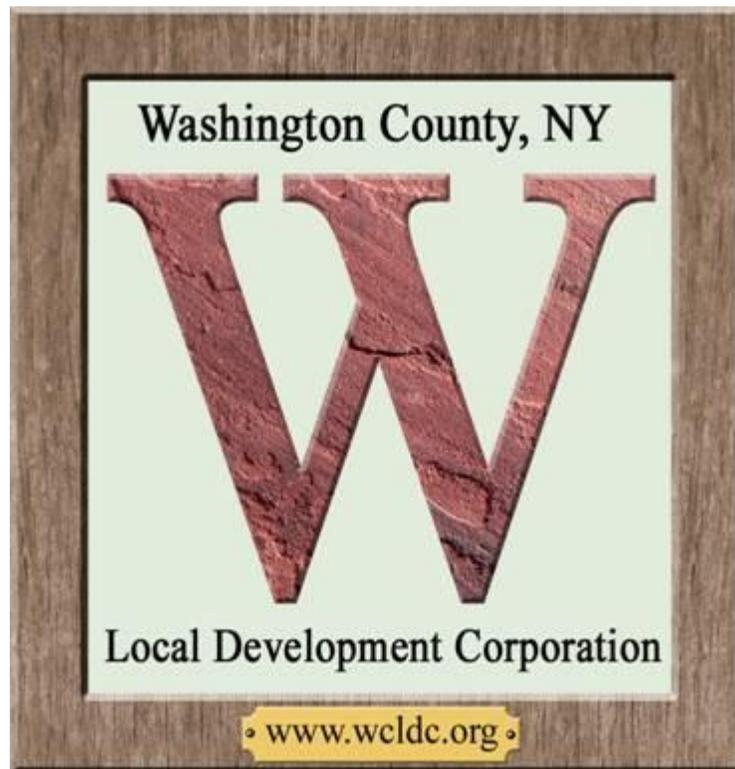


WASHINGTON COUNTY
LOCAL DEVELOPMENT CORPORATION
2021 ANNUAL REPORT



www.wcldc.org

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**The Washington County Local Development Corporation announces its Officers
and Committees for 2020 and 2021**

2020/2021 Officers/Executive Committee

Jared Humiston, representing Argyle, Chairman
Dave O'Brien, Hampton Supervisor, Vice Chairman
Sue Clary, Salem Supervisor, Secretary
Brian Campbell, Hebron Supervisor, Treasurer

The 2020/2021 Board of Directors

Jared Humiston, representing Argyle
Marion Watkins, representing Cambridge
Paul Ferguson, Dresden Supervisor
Dan Shaw, Easton Supervisor
Samuel Hall, Fort Ann Supervisor
Lester Losaw, Fort Edward Supervisor
Matt Hicks, Granville Supervisor
Don Ward, Greenwich Supervisor
Dana Haff, Hartford Supervisor
Dave O'Brien, Hampton Supervisor
Brian Campbell, Hebron Supervisor
Mark Mahoney, representing Jackson
Dana Hogan, Kingsbury Supervisor
Darrell Wilson, Putnam Supervisor
Dave Higby, representing Salem
James Griffith, White Creek Supervisor
John Rozell, Whitehall Supervisor

2020/2021 Loan Review Committee

Jared Humiston, representing Argyle, Chair
Mark Mahoney, representing Jackson
Brian Campbell, Hebron Supervisor
Dave O'Brien, Hampton Supervisor
Sam Hall, Fort Ann Supervisor
John Rozell, Whitehall Supervisor
Dave Higby, representing Salem

2020/2021 Audit and Finance Committee

Marion Watkins, representing White Creek, Chair
Jared Humiston, representing Argyle
Lester Losaw, Fort Edward Supervisor
Dave O'Brien, Hampton Supervisor
John Rozell, Whitehall Supervisor

2020/2021 Governance Committee

Dave O'Brien, Hampton Supervisor, Chair
Jared Humiston, representing Argyle
Brian Campbell, Hebron Supervisor
Marion Watkins, representing White Creek
Sam Hall, Fort Ann Supervisor

Table of Contents

Mission Statement.....	1
Introduction.....	1
COVID-19 Impact.....	1
Loan Program Overview.....	1
Community Development Loan Fund.....	3
Economic Development Loan Program.....	3
Intermediary Re-lending Program.....	3
Microenterprise Loan Fund.....	3
Start-Up ADK.....	3
Warren-Washington Airport Industrial Park.....	3
Financial Situation.....	4
What to expect in 2021.....	5

Mission Statement

The Mission of the Washington County Local Development Corporation, a not-for-profit entity, is to stimulate economic development activities that encourage investment in Washington County, NY. The WCLDC will serve as a resource to retain and increase employment opportunities, encourage the expansion and growth of existing businesses, and attract new businesses to Washington County, NY. Fostering employment opportunities for Washington County residents while expanding and increasing the tax base are key objectives of the WCLDC. The WCLDC will seek to further its mission through the provisions of low interest loans to businesses.

Introduction

The primary service offered by the WCLDC is lending. Financing entrepreneurs, supporting company expansions, equipment purchases, and real estate investments are just a few of the services available. Another priority is partnerships; we frequently work with financial institutions to assist businesses, as well as offer community development investment programs for developers. The WCLDC consistently collaborates and engages with strategic regional economic development agencies and statewide organizations to ensure resources, programs and funding streams to best serve existing businesses and start-ups are available. Whether its equipment for upgrading existing machinery, adding production lines, buying or building a facility, working capital or job creation; the WCLDC has programs with funding options to encourage growth and job creation across all sectors throughout the county.

COVID-19 Impact

COVID has obviously continued to have a major impact on the business community and therefore, the LDC as well. It has not only created an unstable and uncertain environment for the businesses on our current loan portfolio but, has also affected the confidence levels of prospective borrowers and lenders. We, therefore, have received fewer loan applications for new financing since the pandemic began. This past year has begun to transition back towards businesses looking for new financing but, we also continued to focus on retention and preservation for the businesses already in our portfolio.

It is an unprecedented time and we, like everyone else in the world, have worked hard to keep up with the ever-changing climate (economic, political, personal, etc.) around us. Throughout, we have been a resource and partner to support the business community as we all traverse these uncharted waters. The LDC has continually provided information and resources regarding funding sources, programs, and events/opportunities.

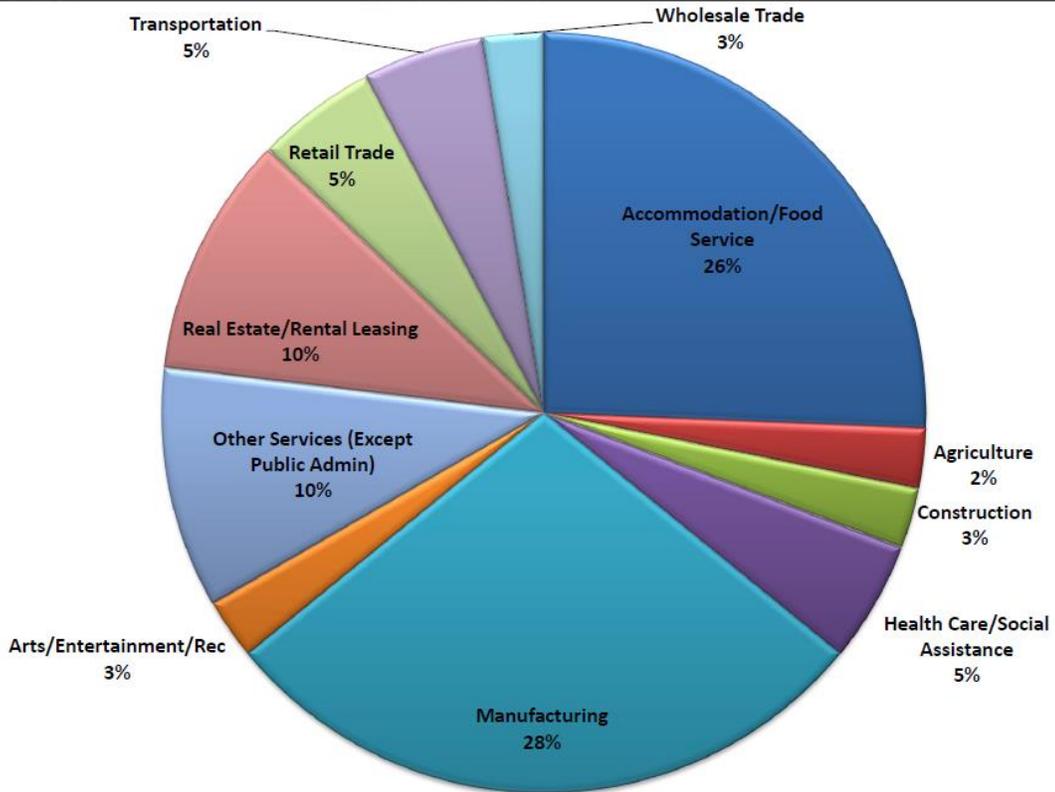
A couple of businesses on the loan portfolio were impacted especially hard by COVID and therefore, were forced to close as noted on the monthly loan list on our website wcldc.org. We have reviewed a few modification requests relating to the effects of the pandemic as well. We will continue to communicate and work with the businesses as their needs and the pandemic evolve.

Loan Program Overview

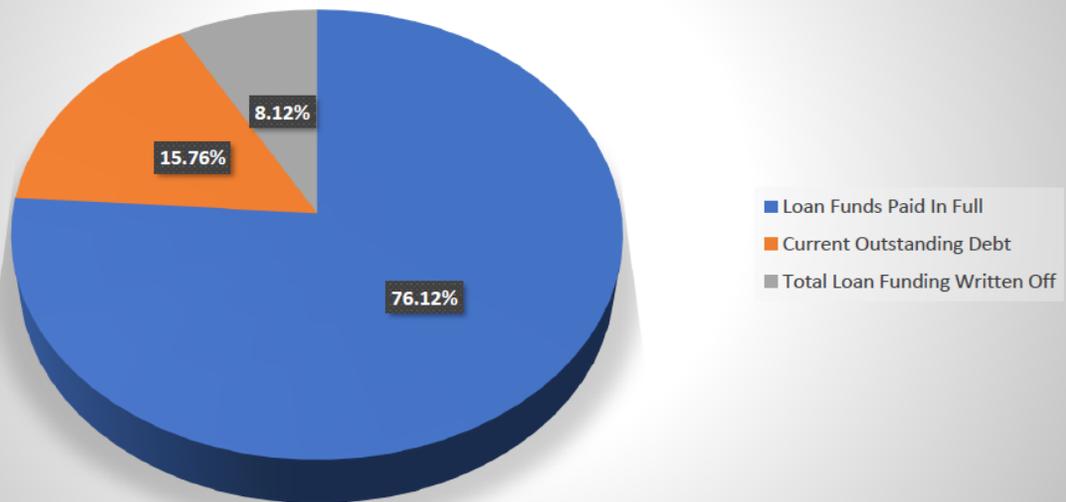
Overall, we were presented with three loan applications for consideration which were all approved. The WCLDC ended the year closing \$395,000 on loans to the three businesses. The loans processed were used for projects including two new start-up businesses and an expansion into a second location for an existing business from Saratoga County. As of December 31, 2021, the total portfolio included thirty-nine loans representing \$4.8 million, with a principal balance of approximately \$2.9 million.

Loans By Sector

- Accommodation/Food Service
- Agriculture
- Construction
- Health Care/Social Assistance
- Manufacturing
- Arts/Entertainment/Rec
- Other Services (Except Public Admin)
- Real Estate/Rental Leasing
- Retail Trade
- Transportation
- Wholesale Trade



WCLDC Complete Loan Portfolio Breakdown (1985-Current)



Total Loan Funds Expended Since Inception = \$18,632,788.15

Overall Total # of Loans = 192

Overall Success Rate of Loan Portfolio = 91.88%

Overall Rate of Loans Written Off = 8.12%

Community Development Loan Fund

There were three loan closings in this loan program in 2021 totaling \$159,000.

The portfolio, at year end, included twenty-six businesses representing approximately \$3.35 million in loans and an outstanding balance of approximately \$2.25 million.

Economic Development Loan Program

There were no loan closings in this loan program in 2021.

At year end, the portfolio included eight loans representing \$1.4 million, with an outstanding principal balance of approximately \$469,000.

Intermediary Re-lending Program

There were no loan closings in this loan program in 2021.

At year end, the portfolio included four businesses representing \$364,000 in loans, with an outstanding principal balance of approximately \$208,000.

Microenterprise Loan Fund

There were no loan closings in this loan program in 2021.

At year end, the portfolio included one business representing \$10,000 in loans with an outstanding principal balance of approximately \$7,800.

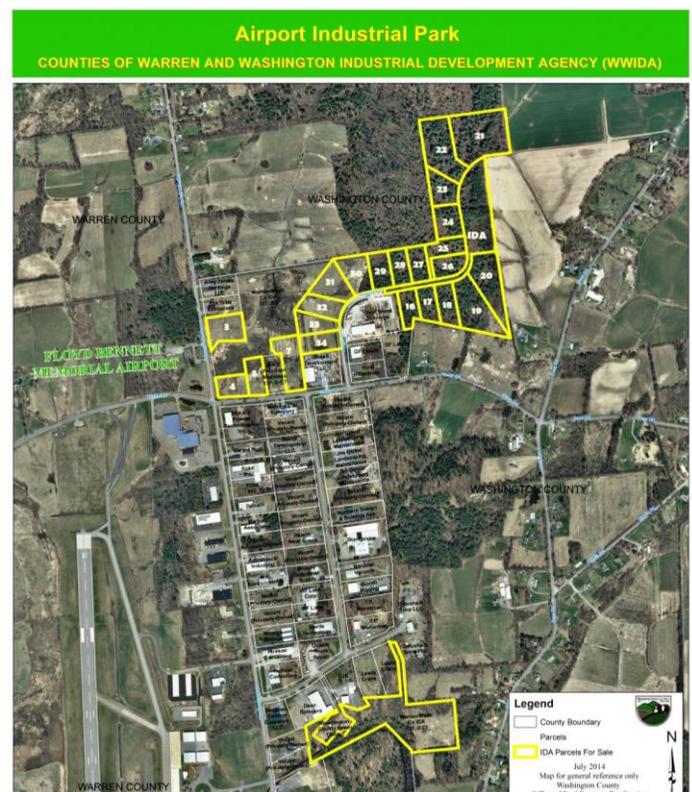
Start-Up ADK (formerly Microenterprise Assistance Program)

Together with Warren County LDC and SUNY Adirondack Continuing Education we successfully hosted two 8-week sessions of Start-up ADK in the spring and fall of 2021. Approximately 25 individuals enrolled in the course in 2021, including new and expanding businesses.

Our Presenters were generous in sharing both their time and professional insight with our participants. The course qualifies individuals interested in going into business or expanding operations for a Micro loan up to \$25,000. We work with professionals in a variety of fields that volunteer their time to share their expertise, experiences and advice with the individuals interested in learning about what it truly means to go into business, or in some cases, if they're really ready to go into business or take on an expansion project.

Warren-Washington Airport Industrial Park

Located on the border of Warren and Washington Counties in Northeastern New York, the Warren-Washington County IDA (WWIDA) is proud to announce that Phase II in Kingsbury, Washington County has been designated as “shovel ready” through New York State’s Shovel Ready Certification Program. The 66-acre site on County Line Road is now pre-qualified for future development as a multi-tenant business and technology park. By accomplishing Shovel Ready Certification for this site in Washington County, the potential to attract



developers and/or business interest is increased substantially, and the time to complete any project is significantly reduced.

Obtaining this Shovel Ready certification for the sites in Washington County couldn't come at a better time. With the increased volume of investment interests our County is receiving, having this valuable inventory with the process streamlined is certainly an advantage when competing to secure business expansions and/or a potential business re-location. We look forward to utilizing this certification to the fullest extent. If you're looking for a world-class setting within four hours of the Canadian, Boston and New York City Markets, the Airport Industrial Park is the place to be.

An hour north of Albany NY, the Industrial Park is adjacent to Floyd Bennett Memorial Airport; offering business customers a 5000' Primary and 4000' Secondary ILS runway, shuttle and limo services, hangar space that accommodate up to a Gulfstream IV; as well as concierge services.

Nestled between the Adirondack and Green Mountains of New York and Vermont, the Airport Industrial Park is centrally located to serve and distribute throughout the Northeast. The Park offers shovel ready sites served by municipal water and sewer, natural gas, fiber optic infrastructure and 3-Phase power. Current tenant operations include high-tech, medical device manufacturing, and custom trade operations.

Add your business to the mix of successful and thriving enterprises at the Airport Industrial Park and watch growth happen.

Financial Situation

WASHINGTON COUNTY LOCAL DEVELOPMENT CORPORATION
(A Discretely Presented Component Unit of the County of Washington, New York)
Supplementary Information
Schedule of Financial Position
December 31, 2021

<u>Assets</u>	With Donor Restrictions				<u>Total</u>
	<u>Without Donor Restrictions</u>	<u>Income After Closeout</u>	<u>Intermediary Relending Program</u>	<u>RBEG Grant</u>	
Current assets:					
Cash:					
Unrestricted	\$ 1,991,716	-	-	-	1,991,716
Restricted	-	-	98,086	33,084	131,170
Total cash	1,991,716	-	98,086	33,084	2,122,886
Investments	-	-	22,000	-	22,000
Receivables:					
Loans receivable, current portion	479,250	15,365	29,092	-	523,707
Lease payments receivable	-	-	-	3,004	3,004
Interest receivable	34,558	-	-	-	34,558
Prepaid expenses	1,535	-	-	-	1,535
Total current assets	2,507,059	15,365	149,178	36,088	2,707,690
Other assets - loans receivable, net of allowance for doubtful accounts and excluding current portion	<u>1,985,270</u>	<u>127,928</u>	<u>166,865</u>	<u>-</u>	<u>2,280,063</u>
Total assets	<u>\$ 4,492,329</u>	<u>143,293</u>	<u>316,043</u>	<u>36,088</u>	<u>4,987,753</u>
<u>Liabilities and Net Assets</u>					
Current liabilities:					
Prepaid interest	-	855	240	-	1,095
Current portion of loan payable	-	-	11,509	-	11,509
Total current liabilities	-	855	11,749	-	12,604
Long-term liabilities - loan payable, net of current portion	-	-	71,040	-	71,040
Total liabilities	-	855	82,789	-	83,644
Net assets:					
Net assets without donor restrictions	4,492,329	-	-	-	4,492,329
Net assets with donor restrictions	-	142,438	233,254	36,088	411,780
Total net assets	<u>4,492,329</u>	<u>142,438</u>	<u>233,254</u>	<u>36,088</u>	<u>4,904,109</u>
Total liabilities and net assets	<u>\$ 4,492,329</u>	<u>143,293</u>	<u>316,043</u>	<u>36,088</u>	<u>4,987,753</u>

WASHINGTON COUNTY LOCAL DEVELOPMENT CORPORATION
(A Discretely Presented Component Unit of the County of Washington, New York)
Supplementary Information
Schedule of Activities
Year ended December 31, 2021

	Without Donor Restrictions	With Donor Restrictions			Total
		Income After Closeout	Intermediary Relending Program	RBEG Grant	
Revenue:					
Interest on loans	\$ 147,186	6,615	12,645	-	166,446
Other interest income	1,285	-	-	-	1,285
Contributions and grants	80,000	-	-	-	80,000
Origination and late fees	14,500	-	-	-	14,500
Events income	272	-	-	-	272
Other income	170,713	-	9,492	-	180,205
Net assets released from restrictions	22,933	(22,500)	(433)	-	-
Total revenue	436,889	(15,885)	21,704	-	442,708
Expenses:					
Program expenses	76,046	-	-	-	76,046
Supporting services - management and general	51,047	-	-	-	51,047
Total expenses	127,093	-	-	-	127,093
Change in net assets	309,796	(15,885)	21,704	-	315,615
Net assets at beginning of year	4,182,533	158,323	211,550	36,088	4,588,494
Net assets at end of year	\$ 4,492,329	142,438	233,254	36,088	4,904,109

What to expect in 2022?

It is anticipated that the following goals for 2022 will be met:

- Continue assisting businesses affected by the COVID pandemic by providing resources, program updates and modifications on an as needed basis.
- Assist LCLGRP in the processing of applications through the COVID-19 Small Business Recovery Program as per our contract
- Prepare and file the annual PARIS reporting for the WCLDC and Bolton LDC as per our contract.
- Continue identifying opportunities to provide services, information, and resources to Washington County businesses.
- Continue to collaborate and build relationships with other County agencies and departments to strategize, plan, and work together to utilize the diverse talents and capabilities of individuals between agencies.
- WCLDC will work towards identifying Grant opportunities available to expand lending power.
- Work with the committees at the WWIDA to encourage applicable businesses for the existing lots available in the Industrial Park.
- Continue to comply with the “Public Authority Accountability Act”.
- WCLDC, in conjunction with SUNY Adirondack and Warren County LDC, will host the Start-Up ADK program twice annually.