the Agency and seventeen projects that held valid sales tax exemption letters.

CAPITAL ASSETS

The Agency had \$2,630,281 invested in capital assets, net of \$650,631 in accumulated depreciation, as of December 31, 2022. Depreciation expense for the year ended December 31, 2022 was \$159,314.

DEBT

As of December 31, 2022, the Agency had \$241,902 in outstanding long term debt. The Agency paid interest of \$4,585 during the year.

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ending December 31, 2022

CONTACTING THE AGENCY'S MANAGEMENT

If you have any questions about this report or need additional information, contact Jennifer Flad, Executive Director, County of Sullivan Industrial Development Agency, at 548 Broadway, Monticello, NY 12701.

COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF NET POSITION
DECEMBER 31, 2022
(WITH COMPARATIVE AMOUNTS FOR DECEMBER 31, 2021)

ASSETS	<u>2022</u>	<u>2021</u>
Current Assets		
Cash	\$ 7,004,089	\$ 6,421,328
Restricted Cash	1,851,380	1,585,876
Accounts Receivable	23,855	17,182
Prepaid Expense	7,814	2,700
Operating Leases Receivable - Current	122,110	-
Capital Leases Receivable - Current	28,143	-
Notes Receivable - Current	<u>37,653</u>	<u>39,170</u>
 Total Current Assets	 <u>9,075,044</u>	 <u>8,066,256</u>
 Non-Current Assets:		
Operating Leases Receivable	653,316	-
Capital Leases Receivable	243,218	-
Notes Receivable	178,440	54,035
Capital Assets, net	<u>2,630,281</u>	<u>3,014,928</u>
 Total Non-Current Assets	 <u>3,705,255</u>	 <u>3,068,963</u>
 TOTAL ASSETS	 <u>12,780,299</u>	 <u>11,135,219</u>

SEE ACCOMPANYING NOTES AND AUDITORS' OPINION

COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF NET POSITION
DECEMBER 31, 2022
(WITH COMPARATIVE AMOUNTS FOR DECEMBER 31, 2021)

LIABILITIES	<u>2022</u>	<u>2021</u>
Current Liabilities		
Accounts Payable	\$ 4,130	\$ 18,924
Accrued Payroll	4,182	4,109
Unearned Revenue	207,417	195,750
Project Escrow Liability	68,077	63,077
PILOT Escrow Liability	619,048	363,027
Sales Tax Escrow Liability	244,020	289,094
Note Payable - Current	<u>23,805</u>	<u>23,356</u>
 Total Current Liabilities	 <u>1,170,679</u>	 <u>957,337</u>
Non-Current Liabilities		
Note Payable	<u>218,097</u>	<u>242,406</u>
 Total Non-Current Liabilities	 <u>218,097</u>	 <u>242,406</u>
 TOTAL LIABILITIES	 <u>1,388,776</u>	 <u>1,199,743</u>
DEFERRED INFLOWS OF RESOURCES		
Leases	<u>775,426</u>	<u>-</u>
 TOTAL DEFERRED INFLOWS OF RESOURCES	 <u>775,426</u>	 <u>-</u>
NET POSITION		
Net Investment in Capital Assets	2,630,281	2,749,166
Restricted	962,503	963,883
Unrestricted	<u>7,023,313</u>	<u>6,222,427</u>
 TOTAL NET POSITION	 <u>\$ 10,616,097</u>	 <u>\$ 9,935,476</u>

SEE ACCOMPANYING NOTES AND AUDITORS' OPINION

COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF REVENUES, EXPENSES AND CHANGE IN NET POSITION
YEAR ENDED DECEMEBER 31, 2022
(WITH COMPARATIVE AMOUNTS FOR THE YEAR ENDED DECEMBER 31, 2021)

	<u>2022</u>	<u>2021</u>
OPERATING REVENUES		
Project Fees	\$ 1,052,371	\$ 1,235,722
Administrative Fees	32,000	32,000
Lease Income	78,430	117,587
Interest Income - Notes Receivable	5,342	4,707
Interest Income - Leases Receivable	22,779	-
Miscellaneous Income	2,149	377
Total Operating Revenues	<u>1,193,071</u>	<u>1,390,393</u>
OPERATING EXPENSES		
Payroll and Benefits	234,919	264,259
Professional Fees and Service Contracts	50,160	53,521
Advertising and Promotion	57,942	75,065
Travel, Meetings and Conferences	520	189
Consulting Services	3,648	784
Insurance	9,555	10,848
Dues and Subscriptions	9,829	10,785
Rent and Storage	35,154	35,394
Office Expense	13,622	17,644
Total Operating Expenses	<u>415,349</u>	<u>468,489</u>
NET OPERATING INCOME (LOSS)	<u>777,722</u>	<u>921,904</u>
NON-OPERATING REVENUES (EXPENSES)		
Interest Income	3,668	4,024
Interest Expense	(4,585)	(6,178)
Depreciation Expense	(159,314)	(188,947)
Gain (Loss) on Disposal of Assets	4,736	(170)
Bad Debt Expense	(5,250)	(147,832)
NET NON-OPERATING REVENUES (EXPENSES)	<u>(160,745)</u>	<u>(339,103)</u>
CHANGE IN NET POSITION	616,977	582,801
NET POSITION- Beginning of the Year (Restated)	<u>9,999,120</u>	<u>9,352,675</u>
NET POSITION- End of the Year	<u>\$ 10,616,097</u>	<u>\$ 9,935,476</u>

SEE ACCOMPANYING NOTES AND AUDITORS' OPINION

COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF CASH FLOWS
YEAR ENDED DECEMBER 31, 2022
(WITH COMPARATIVE AMOUNTS FOR THE YEAR ENDED DECEMBER 31, 2021)

	<u>2022</u>	<u>2021</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from Providing Services	\$ 1,304,921	\$ 1,473,740
Receipts from Related Parties	32,000	32,000
Payments for Personal Services and Benefits	(234,846)	(263,757)
Payments to Contractors	<u>(224,969)</u>	<u>(202,859)</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>877,106</u>	<u>1,039,124</u>
CASH FLOW FROM CAPITAL ACTIVITIES		
Purchase of Capital Assets	<u>(4,064)</u>	<u>3,496</u>
NET CASH USED BY CAPITAL ACTIVITIES	<u>(4,064)</u>	<u>3,496</u>
CASH FLOW FROM NON-CAPITAL FINANCING ACTIVITIES		
Principal and Interest Paid on Note Payable	<u>(28,445)</u>	<u>(28,445)</u>
NET CASH USED BY NON-CAPITAL FINANCING ACTIVITIES	<u>(28,445)</u>	<u>(28,445)</u>
CASH FLOW FROM INVESTING ACTIVITIES		
Interest Income	<u>3,668</u>	<u>4,024</u>
NET CASH PROVIDED BY INVESTING ACTIVITIES	<u>3,668</u>	<u>4,024</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	848,265	1,018,199
CASH AND CASH EQUIVALENTS- Beginning of the Year	<u>8,007,204</u>	<u>6,989,005</u>
CASH AND CASH EQUIVALENTS- End of the Year	<u>\$ 8,855,469</u>	<u>\$ 8,007,204</u>
Reconciliation of operating revenue (loss) to net cash provided (used) by operating activities:		
Operating Income (Loss)	\$ 777,722	\$ 921,904
Changes in Assets and Liabilities		
Accounts Receivable	(11,923)	60,353
Prepaid Expenses	(5,114)	-
Operating Leases Receivable	87,150	-
Capital Leases Receivable	25,974	-
Notes Receivable	(122,888)	58,341
Capital Assets to Lease	(24,631)	-
Accounts Payable	(14,794)	1,371
Accrued Payroll	73	502
Unearned Revenue	11,667	174,750
Project Escrow Liabilities	5,000	(20,000)
PILOT Escrow Liabilities	256,021	(2,365)
Sales Tax Escrow Liabilities	(20,001)	(155,732)
Deferred Inflows of Resources - Leases	<u>(87,150)</u>	<u>-</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>\$ 877,106</u>	<u>\$ 1,039,124</u>

SEE ACCOMPANYING NOTES AND AUDITORS' OPINION

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

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

The County of Sullivan Industrial Development Agency follows the accrual basis of accounting. Revenues are recognized when earned and expenses are recorded when incurred. Fixed assets and long-term liabilities related to these activities are recorded within the financial statements.

Financial Reporting Entity

The County of Sullivan Industrial Development Agency (the "Agency") was created in 1970 as public benefit corporation through state legislation to promote the economic welfare, recreation opportunities, and prosperity of the County's inhabitants. The Agency is exempt from federal, state, and local income taxes. The County's governing body appoints members of the Agency, and the County exercises some oversight responsibility for management of the Agency. Although the management is not accountable directly to the County for fiscal matters, a budget is submitted to the County, and the County assumes a financial burden from the Agency by assuming certain expenses incurred by the Agency through its bonding transactions. Accordingly, the Agency is considered a component unit of the County of Sullivan, and reports as such.

Administrative Fee Income

Administrative fees for Agency costs relating to the project are recognized as income upon consummation of the related transactions. The fees charged by the Agency are based on a percentage of the financing, individual negotiations, the size of the project, and/or on an "as incurred" basis.

Accounts Receivable

Accounts receivable are shown gross, with uncollectible amounts recognized under the direct write-off method. No allowance for uncollectible accounts has been provided since it is believed that such allowance would be immaterial. Accounts receivable at December 31, 2022 and 2021 amounted to \$23,855 and \$17,182, respectively.

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Property, Plant and Equipment

The Agency records capital assets at historical cost and depreciates the assets on a straight-line basis over their estimated useful lives. Assets are not depreciated until placed in service. Estimated useful lives are as follows:

Equipment	5-40 Years
Buildings And Improvements	20-40 Years

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from these estimates.

Cash and Cash Equivalents

For the statement of cash flows, the Agency considers all highly liquid investments as cash equivalents.

Operating Revenues and Expenses

In the statement of revenues, expenses and changes in net position, operating revenues and expenses include all activity that is part of the Agency's normal operating activities. Interest earned on cash balances, depreciation and unusual or infrequent items are included as non-operating activities.

Liabilities Paid From Restricted Assets

The following liabilities of the Agency will be paid from restricted assets:

	<u>2022</u>
Escrow Balances	\$ 863,068
Note Payable	<u>241,902</u>
	<u>\$ 1,104,970</u>

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

New Accounting Standards

The Agency has adopted all current Statements of the Governmental Accounting Standards Board (GASB) that are applicable. At December 31, 2022 the Agency implemented the following new standards:

GASB 87 – *Leases*

GASB 92 – *Omnibus 2020*

GASB 93 – *Replacement of Interbank Offered Rates*, except for the removal of LIBOR as an appropriate benchmark interest rate, which is effective for the year ending December 31, 2023.

GASB 97 – *Certain Component Unit Criteria, and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans-an amendment of GASB Statements No. 14 and No. 84, and a supersession of GASB Statement No.32*

Future Accounting Standards

The Governmental Accounting Standards Board (GASB) has issued the following standards that will become effective in future fiscal years:

GASB 93 – *Replacement of Interbank Offered Rates*, effective for the year ending December 31, 2022, except for the removal of LIBOR as an appropriate benchmark interest rate, which is effective for the year ending December 31, 2023.

GASB 94 – *Public-Private and Public-Public Partnerships and Availability Payment Arrangements*, effective for the year ending December 31, 2023

GASB 96 – *Subscription-Based Information Technology Arrangements*, effective for the year ending December 31, 2023.

GASB 99 – *Omnibus 2022*, effective for the year ending December 31, 2023 except for the portion related to financial guarantees and the classification and reporting of derivative instruments within the scope of GASB Statement No. 53, which is effective for the year ending December 31, 2024.

GASB 100 – *Accounting Changes and Error Corrections – an amendment of GASB 62*, effective for year ending December 31, 2024

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

GASB 101 – *Compensated Absences*, effective for the year ending December 31, 2024

The Agency will evaluate the impact each of these pronouncements may have on its financial statements and will implement them as applicable and when material.

Equity Classifications

In the financial statements there are three classes of net position:

Net investment in capital assets – consists of net capital assets (cost less accumulated depreciation) reduced by outstanding balances of related debt obligations from the acquisition, construction or improvement of those assets.

Restricted – reports net position when constraints placed on the assets are either externally imposed by creditors (such as through debt covenants), grantors, contributors, laws or regulations of other governments or imposed by law through constitutional provisions or enabling legislation.

Unrestricted – reports all other net position that does not meet the definition of the above two classifications and is deemed to be available for general use by the Agency.

Order of Use of Net Position:

When an expense is incurred for which both restricted and unrestricted resources are available, the Board will assess the current financial condition of the Agency and then determine which classification of net position will be applied.

Deferred Outflows/Inflows of Resources

In addition to assets, the statement of net position will sometimes report a separate section for deferred outflows of resources, which represents a consumption of net position that applies to a future period and so will not be recognized as an outflow of resources (expense/expenditure) until then. In addition to liabilities, the statement of net position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element, deferred inflows of resources, represents an acquisition of net position that applies to future period(s) and so will not be recognized as an inflow of resources (revenue) until that time. The Agency reported deferred inflows of resources related to leases of \$775,426 as of December 31, 2022.

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Reclassifications

Certain items at December 31, 2021 have been reclassified to conform to the presentation at December 31, 2022. The reclassifications have no effect on the change in net position for the year ended December 31, 2021.

NOTE 2 – CASH AND INVESTMENTS

New York State statutes govern the Agency’s investment policies. In addition, the Agency has its own written investment policy. Agency monies must be deposited in FDIC-insured commercial banks or trust companies located within the State. The Chief Executive Officer is authorized to use demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. Treasury and U.S. Agencies, repurchase agreements, and obligations of New York State and its localities. Collateral is required for demand deposits and certificates of deposit at 105 percent of all deposits not covered by federal deposit insurance.

Obligations that may be pledged as collateral are obligations of the United States and its agencies and obligations of New York State and its municipalities and school districts. The written investment policy requires repurchase agreements to be purchased from banks located within the State and that underlying securities must be obligations of the federal government. Underlying securities must have a market value of at least 105 percent of the cost of the repurchase agreement. The Agency’s aggregate bank balances included balances not covered by depository insurance at year end, collateralized as follows:

Collateralized with securities held by the pledging financial institution, or its trust department or agent, but not in the Agency’s name.	<u>\$ 7,793,546</u>
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COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 3 – NOTES RECEIVABLE

Notes receivable consist of amounts due from various business entities within Sullivan County. The purpose of these notes is to help local businesses expand and develop. A schedule of notes receivable at December 31, 2022 and 2021 is as follows:

<u>Borrower</u>	<u>Original Loan</u>	<u>Maturity Date</u>	<u>Interest Rate</u>	<u>BALANCE</u>	
				<u>2022</u>	<u>2021</u>
David Appel	84,098	2024	4.00%	\$ 24,078	\$ 33,557
Jeff Sanitation	50,000	2022	4.00%	-	2,744
Justin Sutherland	36,000	2024	4.00%	7,868	13,224
Agrarian Feast	80,000	2032	4.00%	80,000	20,000
Murray Bresky	100,000	2032	4.00%	95,891	-
BHFM, Inc.	50,000	2023	4.00%	5,461	16,061
Prohibition Distillery	72,077	2022	4.00%	-	4,053
ND Pro Media	25,000	2021	4.00%	2,795	2,795
Red Cottage Inc.	30,500	2020	4.00%	-	771
Total Notes Receivable				216,093	93,205
Less: Current Portion				<u>(37,653)</u>	<u>(39,170)</u>
Long Term Portion				<u>\$ 178,440</u>	<u>\$ 54,035</u>

NOTE 4 – UNEARNED REVENUE

The Agency had \$207,417 and \$195,750 in unearned revenue at December 31, 2022 and 2021, respectively. The balance in this account is made up of the following items:

	<u>2022</u>	<u>2021</u>
Project Fees	<u>\$ 207,417</u>	<u>\$ 195,750</u>

NOTE 5 – OPERATING LEASES RECEIVABLE

The Agency has entered into 19 lease agreements with several companies in which the Agency purchased equipment to be used by the lessee. The lessees will pay monthly payments in various amounts over the course of the leases. Upon expiration of the lease terms, the lessees have the option to purchase the equipment for various amounts. In accordance with GASB 87, the Agency has reported an asset for leases receivable and an offsetting deferred inflows of resources-leases in the statement of net position at an amount equal to the present value of future lease payments. Details of the operating lease transactions are as follows:

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 5 – OPERATING LEASES RECEIVABLE (Continued)

<u>Lessee</u>	<u>Type</u>	<u>Maturity Date</u>	<u>Discount Rate</u>	<u>Monthly Payment</u>	<u>Leases Receivable</u>
Catskill Brewery	Equipment	2030	3%	\$ 624	\$ 51,713
Catskill Brewery	Equipment	2032	3%	821	80,158
Catskill Brewery	Vehicle	2026	1%	443	18,264
Catskill Brewery	Equipment	2031	3%	1,567	146,929
Roscoe Beer	Equipment	2028	3%	676	42,244
Roscoe Beer	Equipment	2026	1%	451	19,933
Prohibition Distillery	Equipment	2028	3%	679	42,415
SC Regional Food Hub	Equipment	2038	1%	231	40,246
SC Regional Food Hub	Equipment	2028	1%	312	21,004
SC Regional Food Hub	Equipment	2028	1%	398	26,752
SC Regional Food Hub	Vehicle	2025	1%	464	15,385
SC Regional Food Hub	Vehicle	2026	1%	480	17,301
SC Regional Food Hub	Equipment	2034	1%	122	15,168
Seminary Hill	Equipment	2027	1%	689	35,070
Seminary Hill	Equipment	2033	3%	547	56,606
Locust Grove	Equipment	2025	1%	427	13,891
SC Farms	Equipment	2025	1%	451	11,592
SC Farms	Equipment	2025	1%	387	9,951
SC Regional Food Hub	Building	2028	3%	875-1,750	<u>110,804</u>
Total Leases Receivable					775,426
Less: Current Portion					<u>(122,110)</u>
Long Term Portion					<u>\$ 653,316</u>

The Agency recognized \$78,430 in operating lease revenue and \$14,720 in operating lease interest for the year ended December 31, 2022.

NOTE 6 – CAPITAL LEASES RECEIVABLE

The Agency has entered into agreements to lease equipment to a company at varying rates over terms ranging from 108-120 months. During the year ended December 31, 2022, the original two leases were combined with additional equipment leased in 2022 to create one lease that covers all of the equipment. The remaining lease matures in 2031, at which time the company has the option of purchasing the equipment for \$1. Since the lessee can purchase the equipment at the end of the lease for a below market price, the transaction is being treated as a direct financing lease, which means the Agency is financing the in-substance purchase of the equipment by the lessee. The terms of the capital leases are as follows:

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 6 – CAPITAL LEASES RECEIVABLE (Continued)

Lessee	<u>Description</u>	<u>Maturity</u>	<u>Interest Rate</u>	<u>Monthly Payment</u>	<u>Capital Lease Receivable</u>
SVG 26, LLC	Equipment	2022	3%	1,596	\$ -
SVG 26, LLC	Equipment	2022	3%	1,128	-
SVG 26, LLC	Equipment	2031	3%	2,992	<u>271,361</u>
Total Capital Leases Receivable					271,361
Less: Current Portion					<u>(28,143)</u>
Long Term Portion					<u>\$ 243,218</u>

The Agency recognized \$8,059 in capital lease interest for the year ended December 31, 2022.

The future minimum lease payments to be received by the Agency under the terms of the lease agreements are as follows:

<u>Year</u>	<u>Principal</u>	<u>Interest</u>
2023	\$ 28,143	\$ 7,756
2024	28,999	6,900
2025	29,881	6,018
2026	30,790	5,109
2027	31,727	4,173
2028-2031	<u>121,821</u>	<u>6,818</u>
Total	<u>\$ 271,361</u>	<u>\$ 36,774</u>

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 7 – CAPITAL ASSETS

The Agency’s capital assets for the year ended December 31, 2022 are as follows:

	Beginning Balance <u>(Restated)</u>	<u>Additions</u>	<u>Deletions</u>	Ending Balance
Buildings And Improvements - Leased	\$ 1,603,585	\$ -	\$ -	\$ 1,603,585
Equipment - Leased	1,650,934	-	-	1,650,934
Equipment	<u>22,329</u>	<u>4,064</u>	<u>-</u>	<u>26,393</u>
Depreciable Historical Cost	<u>3,276,848</u>	<u>4,064</u>	<u>-</u>	<u>3,280,912</u>
Accumulated Depreciation:				
Building And Improvements - Leased	130,918	40,423	-	171,341
Equipment - Leased	344,276	116,252	-	460,528
Equipment	<u>16,123</u>	<u>2,639</u>	<u>-</u>	<u>18,762</u>
Total Accumulated Depreciation	<u>491,317</u>	<u>159,314</u>	<u>-</u>	<u>650,631</u>
Net Cost	<u>\$ 2,785,531</u>	<u>\$ (155,250)</u>	<u>\$ -</u>	<u>\$ 2,630,281</u>

NOTE 8 – RELATED PARTIES

Sullivan County Funding Corporation

The County of Sullivan, New York formed the Sullivan County Funding Corporation on November 24, 2010 under Section 1411 of the Not For Profit Corporation Law of the State of New York, which covers local development corporations. Similar to the County of Sullivan Industrial Development Agency, the Sullivan County Funding Corporation is a component unit of the County of Sullivan.

The Sullivan County Funding Corporation reimburses the Agency for bookkeeping and related administrative costs during the year. The Agency received \$20,000 and \$20,000 from the Sullivan County Funding Corporation for administrative costs for the years ended December 31, 2022 and 2021, respectively. As of December 31, 2022 and 2021, there were no outstanding receivables owed to the Agency related to administrative duties performed on behalf of the Sullivan County Funding Corporation.

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 8 – RELATED PARTIES (Continued)

The Sullivan County Infrastructure Local Development Corporation

The County of Sullivan, New York formed The Sullivan County Infrastructure Local Development Corporation on February 10, 2016 under Section 1411 of the Not For Profit Corporation Law of the State of New York, which covers local development corporations. Similar to the County of Sullivan Industrial Development Agency, The Sullivan County Infrastructure Local Development Corporation is a component unit of the County of Sullivan.

The Sullivan County Infrastructure Local Development Corporation reimburses the Agency for bookkeeping and related administrative costs during the year. The Agency received \$12,000 and \$12,000 from The Sullivan County Infrastructure Local Development Corporation for administrative costs for the years ended December 31, 2022 and 2021, respectively. As of December 31, 2022 and 2021, there were no outstanding receivable owed to the Agency related to administrative duties performed on behalf of The Sullivan County Infrastructure Local Development Corporation.

NOTE 9 – LONG TERM DEBT

The Agency entered into an agreement with the United States Department of Agriculture (USDA) to create a Rural Microloan Revolving Fund (RMRF), which will provide loans to local eligible businesses. The funds drawn down from the USDA, which must be used to capitalize a Rural Microentrepreneur Assistance Program (RMAP), are in the form of a loan that must be repaid to the USDA. The outstanding balance accrues interest at 2% per annum and must be repaid in equally amortized monthly payments of principal and interest over a period not to exceed 20 years. The first payment, consisting of principal and interest, was due in May 2014.

The changes in the Agency’s long term debt during the year ended December 31, 2022 are summarized as follows:

	<u>BALANCE</u> <u>01/01/22</u>	<u>ADDITIONS</u>	<u>DELETIONS</u>	<u>BALANCE</u> <u>12/31/22</u>	<u>AMOUNTS</u> <u>DUE WITHIN</u> <u>ONE YEAR</u>
RMAP Note Payable	<u>\$ 265,762</u>	<u>\$ -</u>	<u>\$ 23,860</u>	<u>\$ 241,902</u>	<u>\$ 23,805</u>

COUNTY OF SULLIVAN
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2022

NOTE 9 – LONG TERM DEBT (Continued)

The following is a summary of the Agency’s future debt service requirements:

<u>YEAR</u>	<u>PRINCIPAL</u>	<u>INTEREST</u>
2023	\$ 23,805	\$ 4,618
2024	24,285	4,138
2025	24,776	3,648
2026	25,276	3,148
2027	25,786	2,637
2028-2032	<u>117,974</u>	<u>5,282</u>
TOTAL	<u>\$ 241,902</u>	<u>\$ 23,471</u>

NOTE 10 – EVENTS OCCURRING AFTER REPORTING DATE

The Agency has evaluated events and transactions that occurred between December 31, 2022 and March 22, 2023, which is the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements.

NOTE 11 – CHANGE IN ACCOUNTING PRINCIPLE

For the year ended December 31, 2022, the County of Sullivan Industrial Development Agency implemented GASB Statement No. 87, *Leases* (GASB 87). As a result of the implementation of GASB 87, the Agency restated the following opening balances for the year ended December 31, 2022:

Leases Receivable increased	\$ 862,576
Deferred Inflows of Resources – Leases increased	\$ 862,576

The changes have no net effect on opening net position or the previous year’s change in net position.

NOTE 12 – RESTATED BALANCE

The opening balance of net position for the year ended December 31, 2022 has been increased by \$63,644 to account for the following adjustments:

Capital lease previously reported as an operating lease	\$ 38,571
Overstated Sales Tax Escrow	<u>25,073</u>
	<u>\$ 63,644</u>

County of Sullivan Industrial Development Agency
Schedule of Other Information
December 31, 2022

Project Name	2022 Total Exemptions			Payments in Lieu of Taxes (PILOTs)	Full-Time Equivalent Jobs (FTEs) Created and Retained					
	Sales Tax	Real Property Tax	Mortgage Recording Tax		# of FTEs before IDA status	Original estimate of jobs to be created	Original estimate of jobs to be retained	# of FTE Jobs During 2022	# of FTE construction jobs during 2022	Net Employment Change
234 Main Street LLC	-	-	-	-	0	10	0	0	0	0
457 Equities Monticello Corp.	-	58,769.69	-	38,555.30	4	20	4	28	0	24
Addenbrooke LLC	-	66,285.84	-	39,215.84	14	8	14	not provided	not provided	
Adelaar Developer, LLC	-	3,032,097.89	-	297,023.63	0	350	0	243	0	243
Amytra Development, LLC	22,168.84	251,319.51	-	56,734.75	0	24	0	37	29	37
Be Neet, LLC / Jeff Sanitation, Inc.	-	20,939.63	-	12,970.18	10	3	10	14	0	4
Bethel Woods Performing Arts Center LLC	-	-	-	69,676.53	0	15	0	91	6	91
BRR Brothers III & Sullivan Co. Fabrications	-	44,816.39	-	27,102.90	3	7	3	9	0	6
Catskill Hospitality Holding, LLC	15,278.56	84,926.76	-	23,761.89	0	12	0	4	0	4
Centre One Development LLC	-	49,371.16	-	37,149.14	0	15	0	0	0	0
DC Fabricating & Welding	-	18,022.00	-	11,712.87	0	3	0	7	0	7
Deb El Food Products LLC	-	51,660.11	-	60,483.58	10	10	10	115	0	105
Doetsch Family I & II Seminary Hill Ciders	5,088.92	66,451.66	-	5,408.58	0	12.5	0	18	0	18
Doetsch Family III Old Ross House	-	-	-	-	0	1	0	0	0	0
Doetsch Family III Seminary Suites	1,875.93	8,716.84	-	7,714.41	0	0	0	2	0	2
Ella Ruffo	-	15,774.39	-	5,978.03	0	3	0	0	0	0
Empire Resorts Real Estate I, LLC	113,401.06	113,415.36	-	126,730.08	0	55	0	0	70	0
Empire Resorts Real Estate II, LLC	-	484,573.88	-	39,603.15	0	63	0	not provided	not provided	
EPT Concord II, LLC / EPR Concord II	-	270,219.45	-	301,370.08	0	520	0	1	0	1
Fay Hospitality Catskills (not yet closed)	-	-	-	-	269	0	269	not provided	not provided	
Forestburgh Property, LLC	-	47,395.36	-	34,142.42	0	12	0	0	0	0
Four Goats, LLC	-	32,564.30	-	21,707.36	0	15	0	15	0	15
Frito-Lay, Inc.	-	552,812.77	-	448,068.45	50	10	50	547	0	497
Hudsut, LLC & HVFG, LLC	-	36,530.00	-	18,469.72	0	10	0	16	0	16
International Contractors Corp / Jam Two LLC	-	17,766.87	-	10,593.70	4	2	4	6	4	2
Kohl's New York DC, Inc.	-	695,067.17	-	544,981.36	0	900	0	377	0	377
Loughlin & Billig, PC	-	12,678.73	-	10,632.24	30	15	30	23	0	-7
Metallized Carbon Corporation	-	35,800.58	-	6,834.67	0	10	0	14	0	14
MHC 83 (HW PORTFOLIO) LLC	-	140,215.11	-	107,002.13	0	3	0	3	0	3
Millennium Pipeline Company LLC	-	1,464,439.00	-	1,009,650.92	0	17	0	0	0	0
Mogenavland - Town of Bethel	-	190,071.59	-	73,498.02	9	0	9	7	0	-2
Mogenavland - Town of Tusten	-	93,949.81	-	31,944.53	9	0	9	78	0	69
Monticello Industrial Park LLC	-	-	4,062.50	-	0	0	0	0	0	0
Montreign Operating Company LLC	268,772.43	6,172,026.37	3,750,000.00	1,716,136.53	0	1050	0	1141	0	1141
Mountain Kosher Grocery	-	-	-	-	3	3	13	not provided	not provided	
Nonni's	-	127,459.04	-	127,459.04	0	14	0	52	0	52
NY Bethel I LLC	-	-	-	30,800.00	0	0	0	0	0	0
NY Delaware I, LLC	-	-	-	20,000.00	0	0	0	0	0	0
NY Delaware II, LLC	-	-	-	13,800.00	0	0	0	0	0	0
NY Delaware III, LLC	-	-	-	20,000.00	0	0	0	0	0	0
NY Delaware IV, LLC	-	-	-	20,000.00	0	0	0	0	0	0
NY Delaware V, LLC	-	-	-	16,000.00	0	0	0	0	0	0
NY Delaware VI, LLC	-	-	-	20,000.00	0	0	0	0	0	0

**County of Sullivan Industrial Development Agency
Schedule of Other Information
December 31, 2022**

Project Name	2022 Total Exemptions			Payments in Lieu of Taxes (PILOTs)	Full-Time Equivalent Jobs (FTEs) Created and Retained					
	Sales Tax	Real Property Tax	Mortgage Recording Tax		# of FTEs before IDA status	Original estimate of jobs to be created	Original estimate of jobs to be retained	# of FTE Jobs During 2022	# of FTE construction jobs during 2022	Net Employment Change
NY Liberty I, LLC	-	-	-	20,000.00	0	0	0	0	0	0
NY Liberty II LLC	-	-	49,000.00	-	0	0	0	0	0	0
NY Mamakating I LLC (not yet closed)	-	-	-	-	0	0	0	not provided	not provided	
NY Thompson I, LLC	-	-	-	20,000.00	0	0	0	0	0	0
NY Thompson II, LLC	-	-	-	10,500.00	0	0	0	0	0	0
NY Thompson III, LLC	-	-	-	-	0	0	0	0	0	0
NY Tusten I, LLC	-	-	-	20,000.00	0	0	0	0	0	0
Peck's Market of Jeffersonville	-	26,918.43	-	21,219.87	8	8	8	27	0	19
Pestech Exterminating Inc.	-	17,932.30	-	14,580.56	10	4	10	4	0	-6
Psychedelic Solar LLC	10,764.90	-	-	-	0	1	0	0	10	0
Regency Manor Senior Housing LLC	-	139,740.59	-	16,914.94	0	3	0	0	0	0
RGG Realty LLC/ Columbia Ice	-	42,767.62	-	24,828.85	0	5	0	5	0	5
RJ Baker Corp. / Beavercill Studio	-	17,331.68	-	9,512.90	1	3	1	3	0	2
Rock Meadow Partners, LLC	162.88	40,419.96	-	9,862.56	0	4	0	4	0	4
Rolling V Bus Corp. / Dimifini Group, Inc.	-	28,873.50	-	22,747.07	68	4	68	320	0	252
Rosemond Solar	-	-	-	16,000.00	0	0	0	0	0	0
SCCC Dormitory Corporation	-	-	-	-	0	9	0	1	0	1
SPT Ivey 61 Emerald NY MOB, LLC	-	574,495.04	-	285,459.50	0	200	0	211	0	211
Sullivan Resorts, LLC	-	38,772.36	-	200,000.00	0	25	0	5	0	5
Sunset Lake Local Development Corporation	-	-	-	-	150	0	150	121	0	-29
SVG 26 LLC	-	58,693.23	31,000.00	20,020.62	0	5	0	6	0	6
The Center for Discovery (2022)	-	-	90,500.00	-	0	0	0	0	0	0
The Center for Discovery, Inc. (HPAC)	-	-	-	25,000.00	0	0	0	5	0	5
The Lodge at Neversink	61,261.14	-	77,384.98	-	0	43	0	0	24	0
Theowins / Catskill Brewery	-	30,565.62	-	13,672.64	5	4	5	15	0	10
Tiv Leivov LLC	-	16,960.53	-	8,477.28	0	3	0	0	0	0
Veria Lifestyle Inc. (Infrastructure)	-	328,707.70	-	157,092.50	0	0	0	0	0	0
Veria Wellness Center	-	1,586,931.25	-	67,325.36	0	200	0	105	0	105
Veteran NY 55 Sturgis, LLC	-	46,240.11	-	35,836.09	0	12	0	14	0	14
West Delaware Hydro Associates, L.P.	-	266,206.71	-	163,200.00	0	2	0	1	0	1
Yasgur Road Productions, LLC	12,048.80	9,438.99	3,250.00	5,001.37	0	7	0	4	0	4

510,823.46 17,527,132.88 4,005,197.48 6,650,164.14

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

To The Members of the County
Of Sullivan Industrial Development Agency
Monticello, New York 12701

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of the County of Sullivan Industrial Development Agency, a component unit of the County of Sullivan, New York, as of and for the year ended December 31, 2022, and the related notes to the financial statements, which collectively comprise the County of Sullivan Industrial Development Agency's financial statements and have issued our report thereon dated March 22, 2023.

Report on Internal Control Over Financial Reporting

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

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

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

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the result of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Cooper Arias, LLP

Mongaup Valley, New York
March 22, 2023