Notice of Board Meeting

Date: June 1, 2023

To: Rick Bley
Irene Rodriguez
R.J. Passalacqua
Benjamin Vasquez
Lowell Dewey
Jason Fulton

From: Anne Nenneau, Chair

Re: Notice of Board of Directors' Meeting

The Geneva Industrial Development Agency will hold their regular monthly Board Meeting on Friday, June 9th, 2023 at 8:30am. The meeting will be held in the 2nd floor conference room at City Hall, 47 Castle Street, Geneva, NY. The meeting agenda is attached and available at https://cityofgenevany.com/295/Industrial-Development-Agency-IDA. The meeting will also be livestreamed on the IDA's YouTube Channel: https://www.youtube.com/channel/UCVz4jDNtxuIiy4SyugqQ8eg.

Please confirm your attendance with Tracy Verrier, tracy.verrier@mrbgroup.com.

Cc: Tracy Verrier, Executive Director
Matt Horn, MRB Group
Emma Falkenstein, MRB Group
Maureen Lee, Geneva City School District
Myles Webster, Webster Properties
Erica Collins, City of Geneva
Media: Steve Buchiere, Finger Lakes Times

City of Geneva Industrial Development Agency
Meeting Agenda

Title: City of Geneva IDA
Location: Geneva City Hall, 47 Castle Street, Geneva
2nd Floor Conference Room and Zoom
Date & Time: 6/9/2023 at 8:30am

Agenda Item	Potential Outcome	Person Responsible
Call to Order		Anne Nenneau
Administrative Reports		
Minutes from March GEDC Committee Meeting	Motion to approve minutes	Anne Nenneau
Minutes from May 2023	Motion to approve minutes	Anne Nenneau
Financial Report May 2023	Motion to approve financial report	Tracy Verrier
Updates		
Geneva City School District	Informing board of status	Maureen Lee, Geneva CSD
GEDC	Informing board of status	Myles Webster, Webster Properties
GEDC Committee Update	Motion regarding additional studies	Tracy Verrier
City Council Report	Informing board of status	Mayor Valentino & Amie Hendrix
IDA Projects	Informing board of status	Tracy Verrier
New Business		
Report of the Audit Committee / Review FY2021-2022 Audit	Motion to approve Audit	Tracy Verrier
Review Audit RFP Proposals	Motion to select Audit Firm	Tracy Verrier
Unfinished Business		
Nardozzi PILOT	Discussion of next steps	Tracy Verrier
Executive Session		
Executive Session	Proposed sale or lease of real property	Anne Nenneau
Adjournment	Motion to adjourn	Anne Nenneau

Quorum (Confirmation Required)
Anne Nenneau, Chair
R.J. Passalacqua
Rick Bley
Irene Rodriguez
Lowell Dewey
Benjamin Vasquez
Jason Fulton

Staff
Tracy Verrier
Matt Horn
Emma Falkenstein

Zoom will be available, and the meeting can be viewed on the GIDA's YouTube Channel

Join Zoom Meeting
Meeting ID: 852 4415 1869
Passcode: 559876
Dial in: 929-205-6099

https://us02web.zoom.us/j/85244151869?pwd=bVRxcjdQUXZOUFg5VkFXdGlubVIIUT09

Geneva Industrial Development Agency
City Hall, 47 Castle Street, Geneva, New York
And via Zoom livestreamed to GIDA's YouTube Page
March 30, 2023, at 12:00 pm
Meeting Notes

In Attendance:
Jason Fulton, Chair*
Irene Rodriguez
R.J. Passalacqua
**remote attendance*

Others present:
Tracy Verrier, MRB Group
Myles Webster, Webster Properties*
Jeremey Wolf, Marks Engineering
Dirk Schneider, CJS Architects*
Matt Chatfield, Caliber Brokerage*
Steve DeRaddo, Lyons National Bank

MEETING CALL TO ORDER

Jason Fulton, chair of the GEDC Committee, called the meeting to order at 12:01 with a quorum present.

NEW BUSINESS

Review Phase 1 ESA and Roof Assessment, Building Condition, and Discussion of Possible Scenarios

Tracy Verrier introduced Jeremy Wolf from Marks Engineering to review the Phase 1 ESA.

Jeremy provided an overview of the Phase 1 ESA, stating that the general purpose of a Phase 1 is to complete a visual reconnaissance and records search to see if there is anything of environmental concern on the site or surrounding properties. He indicated that a Phase 1 does not include any ground intrusive components.

Jeremy noted that section 7 of the Phase 1 ESA identified 2 superfund sites near the parcel with recognized environmental conditions. The first site is enrolled in the voluntary clean-up program, and the other is enrolled in the environmental restoration program (ERP). Jeremy stated that both sites are remediated and present a low risk to the GEDC building with its current use. However, Jeremy noted possible groundwater impacts and the risk of soil vapor intrusion into the GEDC building from these sites. He stated that the overall risk of these concerns for the parcel is low in its current state and can be evaluated further if desired.

Jeremy stated that the intended use of the property will also influence the risk level. He stated that the environmental risk is relatively low with the current operation. However, the history of manufacturing on the site from the former cannery, as well as its current use as a fueling/storage area for the City's DPW, create a high probability of previous fuel spills, improper disposal on the site, or soil staining. Jeremy explained that the parcel is likely contaminated due to these present and past activities, but that the existing building structure and concrete slab mitigate any exposure pathways.

Jeremy indicated that Phase 2 would be able to examine soil vapor intrusion, but isn't inherently necessary at this stage.

Jason Fulton thanked Jeremey for the overview of Phase 1 and stated that the GEDC Committee's goal is to gather information to better understand the IDA's options for the building. Jason stated that the IDA is looking to get an appraisal for the property and is considering multiple options including potentially selling all or part of the property.

Steve Debraddo inquired about the IDA's intentions to demolish or condominiumize the building. He indicated that any developer would likely want to have the soil examined. The biggest concern for demolition would be disturbing the concrete as that would likely expose environmental contaminants. Steve also indicated that demolition would likely also require further examination of the asbestos and lead-based paint situation in the building. Jeremy added that an asbestos survey would be a big and costly endeavor due to the size and age of the building.

Jason inquired about best practices the IDA should consider prior to creating an RFP for potential developers.

Steve and Jeremy asked about the potential uses of the building, as a change in use or occupancy, particularly for mixed or residential use, would likely require a vapor intrusion evaluation. Jeremy indicated that the IDA is doing its due diligence by commissioning these reports.

Matt Chatfield noted that the current studies commissioned by the Committee will help to alleviate a good portion of the risk for a potential buyer. He indicated that the main driver for a developer regarding the subdivision of the property will be the ability to separate utilities. However, Matt emphasized that this would only be critical if the IDA intends to keep a portion of the building rather than sell the whole property.

Dirk Schneider emphasized the need to understand the possible environmental and use limitations as these will dictate future funding sources.

Jason stated that the goal of the IDA regarding either keeping or selling the property is to enhance property value around the parcel. Tracy stated that the GEDC building has not yet been appraised. Steve and Mark noted that a comp approach rather than an income approach would generate a more accurate appraised value for the building.

Dirk indicated that the floorplan would be ready in the next week. Mark indicated the floor plan will be helpful for knowing utility connection points and capacities.

Irene Rodriguez stated her concern regarding the feasibility of potential options. Tracy noted that the parcel is in the Brownfield Opportunity Area, which could offer some funding opportunities for environmental remediation activities. Jeremy stated that a potential developer could enroll the site into the brownfield cleanup program.

Dirk and Matt stated that some developers can make a lot of money from brownfields depending on the location and demand for the site. Steve emphasized the need for grant funding as a developer will likely need additional support to deal with all of the building issues, specifically the roof.

Matt stated that the IDA/GEDC Committee will need to balance trying to maximize the profit of the sale of the building versus maximizing the benefit for the community. He inquired about the possibility of offering some kind of incentive for developers, specifically bundling the GEDC building with another clean site ready for immediate development. Dirk stated that a clean site, preferably closer to the city center, would be ideal.

Steve inquired about the IDA/GEDC's intended timing, specifically regarding grants. Jason stated that the IDA doesn't have a specific timeline but needs to figure out something soon.

Irene asked about the total cost of rehabbing the building to make it a viable business park. Steve and Dirk indicated that renovating the building to make it viable would likely cost between $3 to $3.5 million depending on the intended use of the building. They indicated that the high cost of new construction will hopefully lead developers to consider possible reuse opportunities. Matt and Tracy indicated the opportunities provided by being in the BOA. Matt asked about the city's revitalization priorities, and if this project could be identified as a priority. Tracy stated she would reach out to the City manager, Amie Hendrix, to determine possible opportunities to bundle the GEDC building with another city-owned property and to understand their priorities in the building.

Myles Webster stated that the major fixes needed for the building include the roof and fireproofing measures for various suites. Myles indicated he had some background information regarding utilities. Additionally, Myles noted the existing marketing efforts for the space, and that he typically shows the property weekly to potential tenants.

Identify Information Needs & Next Steps

Tracy will coordinate with Jason and Amie Hendrix to set up a call to determine possible opportunities to partner with the city to create a competitive package for an RFP. Upon receiving marketing materials from Myles, Tracy will send existing materials to the group.

ADJOURNMENT

- Motion to adjourn at 12:51 by Irene Rodriguez, second by R.J. Passalacqua. Motion carried unanimously.

Geneva Industrial Development Agency
City Hall, 47 Castle Street, Geneva, New York
And via Zoom livestreamed to GIDA's YouTube Page
May 5, 2023 at 8:30am
Meeting Notes

In Attendance:
Anne Nenneau
Irene Rodriguez
Jason Fulton
Lowell Dewey
Rick Bley
Benjamin Vasquez*
**remote attendance*

Others present:
Tracy Verrier, MRB Group
Emma Falkenstein, MRB Group
Myles Webster, Webster Properties*
Maureen Lee, Geneva City School District*
Emma Powlin, Harris Beach*

MEETING CALL TO ORDER

Chair Anne Nenneau called the meeting to order at 8:30 am with a quorum present.

ADMINISTRATIVE REPORTS

Meeting Minutes:

- Motion to approve the April meeting minutes by Lowell Dewey, second by Rick Bley. Motion passed unanimously.

Financial Report:

Tracy Verrier reviewed the April financial report. She noted that the IDA received the monthly rent from the Downtown Winery. Additionally, the IDA received invoices from MRB Group for administrative services, and bills from Plumley related to the Gateway project.

- Motion to approve the April financial report by Irene Rodriquez, second by Rick Bley. Motion passed unanimously.

UPDATES

Geneva City School District:

Maureen Lee from the Geneva City School District provided an update. She noted the District is holding a budget hearing and vote on May 16th. The District is completing its capital project, wrapping up the current school year, and beginning preparation for the start of the next school year. Maureen also noted that Geneva will be a regional summer school location for middle and high schoolers, and will host students, teachers, and administrative staff from nearby school districts.

GEDC:

Myles Webster provided an update on the GEDC. He noted continued interest in the building by potential tenants, and that a recent prospect is considering setting up a brewery and/or a tap room.

Myles provided an initial review of the rent roll for the GEDC. Following discussion, the Board requested additional columns to indicate total sq ft, cost per sq ft, and security deposits for each tenant space to allow the Board to run comparisons for each space.

Jason Fulton requested additional information on the GEDC's general ledger to review rent maintenance expenses.

GEDC Committee Update:

Tracy Verrier provided an update on the GEDC committee, noting that she's still waiting to receive floor plans for the building.

City Council Report:

Amie Hendrix provided an update on the City of Geneva. She noted that City met with the selected administrator of the MAP grant earlier in the week, and the community engagement for the grant will begin in June along with the trainings and summer application process. She stated the city's administrator is working with Ontario County on similar grants.

Amie noted that the City Council is interested in reviewing food truck policies and has asked City staff to research and put a policy together. The City Council is interested in learning more about the impacts of food trucks and the best regulation policies. Amie noted that the City Council is potentially interested in limiting food trucks to specific areas along the lakefront.

Amie also noted that the City Council is continuing to consider short-term rental regulations with the help of City staff. Currently, the Council is looking at a range of policies such as an occupancy tax, permitting process, rental registries, etc.

The City has conducted interviews to hire an Assessor in partnership with the City of Canandaigua. The hiring panel for the Director of Planning and Economic Development position has begun reviewing resumes and will begin interviewing in the next few weeks.

Anne Nenneau inquired about the Marsh Creek pump station expansion. Amie noted that the City just released an RFQ for engineers for the City's WIIA grant. Amie noted that the City currently has sufficient capacity and that the expansion is targeted at future development.

Rick Bley commented about the possibility of 96 new units at the Geneva County Club. Amie noted that the proposed project will likely be completed in phases. Lowell Dewey stated that new development creates opportunities for the City to consider connection fees to help offset infrastructure costs. Amie and the Board acknowledge the importance of capacity for the City's infrastructure.

Jason Fulton inquired about a short-term rental committee and opportunities to discuss short-term rental policies with the City Council. Amie noted that depending on the direct of City Council, the City will need to figure out logistics regarding collecting an occupancy tax or registration.

Gateway Project:
Tracy Verrier noted that there are no updates for the Gateway project.

NEW BUSINESS

Board vacancy:
Tracy Verrier noted that Rick Bley will be terming off at the end of 2023. Consequently, the Nominating Committee will need to meet to start the nomination process to appoint someone at the end of the year. Tracy noted that she will coordinate with the Nominating Committee to find a time to meet and draft a press release for the Finger Lakes Times.

Joint RPF
Tracy Verrier stated that the IDA should consider releasing an RFP requesting auditing services in conjunction with the LDC. She noted that neither organization has a contract with their current auditing firm. She stated that the LDC approved the joint RFP at their May Board meeting, and with the IDA's approval she will release the RFP to gather proposals for the Board's review in June.

- Motion to approve the joint audit RFP by Rick Bley, second by Lowell Dewey. Motion carried unanimously.

UNFINISHED BUSINESS

Nardozzi:
Tracy Verrier noted that the IDA held the Public Hearing for the Nardozzi PILOT application on Wednesday. She noted that, to her knowledge, Nardozzi was on schedule to present at the City's Planning Board meeting later in May. She noted that the Nardozzi land sale agreement documents need an extension. Neal noted that the planning process could take 2 or 3 months with a simple SEQR, but would take longer if it is classified under a more complex SEQR type.

- Motion to pass the resolution extending the Nardozzi land sale agreement to September 8^{th}, 2023 by Anne Nenneau. The following resolution was put to a roll call vote:

FIRST AMENDMENT TO CONTRACT FOR THE PURCHASE AND SALE OF REAL PROPERTY

THIS FIRST AMENDMENT TO CONTRACT FOR THE PURCHASE AND SALE OF REAL PROPERTY (this "**Amendment**") is made and entered into between NARDOZZI HOLDINGS, LLC, a limited liability company, with an address of 124 North Genesee Street, Geneva, New York 14456 ("**Purchaser**") and CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY, a public benefit corporation, with an address of 47 Castle Street, Geneva, New York 14456 ("**Seller**"). This Amendment shall be effective as of the date of last execution and delivery by the Parties ("**Effective Date**").

	Yea	Nay	Absent	Abstain
Irene Rodriguez	[x]	[ ]	[ ]	[ ]
Anne Nenneau	[x]	[ ]	[ ]	[ ]
R.J. Passalacqua	[ ]	[ ]	[x]	[ ]
Rick Bley	[x]	[ ]	[ ]	[ ]
Lowell Dewey	[x]	[ ]	[ ]	[ ]
Benjamin Vasquez	[x]	[ ]	[ ]	[ ]
Jason Fulton	[x]	[ ]	[ ]	[ ]

Resolution carried unanimously.

Geneva Shopping Center:

Tracy Verrier noted that the Geneva Shopping Center was sold to the bank at auction and that the IDA will need to decide on how to move forward with the PILOT. She noted that the most logical option at this time would be to terminate the PILOT and communicate with the bank about future opportunities.

- Motion to terminate PILOTs related to the foreclosed Geneva Shopping Center properties by Rick Bley, second by Lowell Dewey. Motion passed unanimously.

The Board engaged in conservation on the evaluation of existing PILOTs. Jason Fulton emphasized the need to be proactive in reviewing and evaluating PILOTs. Tracy Verrier noted that the PARIS reporting process and the annual meeting would be a good time for the Board to have these conversations.

Executive Session:

- Motion to go into executive session to discuss the proposed sale or lease of real property at 9:09 by Irene Rodriguez, second by Jason Fulton. Motion carried unanimously.
- Motion to exit executive session at 9:25 by Rick Bley, second by Lowell Dewey. Motion carried unanimously.

ADJOURNMENT

- Motion to adjourn by Jason Fulton. The meeting adjourned by acclamation at 9:27 am.

Geneva Industrial Development Agency
Balance Sheet
As of May 31, 2023

		May 31, 23
ASSETS		
Current Assets		
Checking/Savings		
1002 · LNB - City of Geneva IDA		25,135.57
1003 · LNB Money Market		100,038.32
1050 · Certificates of Deposit		
1051 · Lyons National Bank	75,000.00	
Total 1050 · Certificates of Deposit		75,000.00
Total Checking/Savings		200,173.89
Accounts Receivable		
11000 · Accounts Receivable		
11050 · GEDC Roof Loan	90,010.00	
11000 · Accounts Receivable - Other	195.00	
Total 11000 · Accounts Receivable		90,205.00
Total Accounts Receivable		90,205.00
Total Current Assets		290,378.89
Other Assets		
1110 · Industrial Park Investment		-18,520.00
1120 · 2 N Exchange St		27,616.59
Total Other Assets		9,096.59
TOTAL ASSETS		**299,475.48**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
20000 · Accounts Payable		4,200.00
Total Accounts Payable		4,200.00
Other Current Liabilities		
20500 · Committed- BID Beautification		30,935.00
Total Other Current Liabilities		30,935.00
Total Current Liabilities		35,135.00
Total Liabilities		35,135.00
Equity		
3000 · Opening Bal Equity		417,733.37
3001 · Retained Earnings		-76,742.01
Net Income		-76,650.88
Total Equity		264,340.48
TOTAL LIABILITIES & EQUITY		**299,475.48**

Geneva Industrial Development Agency
Profit & Loss YTD Comparison
May 2023

	May 23	Oct '22 - May 23
Income		
4002 · Administration Fees	0.00	500.00
4020 · Income from Investments	0.00	18.51
4030 · Downtown Winery	195.00	1,560.00
Total Income	195.00	2,078.51
Expense		
5000 · Economic Development Support		
5003 · GEDC Support	0.00	841.15
Total 5000 · Economic Development Support	0.00	841.15
5010 · Promotion and Advertising		
5011 · Advertising & Publications	0.00	99.91
Total 5010 · Promotion and Advertising	0.00	99.91
5040 · Professional Services		
5041 · Legal Services	0.00	1,127.00
5043 · Administrative Services	4,200.00	34,695.00
5045 · Audit	0.00	5,000.00
5049 · Other Professional Services	0.00	36,966.33
Total 5040 · Professional Services	4,200.00	77,788.33
Total Expense	4,200.00	78,729.39
Net Income	**-4,005.00**	**-76,650.88**

Geneva Industrial Park Partnership
Balance Sheet
As of May 31, 2023

	May 31, 23	May 31, 22
ASSETS		
Current Assets		
Checking/Savings		
Certificate of Deposit	30,000.00	30,000.00
10002 · City of Geneva IDA	199,047.79	109,814.37
Total Checking/Savings	229,047.79	139,814.37
Total Current Assets	229,047.79	139,814.37
Fixed Assets		
Land Held for Sale	65,999.00	0.00
Total Fixed Assets	65,999.00	0.00
TOTAL ASSETS	**295,046.79**	**139,814.37**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
21010 · Partners' Equity		
21011 · City of Geneva	0.00	104,346.85
21012 · Ontario Co. IDA	0.00	36,405.04
21014 · Geneva IDA	0.00	24,275.53
Total 21010 · Partners' Equity	0.00	165,027.42
26001 · Due to other governments- JV	195,355.00	0.00
Total Other Current Liabilities	195,355.00	165,027.42
Total Current Liabilities	195,355.00	165,027.42
Total Liabilities	195,355.00	165,027.42
Equity		
32000 · Retained Earnings	99,691.79	-40,632.79
Net Income	0.00	15,419.74
Total Equity	99,691.79	-25,213.05
TOTAL LIABILITIES & EQUITY	**295,046.79**	**139,814.37**

Geneva Industrial Park Partnership
Profit & Loss YTD Comparison
October 2022 through May 2023

	Oct '22 - May 23	Oct '22 - May 23
Net Income	0.00	0.00

GEDC Tenant Activity Report

Banner Door (B104)
No activity to report

City of Geneva DPW (A311)
No activity to report

David Lee Foster, Esq. (A107)
No activity to report

Designing Sunny (A301)
No activity to report

FLX Glassware (Chad Lahr) (A104)
No activity to report

FLX Hospitality (B102)
No activity report

Food Justice (B101)
- In the process of signing a renewal

Geneva Sound Factory (A102)
No activity report

Geneva Theatre Guild (A305)
No activity to report

Hudson Data, LLC (A302)
No activity to report

Ibero American Action League (A100)
No activity report

JB Paper Company (VIRTUAL)
No activity to report

Jason G. Swartley / Financial Partners of Upstate NY (A203)
No activity report

J. Anderson, Cabinetmaker
- Signed renewal 7/1/23 - 6/30/24

KitGen (City of Geneva) (B102)
No activity to report

Lyons National Bank (A308)
No activity to report

Pretzel Logic (A303)
- In discussions regarding lease extension and payment plan

Super Casuals (A310)
No activity to report

Uncharted Spirits (A312)
No activity to report

Unity House of Cayuga County (A206)
No activity to report

Big D's Auction (A306)
No activity to report

Current Prospects:
1. Jim - showed space - light manufacturing business that would be interested in Pretzel Logic's space
2. Guy Mosher - startup brewery
3. Sezahd - dry mixing business

VACANCY:
A101: 1251sqft
A103: 140 sqft
A104: 380sqft
A105: 210sqft
A106: 350sqft
A109: 119sqft
A204: 663sqft
A205: 585sqft
A209: 1150sqft
A210 (asbestos): 1369sqft
A211 (asbestos): 1177sqft
A216 (asbestos): N/A
A307: 2,610sqft
A309: 9,250sqft
B103: 19,432sqft
TOTAL: 46,498sqft

Maintenance:

- Asbestos in section 210,211,216 should be addressed to get space rented

Accounting:
(attached)

Webster Property Management, LLC
Webster Property Management
350 East Ave, Suite 203
Rochester, NY 14604
(585)465-5000

GEDC
47 Castle Street, Geneva, NY 14456

Owner Statement

Ownerships: 122 N Genesee St

Date Range: 05/01/23 - 05/31/23

	Current	YTD
Beginning Bank Balance	50,643.22	49,000.91
Income		
Rental Income	15,564.36	96,704.66
Application Fees	0.00	80.00
Late Fees	50.00	310.00
CAM - Repairs & Maintenance	935.00	4,475.00
Utility Income	66.83	66.83
Gas & Propane	589.68	7,610.59
Water & Sewer	7.58	33.93
Electric	906.19	7,654.84
Unallocated Prepays	-412.12	2,147.88
Security Deposit Forfeitures	0.00	5,000.00
	17,707.52	124,083.73
Expense		
Management Fees Expense	2,200.84	9,895.50
Commissions & Fees Expense	3,142.50	3,592.50
Insurance Expense	2,766.10	2,766.10
Building Insurance Expense	0.00	5,532.20
Repairs & Maintenance Expense	7,641.90	43,523.89
Utilities Expense	1,749.70	33,746.59
Water & Sewer	0.00	1,588.64
Garbage	246.00	738.00
Office Expense (non-posting)	0.00	48.00
Telephone Services	162.98	1,259.50
Mortgage Interest Expense	1,733.65	8,804.16
	19,643.67	111,495.08
Net Income/Loss	**-1,936.15**	**12,588.65**
Less Undeposited Funds	-920.00	0.00
Ending Bank Balance	47,562.47	47,562.47

Cash Requirements

Total Reserve:	0.00
Security Deposits Held:	12,245.00
Total Requirements	12,245.00

COMMENTS

Geneva BID Maintenance Report Q1 2023

General: The first Quarter was quiet. We did not have a lot of snow so we worked on organization and cut back hours.

Payroll – First Quarter Maintenance payroll was $16,637.68
LDC / IDA reimbursement due: $376.30

Purchased Equipment
Earth Planter, 5 new large planters purchased: Invoice Paid
Garbage Bags $300 (normal BID purchase)

Services:
Graphic artist to render map with locations of the flower beds and infographic guide to the new landscape beds: invoice paid
Attached are copies of the first draft of the maps. There are some flower beds missing and I am having a few of the layout details changed.
We have been working with Anne Hoyt to put together Weeding Guides and volunteer plans.
Please see the April report for more detail on this project.

Thank you,
Catherine Price
Executive Director
Geneva BID

CITY OF GENEVA
INDUSTRIAL DEVELOPMENT AGENCY

NEW YORK

COMMUNICATING INTERNAL CONTROL RELATED MATTERS IDENTIFIED IN AN AUDIT

For Year Ended September 30, 2022

___________, 2023

To the Board of Directors
City of Geneva
Industrial Development Agency
New York

In planning and performing our audit of the financial statements of the City of Geneva Industrial Development Agency, New York as of and for the year ended September 30, 2022, 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, we considered the Agency's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Agency's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and, therefore, material weaknesses or significant deficiencies may exist that were not identified. In addition, because of inherent limitations in internal control including the possibility of management override of internal controls, misstatements due to error or fraud may occur and not be detected by such controls. However, as discussed below, we identified certain deficiencies in internal control that we consider to be significant deficiencies.

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 over financial reporting, such that there is a reasonable possibility that a material misstatement of the Agency's financial statements will not be prevented, or detected and corrected, on a timely basis. A reasonable possibility exists when the likelihood of an event occurring is either reasonably possible or probable as defined as follows:

- *Reasonably possible*. The chance of the future event or events occurring is more than remote but less than likely.
- *Probable*. The future event or events are likely to occur.

Material Weakness in Internal Control:

Accounting Records –

During the audit it was discovered that audit adjustments were needed to record capital assets and long-term liabilities, and to adjust beginning equity and current year activity related to the Enterprise Development Center. Additionally, we were unable to obtain and examine documentation to support capital asset balances reported at year end.

We recommend that the entity develop a detailed listing of real property, capital improvements, and equipment owned, along with corresponding depreciation schedules in order to meet GAAP requirements. Additionally, a process should be implemented to ensure that balances carrying over in the EDC system agree with final balances from the previous period.

Prior Year Deficiency in Internal Control Pending Corrective Action:

Annual Report Submission –

The IDA must submit a copy of the annual report, independent audit report, a management letter, and any other external examination of the books and accounts of the Agency within 90 days after its fiscal year end. This did not occur for the year ended September 30, 2022 as the audit report was unable to be issued timely.

We recommend the IDA ensure an independent audit and related audit report are able to be completed timely to ensure this reporting requirement is met.

Prior Year Recommendation:

We are pleased to report the following item has been corrected to our satisfaction:

1. We noted significant improvement in the completeness and timeliness of monthly oversight activities.

*   *   *

We believe that the implementation of these recommendations will provide the City of Geneva Industrial Development Agency with a stronger system of internal control while also making its operations more efficient. We will be happy to discuss the details of these recommendations with you at your convenience.

This communication is intended solely for the information and use of management, the Board, others within the organization and is not intended to be, and should not be, used by anyone other than these specified parties.

We wish to express our appreciation to all staff for the courtesies extended to us during the course of our examination.

Rochester, New York
________________________, 2023

CITY OF GENEVA
INDUSTRIAL DEVELOPMENT AGENCY

NEW YORK

B A S I C   F I N A N C I A L   S T A T E M E N T S

For The Years Ended September 30, 2022 and 2021

T A B L E   O F   C O N T E N T S

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
City of Geneva
Industrial Development Agency, New York

Report on the Audit of the Financial Statements

Disclaimer of Opinions

We were engaged to audit the financial statements of the business-type activities, and the aggregate remaining fund information of the City of Geneva, Industrial Development Agency, New York, (the Agency), as of and for the years ended September 30, 2022 and 2021, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements as listed in the table of contents.

We do not express an opinion on the accompanying financial statements of the Agency. Because of the significance of the matter described in the Basis for Disclaimer of Opinion section of our report, we have not been able to obtain sufficient appropriate audit evidence to provide a basis for an audit opinion on the financial statements.

Basis for Disclaimer of Opinions

The Agency has not maintained certain accounting records and supporting documents relating to transactions with its customers and suppliers, nor is the Agency's internal control adequate to provide safeguards over Agency assets and to assure the proper recording of transactions as of and for the years ended September 30, 2022 and 2021. Accordingly, we were unable to extend our auditing procedures sufficiently to determine the extent to which the financial statements may have been affected by these conditions.

Responsibilities of Management for the Financial Statements

The Agency's management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, 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 responsibility is to conduct an audit of the Agency's financial statements 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 and to issue an auditor's report. However, because of the matter described in the Basis for Disclaimer of Opinion section of our report, we were not able to obtain sufficient appropriate audit evidence to provide a basis for an audit opinion on these financial statements.

We are required to be independent of the Agency and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit.

Required Supplementary Information

Management has omitted the management's discussion and analysis that accounting principles generally accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing 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. Our opinion on the basic financial statements is not affected by this missing information.

Supplementary Information

We were engaged to audit the financial statements taken as a whole. The accompanying Combining Statement of Net Position, the Combining Statement of Revenues, Expenses, and Changes in Net Position, and the Combining Statement of Cash Flows are presented for purposes of additional analysis and are not a required part of the basic financial statements. Because of the significance of the matter described above, it is inappropriate to and we do not express an opinion on the accompanying Combining Statement of Net Position, the Combining Statement of Revenues, Expenses, and Changes in Net Position, and the Combining Statement of Cash Flows referred to above.

The schedule of lease agreements with the Agency has not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide assurance on it.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated __________, 2023 on our consideration of City of Geneva, Industrial Development Agency, New York's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely 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 the effectiveness of 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 City of Geneva, Industrial Development Agency, New York's internal control over financial reporting and compliance.

Rochester, New York
_________________, 2023

Statement 1

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
NEW YORK

STATEMENT OF NET POSITION

September 30, 2022 and 2021

	2022	2021
ASSETS:		
Current Assets -		
Cash and cash equivalents	$ 439,157	$ 144,119
Certificates of deposit	105,000	45,041
Lease receivables	43,715	-
Total Current Assets	$ 587,872	$ 189,160
Noncurrent Assets -		
Land held for development and sale	$ 93,615	$ 151,239
Lease receivables	365,287	-
Total Noncurrent Assets	$ 458,902	$ 151,239
Capital Assets -		
Land	$ 425,000	$ 425,000
Work in progress	356,227	356,227
Buildings, net	2,690,477	2,831,293
Total Capital Assets	$ 3,471,704	$ 3,612,520
TOTAL ASSETS	$ 4,518,478	$ 3,952,919
LIABILITIES:		
Current Liabilities -		
Accounts payable	$ 336	$ -
Security deposits	14,745	15,153
Total Current Liabilities	$ 15,081	$ 15,153
Noncurrent Liabilities -		
Due to other governments	$ 195,355	$ 106,095
Note payable:		
Due and payable within one year	24,411	23,305
Due and payable after one year	435,740	460,081
Total Noncurrent Liabilities	$ 655,506	$ 589,481
TOTAL LIABILITIES	$ 670,587	$ 604,634
DEFERRED INFLOWS OF RESOURCES:		
Deferred inflows of resources	$ 409,002	$ -
NET POSITION:		
Net investment in capital assets	$ 3,011,553	$ 3,129,134
Restricted - revolving loan and industrial park		
Unrestricted	427,336	219,151
TOTAL NET POSITION	**$ 3,438,889**	**$ 3,348,285**

(The accompanying notes are an integral part of the financial statements)

Statement 2

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
NEW YORK

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

For Years Ended September 30, 2022 and 2021

	2022	2021
OPERATING REVENUES:		
Rental income	$ 368,539	$ 257,179
Administration Fees	253,128	-
Other revenues	197	30,311
TOTAL OPERATING REVENUES	$ 621,864	$ 287,490
OPERATING EXPENSES:		
Administrative	$ 88,701	$ 93,075
Depreciation	140,816	140,816
Professional fees	53,639	106,795
Repairs and maintenance	72,366	49,454
Utilities	151,362	80,428
TOTAL OPERATING EXPENSES	$ 506,884	$ 470,568
OPERATING INCOME (LOSS)	$ 114,980	$ (183,078)
NONOPERATING REVENUES (EXPENSES):		
Interest revenue	$ 8,706	$ 430
Miscellaneous revenue	-	18,626
Miscellaneous expense	(125,573)	(3,232)
Interest expense	(22,344)	(23,492)
Sale of Industrial Park Land	157,859	-
Invesment in joint venture	(43,024)	-
TOTAL NONOPERATING REVENUES (EXPENSES)	$ (24,376)	$ (7,668)
INCREASE (DECREASE) IN NET POSITION	$ 90,604	$ (190,746)
NET POSITION - BEGINNING OF YEAR	3,348,285	3,539,031
NET POSITION - END OF YEAR	**$ 3,438,889**	**$ 3,348,285**

(The accompanying notes are an integral part of the financial statements)

Statement 3

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
NEW YORK

STATEMENT OF CASH FLOWS

For Years Ended September 30, 2022 and 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES:		
Cash received from providing services	$ 621,456	$ 308,293
Cash payments contractual expenses	(365,731)	(329,752)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	$ 255,725	$ (21,459)
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES:		
Principal payments on note payable	$ (23,235)	$ (22,087)
Interest paid on note payable	(22,344)	(23,492)
NET CASH (USED) BY CAPITAL AND RELATED FINANCING ACTIVITIES	$ (45,579)	$ (45,579)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Payments for miscellaneous expenses	$ (31,963)	$ 15,394
Interest income	8,706	430
NET CASH PROVIDED BY INVESTING ACTIVITIES	$ 144,851	$ 15,824
NET INCREASE (DECREASE) IN CASH	$ 354,997	$ (51,214)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	189,160	240,374
CASH AND CASH EQUIVALENTS - END OF YEAR	**$ 544,157**	**$ 189,160**
OPERATING INCOME (LOSS)	**$ 114,980**	**$ (183,078)**
Adjustments to Reconcile Net Income to Net Cash Flows from Operating Activities -		
Depreciation expense	$ 140,816	$ 140,816
Increase / (decrease) in liabilities	(71)	20,803
Total Adjustments	**$ 140,745**	**$ 161,619**
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	**$ 255,725**	**$ (21,459)**

(The accompanying notes are an integral part of the financial statements)

I. Summary of Significant Accounting Policies:

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

A. Financial Reporting Entity

The City of Geneva Industrial Development Agency, New York is a public benefit corporation under the mandate of Article 18-A, “New York State Industrial Development Agency Act” of New York State general municipal law.

The Agency reports related organizations under the guidance of the Governmental Accounting Standards Board. The Standards define the primary government and redefine and establish the criteria for which potential component units are included in the reporting entity. The Standards also define financial accountability of the primary government as being determined on the basis of fiscal dependency, appointment of a voting majority of a governing board, ability to impose its will or potential for the organization to provide specific financial benefits to, or to impose specific financial burdens on the primary government. The Agency is subject to the provisions of the New York State Public Authorities Law. As a local authority under the law, the Agency is required to make certain information available to the public.

1. Included in the Reporting Entity

a. Geneva Enterprise Development Center - The Agency is financially accountable for the Geneva Enterprise Development Center. Based on the above aforementioned criteria, the Geneva Enterprise Development Center is required to be included as a blended component unit in the accompanying financial statements.

b. City of Geneva Industrial Park - The Agency maintains joint ownership in the City of Geneva Industrial Park along with the Ontario County Industrial Development Agency and the City of Geneva. Based on the above aforementioned criteria, the City of Geneva Industrial Park is required to be included as a blended component unit in the accompanying financial statements.

B. Measurement Focus, Basis of Accounting and Basis of Presentation

The financial statements of the Agency are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred, regardless of when the related cash transaction takes place. Nonexchange transactions, in which the Agency gives or receives value without directly receiving or giving equal value in exchange, include grants. Revenue from grants is recognized in the financial year in which all eligibility requirements have been satisfied.

The Agency's basic financial statements consist of three statements that provide information about the Agency's business-type activities. The first statement is the statement of net position which lists all of the Agency's assets and liabilities, with the difference reported as net position. The net position is classified as net investment in capital assets and unrestricted net position. The second statement is the statement of revenues, expenses and changes in net position which details how the Agency's net position changed during the current year based on the reporting of the revenues and expenses recognized by the Agency. The third statement is the statement of cash flows which reports the activities that provide or use the cash and cash equivalents of the Agency.

C. Cash and Cash Equivalents

The Agency's cash and cash equivalents consists of cash on hand, demand deposits, and short-term investments with original maturities of three months or less from date of acquisition.

For the purpose of the statement of cash flows, the Agency considers cash to be all cash and cash equivalents.

D. Accounts Receivable

Receivables are stated at the amount management expects to collect. Amounts that management believes to be uncollectible, after collection efforts have been completed, are written off. In addition, management evaluates the need for and, if appropriate, provides an allowance to reduce receivables to amounts management expects will be collected.

In addition, the Agency will report a receivable relating to a leas arrangement. The receivable is recorded at the present value of the future payments and recognized over the life of the lease.

E. Property and Equipment

Property and equipment is recorded at acquisition cost and depreciated over the estimated useful lives of the respective assets using straight-line and accelerated methods. The cost of repairs, maintenance and minor replacements is expensed as incurred, whereas expenditures that materially extend property lives are capitalized. When depreciable property is retired or otherwise disposed of, the cost and related accumulated depreciation are removed for the accounts and any gain or loss is reflected in income. Depreciation expense amounted to $140,816 for fiscal year ended September 30, 2022.

F. Net Position

Equity is classified as net position and displayed in two components as defined below:

1. **Net Investment in Capital Assets** - Consists of capital assets less related debt.

2. **Unrestricted Net Position** - All other net position that does not meet the definition of "Investment in capital assets".

G. 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. This affects the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenues and expenditures during the reporting periods. Actual results could differ from those estimates.

H. Revenue Recognition

The Agency recognizes rental income as rentals become due. Rental payments received in advance are deferred until earned. All leases between the Agency and the tenants are operating leases.

I. Operating and Nonoperating Revenues and Expenses

The Agency distinguishes operating revenues and expenses from nonoperating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with the Agency's principal ongoing operations. The principal operating revenues of the Agency's funds are charges to tenants of the industrial park and administrative fees. Operating expenses for the Agency include the cost of the operations of the industrial park, administrative expenses, and depreciation on capital assets. All revenues and expenses not meeting this definition are reported as nonoperating revenues and expenses.

J. Income Taxes

The Agency is a Public Benefit Corporation of the State of New York and is exempt from federal income taxes under Section 115 of the Internal Revenue Code. Accordingly, no provision for income taxes has been made on the accompanying financial statements.

K. New Accounting Standards

The Agency has adopted all current Statements of the Governmental Accounting Standards Board (GASB) that are applicable. At September 30, 2022, the Agency implemented the following new standards issued by GASB:

GASB has issued Statement 87, *Leases*

GASB has issued Statement No. 92, *Omnibus 2020, Paragraphs 6, 7, 8, 9, 10, 12*

GASB has issued Statement No. 93, *Replacement of Interbank Offered Rates, Paragraphs 11b, 13 and 14*

GASB has issued Statement No. 97, *Certain Component Unit Criteria, and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans*

GASB has issued Statement No. 98, *The Annual Comprehensive Financial Report*

GASB has issued Statement No. 99, *Omnibus 2022 (extension of the use of LIBOR, accounting for SNAP distributions, disclosures of nonmonetary transactions, pledges of future revenues by pledging governments, clarification of certain provisions in GASB Statement 34, as amended, and terminology updates related to GASB Statement 53 and GASB Statement 63)*

L. Future Changes in Accounting Standards

GASB has issued Statement No. 91, *Conduit Debt Obligations*, which will be effective for reporting periods beginning after December 15, 2021.

GASB has issued Statement No. 94, *Public-Privatee and Public-Public Partnerships and Availability Payment Arrangements*, which will be effective for reporting periods beginning after June 15, 2022.

GASB has issued Statement No. 96, *Subscription Based Information Technology*, which will be effective for reporting periods beginning after June 15, 2022.

GASB has issued Statement No. 99, *Omnibus 2022 (leases, PPPs, and SBITAs)*, which will effective for reporting periods beginning after June 15, 2022.

GASB has issued Statement No. 99, *Omnibus* 2022 *(financial guarantees and the classification and reporting of derivative instruments within the scope of GASB Statement 53)*, which will effective for reporting periods beginning after June 15, 2023.

GASB has issued Statement No. 100, *Accounting for Changes and Error Corrections-an Amendment of GASB Statement No. 62*, which will be effective for reporting periods beginning after June 15, 2023.

GASB has issued Statement No. 101, *Compensated Absences*, which will be effective for reporting periods beginning after December 15, 2023.

The Agency is currently studying these statements and plans on adoption as required.

II. Changes in Accounting Principles

For the year ended December 31, 2022, the Agency implemented GASB Statement No. 87, *Leases*. The implementation of the statement changes to reporting for leases.

III. Cash, Certificates of Deposit and Investments

The Agency's investment policies are governed by state statutes. 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 Agency Treasurer is authorized to use interest bearing demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. treasury and U.S. agencies, repurchase agreements and obligations of New York State or its localities.

Collateral is required for demand deposits and certificates of 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 the State and its municipalities and school districts.

The Agency's aggregate bank balances were fully collateralized at September 30, 2022 and 2021.

Investment and Deposit Policy - The Agency follows an investment and deposit policy, the overall objective of which is to adequately safeguard the principal amount of funds invested or deposited; conformance with federal, state and other legal requirements; and provide sufficient liquidity of invested funds in order to meet obligations as they become due. Oversight of investment activity is the responsibility of the Agency Treasurer.

Interest Rate Risk - Interest rate risk is the risk that the fair value of investments will be affected by changing interest rates. The Agency's investment policy does not limit investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.

Credit Risk - The Agency's policy is to minimize the risk of loss due to failure of an issuer or other counterparty to an investment to fulfill its obligations. The Agency's investment and deposit policy authorizes the reporting entity to purchase to following types of investments:

- Interest bearing demand accounts
- Certificates of deposits
- Obligations of the United States Treasury and United States agencies
- Obligations of New York State and its localities

Custodial Credit Risk - Custodial credit risk is the risk that in the event of a failure of a depository financial institution, the reporting entity maty not recover its deposits. In accordance with the Agency's investment and deposit policy, all deposits of the Agency including interest bearing demand accounts and certificates of deposit, in excess of the amount insured under the provisions of the Federal Deposit Insurance Act (FDIC) shall be secured by a pledge of securities with an aggregate value equal to 102% of the aggregate amount of deposits. The Agency restricts the securities to the following eligible items:

- Obligations issued, fully insured or guaranteed as to the payment of principal and interest, by the United States Treasurer and United States agencies.
- Obligations issued or fully insured or guaranteed by New York State and its localities
- Obligations issued by other than New York State related in one of the three highest rating categories by a least one nationally recognized statistical rating organizations

IV. Receivables

The balance of lease receivables at December 31, is as follows:

	2022	2021
Lease Receivable	$ 409,002	$ -
Total Lease Receivable, Net	**$ 409,002**	**$ -**

The Agency has the following expected future collections for leases:

Year	Principal	Interest
2023	$ 43,715	$ 7,765
2024	36,928	6,952
2025	33,701	6,259
2026	34,380	5,579
2027	35,075	4,885
2028-32	181,280	13,525
2033-35	43,923	1,032
Total	**$ 409,002**	**$ 45,997**

V. Land Held for Development and Sale

The Agency maintains three separate investments in land held for resale through joint venture agreements with other local organizations. The Agency's ownership share of the joint venture is 14.71%. All acquisition and holding costs related to these investments have been capitalized.

V. Capital Assets

The following is a summary of capital assets for the Agency at September 30, 2022:

Type	Balance 10/1/21	Additions	Deletions	Balance 9/30/22
Capital assets not being Depreciated:				
Land & improvements	$ 425,000	$ -	$ -	$ 425,000
Work in progress	356,227	-	-	356,227
Total capital assets not being depreciated	$ 781,227	$ -	$ -	$ 781,227
Other capital assets:				
Buildings and improvements	$ 5,330,881	$ -	$ -	$ 5,330,881
Total other capital assets at historical cost	$ 5,330,881	$ -	$ -	$ 5,330,881
Less accumulated depreciation for:				
Buildings and improvements	$ 2,499,588	$ 140,816	$ -	$ 2,640,404
Total accumulated depreciation	$ 2,499,588	$ 140,816	$ -	$ 2,640,404
Other capital assets, net	$ 2,831,293	$ (140,816)	$ -	$ 2,690,477
Governmental activities capital assets, net	**$ 3,612,520**	**$ (140,816)**	**$ -**	**$ 3,471,704**

VI. Due to Other Governments

Due to other governments represents amounts owed to the Ontario County Industrial Development Agency, and the City of Geneva related to interests in a joint venture. There are no specific repayment terms.

The Agency is a participant with Ontario County Industrial Development Agency, and the City of Geneva in a Joint Venture Agreement to operate the Geneva Industrial Park. On dissolution of the joint venture the net assets of the Park will be shared according to the terms of the Joint Venture Agreement dated June 1, 1989. Initial capital contribution, future contributions, title to the property and voting shares are also included in the Joint Venture Agreement.

The amounts owed to other governments are comprised of the amounts of $195,355 and $106,095 at September 30, 2022, and 2021 respectively:

	2022	2021
Joint Venture:		
City of Geneva	$ 144,825	$ 78,653
Ontario County IDA	50,530	27,442
Total Due To Other Governments-Joint Venture	**$ 195,355**	**$ 106,095**

VII. Outstanding Bond Issues

Bonds issued by the Agency are collateralized by the property which is leased to the borrowing company and the bonds are retired by lease payments. The bonds are not an obligation of the Agency, the City of Geneva or the State of New York. The Agency does not record the assets or liabilities resulting from a completed bond issue in their accounts, since its primary function is to arrange the financing between the borrowing company and the lending bondholders, and the funds arising there from are controlled by a trustee bank.

VIII. Long-Term Liabilities

A. Note Payable

The Agency issued a note payable to provide funds for various projects at 122 N. Genesee Street, Geneva, New York. The note payable outstanding at September 30, 2022 is as follows:

Description	Issue Date	Original Amount	Interest Rate	Final Maturity	Amount Outstanding 9/30/2022
122 N. Genesee Street	2018	$ 551,701	4.66%	2036	$ 460,151
					$ 460,151

(VIII.) (Continued)

B. **Changes in Long-Term Liabilities**

Changes in the Agency's long-term liabilities for the year ended September 30, 2022 are as follows:

	Balance 10/1/2021	Additions	Deletions	Balance 9/30/2021	Due Within One Year
Note Payable	$ 483,386	$ -	$ 23,235	$ 460,151	$ 24,411
Total	**$ 483,386**	**$ -**	**$ 23,235**	**$ 460,151**	**$ 24,411**

The debt service requirements for the Agency's note is as follows:

Year	Principal	Interest
2023	$ 24,411	$ 20,923
2024	25,577	19,760
2025	26,794	18,543
2026	28,070	17,267
2027	29,406	15,931
2028-32	169,414	57,272
2033-36	156,479	14,435
Total	**$ 460,151**	**$ 164,131**

IX. Leases

At September 30, 2022 and 2021, the Agency had entered into various lease agreements. These leases are merely financing arrangements in which the Agency has provided tax incentives or acts only as a financing conduit. Therefore, the Agency does not record these transactions in its financial records.

X. Litigation

The Agency was named as a co-defendant in a lawsuit for a foreclosure on a property as of the balance sheet date, however, the property was foreclosed in December of 2022, and the Agency did not incur any liability.

Supplemental
Schedule 1

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
NEW YORK

COMBINING STATEMENT OF NET POSITION

September 30, 2022

	Operating Fund	Industrial Park	Enterprise Development Center	Reclassifications and Eliminations	Total 2022
ASSETS:					
Current Assets -					
Cash and cash equivalents	$ 198,156	$ 199,048	$ 41,953	$ -	$ 439,157
Certificates of deposit	75,000	30,000	-	-	105,000
Due from GEDC	90,010	-	-	(90,010)	-
Lease receivables	-	-	43,715	-	43,715
Total Current Assets	$ 363,166	$ 229,048	$ 85,668	$ (90,010)	$ 587,872
Noncurrent Assets -					
Investment in City of Geneva Industrial Park	$ 14,240	$ -	$ -	$ (14,240)	$ -
Land held for development and sale	27,616	65,999	-	-	93,615
Lease receivables	-	-	365,287	-	365,287
Total Noncurrent Assets	$ 41,856	$ 65,999	$ 365,287	$ (14,240)	$ 458,902
Capital Assets -					
Land	$ -	$ -	$ 425,000	$ -	$ 425,000
Work in Progress	-	-	356,227	-	356,227
Buildings, net	-	-	2,690,477	-	2,690,477
Total Capital Assets	$ -	$ -	$ 3,471,704	$ -	$ 3,471,704
TOTAL ASSETS	$ 405,022	$ 295,047	$ 3,922,659	$ (104,250)	$ 4,518,478
LIABILITIES:					
Current Liabilities -					
Accounts payable	$ 336	$ -	$ -	$ -	$ 336
Security deposits	-	-	14,745	-	14,745
Due to IDA	-	-	90,010	(90,010)	-
Total Current Liabilities	$ 336	$ -	$ 104,755	$ (90,010)	$ 15,081
Noncurrent Liabilities -					
Due to other governments	$ -	$ 195,355	$ -	$ -	$ 195,355
Note payable:					
Due and payable within one year	-	-	24,411	-	24,411
Due and payable after one year	-	-	435,740	-	435,740
Total Noncurrent Liabilities	$ -	$ 195,355	$ 460,151	$ -	$ 655,506
TOTAL LIABILITIES	$ 336	$ 195,355	$ 564,906	$ (90,010)	$ 670,587
DEFERRED INFLOWS OF RESOURCES:					
Deferred inflows of resources	$ -	$ -	$ 409,002	$ -	$ 409,002
NET POSITION:					
Net investment in capital assets	$ -	$ -	$ 3,011,553	$ -	$ 3,011,553
Unrestricted	404,686	99,692	(62,802)	(14,240)	427,336
TOTAL NET POSITION	**$ 404,686**	**$ 99,692**	**$ 2,948,751**	**$ (14,240)**	**$ 3,438,889**

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
NEW YORK

COMBINING STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

For Year Ended September 30, 2022

	Operating Fund	Industrial Park	Enterprise Development Center	Reclassifications and Eliminations	Total 2022
OPERATING REVENUES:					
Rental income	$ 2,535	$ 4,358	$ 361,646	$ -	$ 368,539
Administration Fees	253,128	-	-	-	253,128
Other revenues	-	-	197	-	197
TOTAL OPERATING REVENUES	$ 255,663	$ 4,358	$ 361,843	$ -	$ 621,864
OPERATING EXPENSES:					
Administrative	$ 36,288	$ -	$ 52,413	$ -	$ 88,701
Depreciation	-	-	140,816	-	140,816
Professional fees	35,835	2,450	15,354	-	53,639
Repairs and maintenance	-	-	72,366	-	72,366
Utilities	-	-	151,362	-	151,362
TOTAL OPERATING EXPENSES	$ 72,123	$ 2,450	$ 432,311	$ -	$ 506,884
OPERATING INCOME (LOSS)	$ 183,540	$ 1,908	$ (70,468)	$ -	$ 114,980
NONOPERATING REVENUES (EXPENSES):					
Interest revenue	$ 35	$ -	$ 8,671	$ -	$ 8,706
Distribution of partnership income	-	(125,573)	-	-	(125,573)
Interest expense	-	-	(22,344)	-	(22,344)
Sale of Industrial Park Land	76,424	81,435	-	-	157,859
Invesment in joint venture	(43,024)	-	-	-	(43,024)
TOTAL NONOPERATING REVENUES (EXPENSES)	$ 33,435	$ (44,138)	$ (13,673)	$ -	$ (24,376)
INCREASE (DECREASE) IN NET POSITION	$ 216,975	$ (42,230)	$ (84,141)	$ -	$ 90,604
NET POSITION - BEGINNING OF YEAR	187,711	141,922	3,032,892	(14,240)	3,348,285
NET POSITION - END OF YEAR	**$ 404,686**	**$ 99,692**	**$ 2,948,751**	**$ (14,240)**	**$ 3,438,889**

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
NEW YORK

COMBINING STATEMENT CASH FLOWS

For Year Ended September 30, 2022

	Operating Fund	Industrial Park	Enterprise Development Center	Total 2022
CASH FLOWS FROM OPERATING ACTIVITIES:				
Cash received from providing services	$ 255,663	$ 4,358	$ 361,435	$ 621,456
Cash payments contractual expenses	(71,786)	(2,450)	(291,495)	(365,731)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	$ 183,877	$ 1,908	$ 69,940	$ 255,725
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES:				
Principal payments on note payable	$ -	$ -	$ (23,235)	$ (23,235)
Interest paid on note payable	-	-	(22,344)	(22,344)
NET CASH PROVIDED (USED) BY CAPITAL AND RELATED FINANCING ACTIVITIES	$ -	$ -	$ (45,579)	$ (45,579)
CASH FLOWS FROM INVESTING ACTIVITIES:				
Sale of land held for investment	$ -	$ 611,223	$ -	$ 611,223
Distribution of land sale proceeds	76,424	(519,539)	-	(443,115)
Investment in joint venture	(43,024)	11,061	-	(31,963)
Interest income	35	-	8,671	8,706
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	$ 33,435	$ 102,745	$ 8,671	$ 144,851
NET INCREASE (DECREASE) IN CASH	$ 217,312	$ 104,653	$ 33,032	$ 354,997
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	55,844	124,395	8,921	189,160
CASH AND CASH EQUIVALENTS - END OF YEAR	**$ 273,156**	**$ 229,048**	**$ 41,953**	**$ 544,157**
OPERATING INCOME (LOSS)	**$ 183,540**	**$ 1,908**	**$ (70,468)**	**$ 114,980**
Adjustments to Reconcile Net Income to Net Cash Flows from Operating Activities -				
Depreciation expense	$ -	$ -	$ 140,816	$ 140,816
Increase / (decrease) in liabilities	337	-	(408)	(71)
Total Adjustments	**$ 337**	**$ -**	**$ 140,408**	**$ 140,745**
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	**$ 183,877**	**$ 1,908**	**$ 69,940**	**$ 255,725**

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
New York

SCHEDULE OF LEASE AGREEMENTS WITH THE AGENCY

For Year Ended September 30, 2022

1.	Name of Lessee:	Ramada Inn
	Address of Lessee:	1 Lakefront Drive
		Geneva, New York 14456
	Date of Lease:	1997
	Date of Expiration:	12/31/2027
2.	Name of Lessee:	Guardian Industries
	Address of Lessee:	Forge Avenue
		Geneva, New York 14456
	Date of Lease:	2018
	Date of Expiration:	01/31/2036
3.	Name of Lessee:	Wine Country Hospitality, LLC
	Address of Lessee:	383 Hamilton Street
		Geneva, New York 14456
	Date of Lease:	2016
	Date of Expiration:	12/31/2031
4.	Name of Lessee:	N.P. Massa, LLC
	Address of Lessee:	470 Exchange Street
		Geneva, New York 14456
	Date of Lease:	2017
	Date of Expiration:	12/31/2037

5.	Name of Lessee:	Geneva, LLC
	Address of Lessee:	White Springs Geneva, New York 14456
	Date of Lease:	2013
	Date of Expiration:	12/31/2022
6.	Name of Lessee:	Geneva Shopping Center, LLC
	Address of Lessee:	Hamilton Street Geneva, New York 14456
	Date of Lease:	2013
	Date of Expiration:	12/31/2027
7.	Name of Lessee:	DCMB Ventures, LLC
	Address of Lessee:	459-465 Exchange Street Geneva, New York 14456
	Date of Lease:	2021
	Date of Expiration:	12/31/2036

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*

Independent Auditors' Report

To the Board of Directors
City of Geneva
Industrial Development Agency
New York

We were engaged to audit, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the business-type activities, and the aggregate remaining fund information of the City of Geneva Industrial Development Agency, New York, (Agency) as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the City of Geneva Industrial Development Agency, New York's basic financial statements, and have issued our report thereon dated ___________, 2023. Our report disclaims an opinion on such financial statements because the Agency has not maintained certain accounting records and supporting documents relating to transactions with its customers and suppliers, nor is the Agency's internal control adequate to provide safeguards over Agency assets and to assure the proper recording of transactions as of and for the year ended September 30, 2022. Accordingly, we were unable to extend our auditing procedures sufficiently to determine the extent to which the financial statements may have been affected by these conditions.

Report on Internal Control Over Financial Reporting

In connection with our engagement to audit the financial statements of the City of Geneva Industrial Development Agency, New York, we considered the City of Geneva Industrial Development Agency, New York'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 City of Geneva Industrial Development Agency, New York's internal control. Accordingly, we do not express an opinion on the effectiveness of the City of Geneva Industrial Development Agency, New York's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weakness or significant deficiencies may exist that have not been identified. However, as described in the accompanying schedule of findings and responses, we did identify certain deficiencies in internal control that we consider to be material weaknesses.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Agency's financial statements will not be prevented, or detected and corrected on a timely basis. We consider the deficiency described in the accompanying schedule of findings and responses as item 2022-001 to be a material weakness.

Report on Compliance and Other Matters

In connection with our engagement to audit the financial statements of the City of Geneva Industrial Development Agency, New York 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 financial statements. 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 one instance of noncompliance or other matters that is required to be reported under *Government Auditing Standards,* and which is described in the accompanying schedule of findings and responses as item 2022-002. Additionally, if the scope of our work had been sufficient to enable us to express an opinion on the financial statements, other instances of noncompliance or other matters may have been identified and reported herein.

Agency's Responses to Findings

Government Auditing Standards require the auditor to perform limited procedures on the Agency's response to the findings identified in our engagement and described in the accompanying schedule of findings and responses. The City of Geneva, Industrial Development Agency, New York's responses were not subjected to the other auditing procedures applied in the engagement to audit of the financial statements and, accordingly, we express no opinion on the responses.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency'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 Agency's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Rochester, New York
____________________, 2023

CITY OF GENEVA INDUSTRIAL DEVELOPMENT AGENCY
New York

SCHEDULE OF FINDINGS AND RESPONSES

For the Year Ended September 30, 2022

I. Summary of the Auditor's Results

Financial Statements

(a) Type of auditor's report issued	Disclaimer
(b) Internal control over financial reporting	
(i) Material weaknesses identified	Yes
(ii) Significant deficiency(ies) identified	No
(c) Noncompliance material to financial statements noted	Yes

II. Financial Statement Findings

2022-001 Accounting Records

Criteria: An entity must maintain accounting records as transactions occur to ensure that financial activity is complete, accurate and is in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

Condition: During the audit it was discovered that audit adjustments were needed to record capital assets and long-term liabilities, and to adjust beginning equity and current year activity related to the Enterprise Development Center. Additionally, we were unable to obtain and examine documentation to support capital asset balances reported at year end.

Cause: There is a lack of historical documentation related to the acquisition of, and improvements to, the EDC.

Effect: This material weakness could result in an increased risk that accounting errors or fraud could occur and not be detected and financial reports could be misstated.

Recommendation: We recommend that the entity develop a detailed listing of real property, capital improvements, and equipment owned, along with corresponding depreciation schedules in order to meet GAAP requirements. Additionally, a process should be implemented to ensure that balances carrying over in the EDC system agree with final balances from the previous period.

Views of Responsible Officials and Planned Corrective Actions: Since the end of the 2020-21 fiscal year, management of the IDA has transitioned. New management has standardized bookkeeping practices and begun providing financial statements for review at the monthly board meetings. The property management of GEDC also changed during the 2020-21 fiscal year, and the new property manager (Webster Properties) has already substantially improved financial reporting and record keeping. The record keeping shortfalls related to GEDC date back to the prior property manager.

In fiscal year 2021-22, IDA management ensured that: 1) audit adjustments were recorded, 2) IDA and Park Partnership bank accounts were reconciled on a monthly basis and provided to the board treasurer for review, 3) the board received written financial statements on a monthly basis. Webster Properties maintains the GEDC books and provides monthly financial statements to the board.

III. Compliance Findings

2022-002 Annual Report and Independent Audit Report

Observation: The IDA must submit a copy of the annual report, independent audit report, a management letter, and any other external examination of the books and accounts of the Agency within 90 days after its fiscal year end. This did not occur for the year ended September 30, 2022 and September 30, 2021 as the audit report was unable to be issued timely.

Recommendation: We recommend the IDA ensure an independent audit and related audit report are able to be completed timely to ensure this requirement is met.

Views of Responsible Officials and Planned Corrective Actions: The IDA board and management will, to the extent that it is within their control, ensure that an audit firm is engaged and ready to begin audit work earlier in the year to avoid late filings.

Independent Auditors' Report

To the Board of Directors
City of Geneva
Industrial Development Agency
New York

We have examined the City of Geneva Industrial Development Agency, New York, (the Agency)'s, compliance with its own investment guidelines, the New York State Comptroller's Investment Guidelines, and Section 2925 of the New York State Public Authorities Law (collectively, investment guidelines) during the period October 1, 2021 to September 30, 2022. The management of the Agency is responsible for the Agency's compliance with the specified requirements. Our responsibility is to express an opinion on the Agency's compliance with the specified requirements based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the examination to obtain reasonable assurance about whether the Agency complied, in all material respects, with the specified requirements referenced above. An examination involves performing procedures to obtain evidence about whether the Agency complied with the specified requirements. The nature, timing, and extent of the procedures selected depending on our judgement, including an assessment of the risks of material noncompliance, whether due to fraud or error. We believe that the evidence we obtained is sufficient and appropriate to provide a reasonable basis for our opinion.

Our examination does not provide a legal determination on the Agency's compliance with specified requirements.

In our opinion, the Agency complied, in all material respects, with its own investment guidelines, the New York State Comptroller's Investment Guidelines, and Section 2925 of the New York State Public Authorities Law (collectively, investment guidelines) during the period October 1, 2021 to September 30, 2022.

Rochester, New York
_________________, 2023

Summary of Responses to Joint Audit RFP
As of May 31, 2023

The Geneva IDA and Geneva LDC released a joint RFP for audit services. As of May 31, 2023, 2 proposals had been received by email. It is possible that additional proposals were received by mail, but have not been picked up yet. An updated summary will be distributed in the case that additional proposals were received.

	Geneva IDA – Sept 30			Geneva LDC – Dec 31		
Firm	2023	2024	2025	2023	2024	2025
MMB & Co	$13,150	$13,800	$14,475	$7,700	$8,500	$9,100
Bonadio	$21,500	$22,800	$24,200	$12,000*	$12,800	$13,600

*Bonadio indicates that the LDC's financial statements may be done under FASB standards instead of GASB. If so, an additional $3,000 would be charged to transition them. However, note B of the 2021 audit indicates that GASB standards are followed.