

WASHINGTON COUNTY LOCAL DEVELOPMENT CORPORATION

Resolution #:	<u>23-2</u>
Introduced by:	<u>Tim Fisher</u>
Seconded by:	<u>Darrell Wilson</u>

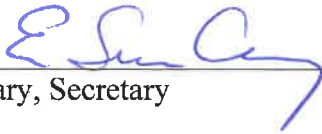
Approval of Washington County LDC 2022 Annual Report

RESOLVED, that the Washington County LDC (“WCLDC”) hereby approves the 2022 Annual Report, and the President of the Washington County LDC be, and hereby is, authorized to execute any and all documents as may be necessary to carry out this resolution.

Ayes: 12
Nays: 0
Abstention: 0
Adopted: 3/17/2023



Dave O'Brien, Chairman



Sue Clary, Secretary

WASHINGTON COUNTY
LOCAL DEVELOPMENT CORPORATION
2022 ANNUAL REPORT



www.wcldc.org

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**The Washington County Local Development Corporation announces its
Officers and Committees for 2022 and 2023**

2022/2023 Officers/Executive Committee

Dave O'Brien, Hampton Supervisor, Chairman
James Griffith, White Creek Supervisor, Vice Chairman
Sue Clary, Salem Supervisor, Secretary
Brian Campbell, Hebron Supervisor, Treasurer

The 2022/2023 Board of Directors

Jared Humiston, representing Argyle
Cassie Fedler, Cambridge Supervisor
Paul Ferguson, Dresden Supervisor
Dan Shaw, Easton Supervisor
Samuel Hall, Fort Ann Supervisor
Tim Fisher, Fort Edward Supervisor
Matt Hicks, Granville Supervisor
Jim Nolan, 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

2022/2023 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

2022/2023 Audit and Finance Committee

James Griffith, White Creek Supervisor, Chair
Tim Fisher, Fort Edward Supervisor
Dave O'Brien, Hampton Supervisor
John Rozell, Whitehall Supervisor
Dave Higby, representing Salem

2022/2023 Governance Committee

Dave O'Brien, Hampton Supervisor, Chair
Brian Campbell, Hebron Supervisor
Tim Fisher, Fort Edward Supervisor
Sam Hall, Fort Ann Supervisor
Dave Higby, representing Salem

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Mission Statement

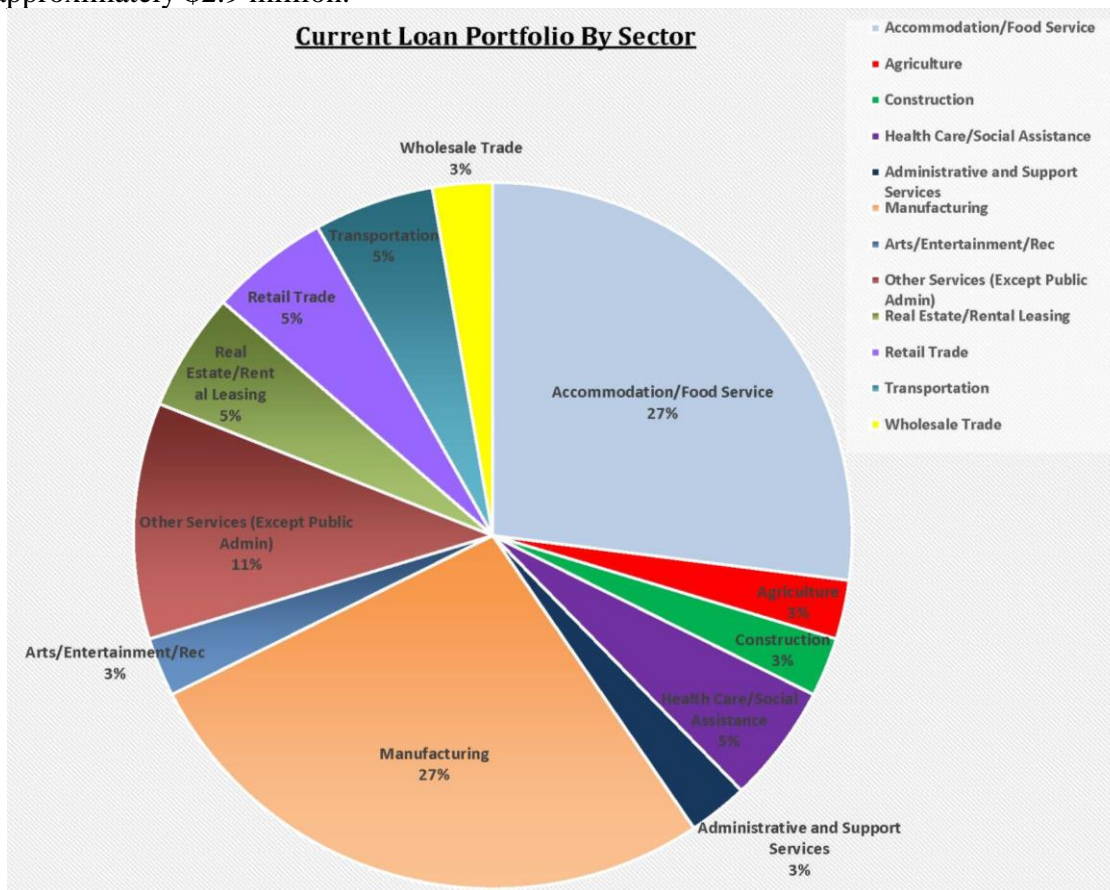
The Mission of the Washington County Local Development Corporation (WCLDC), a not-for-profit entity, is to stimulate economic development activities that encourage investment in Washington County, NY. The WCLDC will serve as a resource to retain and increase employment opportunities, encourage the expansion 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.

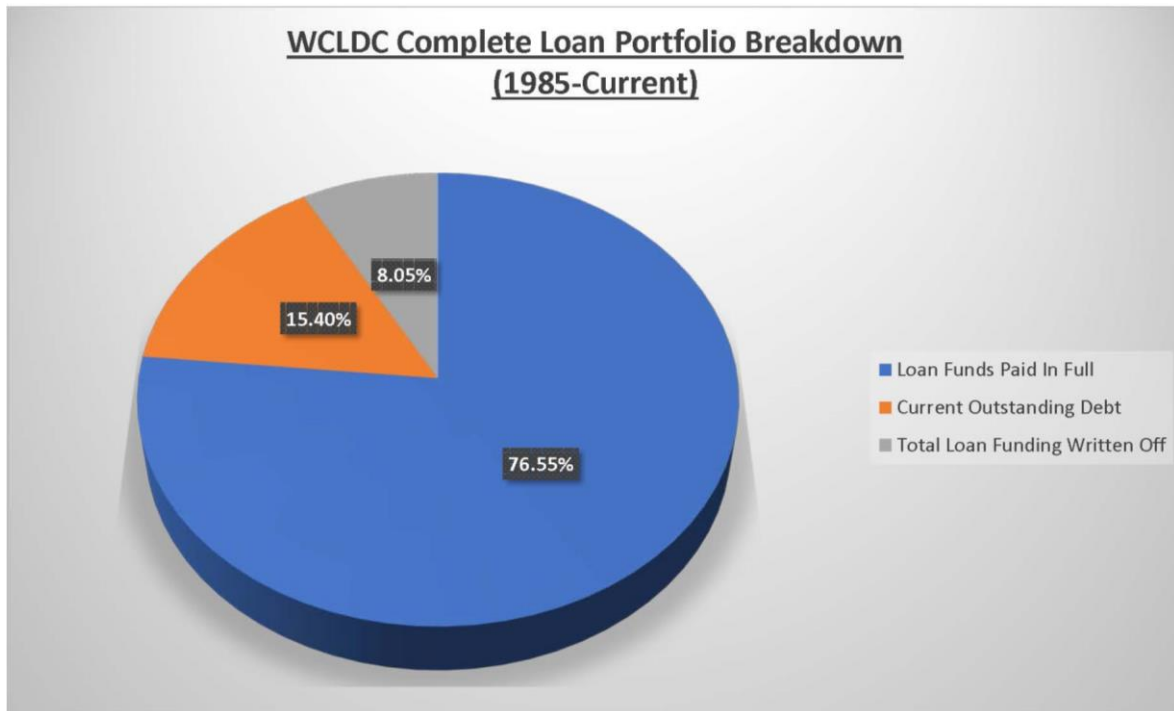
Introduction

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.

Loan Program Overview

Overall, we were presented with four loan applications for consideration which were all approved. The WCLDC ended the year closing \$343,414 on loans to three of the businesses with the fourth set to close in 2023. The loans processed were used for one new start-up business and two expansions; an equipment expansion, and the purchase of the building an 8-year-old business is purchasing to retain the location. As of December 31, 2022, the total portfolio included thirty-seven loans representing \$4.4 million, with a principal balance of approximately \$2.9 million.





Total Loan Funds Expended Since Inception = \$18,891,788.15
 Overall Total # of Loans = 194
 Overall Success Rate of Loan Portfolio = 91.95%
 Overall Rate of Loans Written Off = 8.05%
 Current Outstanding Debt = \$2,908,675.75
 Total Loan Funding Written Off = \$1,520,668.62

Community Development Loan Fund

There were two loan closings in this loan program in 2022 totaling \$288,413.69.

The portfolio, at year end, included twenty-four businesses representing approximately \$3.5 million in loans and an outstanding balance of approximately \$2.3 million.

Economic Development Loan Program

There was one loan closings in this loan program in 2022 totaling \$55,000.

At year end, the portfolio included eight loans representing \$1.1 million, with an outstanding principal balance of approximately \$434,000.

Intermediary Re-lending Program

There were no loan closings in this loan program in 2022.

At year end, the portfolio included four businesses representing \$364,000 in loans, with an outstanding principal balance of approximately \$183,000.

Microenterprise Loan Fund

There were no loan closings in this loan program in 2022.

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 2022. Approximately 23 individuals enrolled in the course in 2022, 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 ready to go into business or take on an expansion project.

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, 2022

<u>Assets</u>	Without Donor Restrictions	With Donor Restrictions			Total
	Income After Closeout	Intermediary Relending Program	RBEG Grant		
Current assets:					
Cash and equivalents:					
Unrestricted	\$ 2,114,905	-	-	-	2,114,905
Restricted	-	-	148,591	35,659	184,250
Total cash and equivalents	2,114,905	-	148,591	35,659	2,299,155
Receivables:					
Loans receivable, current portion	494,343	15,992	29,606	-	539,941
Lease payments receivable	-	-	-	429	429
Interest receivable	24,802	-	273	-	25,075
Prepaid expenses	1,535	-	-	-	1,535
Total current assets	2,635,585	15,992	178,470	36,088	2,866,135
Other assets - loans receivable, net of allowance for doubtful accounts and excluding current portion	1,957,611	111,180	142,772	-	2,211,563
Total assets	<u>\$ 4,593,196</u>	<u>127,172</u>	<u>321,242</u>	<u>36,088</u>	<u>5,077,698</u>
<u>Liabilities and Net Assets</u>					
Current liabilities:					
Prepaid interest	-	730	-	-	730
Current portion of loan payable	-	-	11,624	-	11,624
Total current liabilities	-	730	11,624	-	12,354
Long-term liabilities - loan payable, net of current portion	-	-	59,410	-	59,410
Total liabilities	-	730	71,034	-	71,764
Net assets:					
Net assets without donor restrictions	4,593,196	-	-	-	4,593,196
Net assets with donor restrictions	-	126,442	250,208	36,088	412,738
Total net assets	<u>4,593,196</u>	<u>126,442</u>	<u>250,208</u>	<u>36,088</u>	<u>5,005,934</u>
Total liabilities and net assets	<u>\$ 4,593,196</u>	<u>127,172</u>	<u>321,242</u>	<u>36,088</u>	<u>5,077,698</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, 2022

	Without Donor Restrictions	With Donor Restrictions			Total
		Income After Closeout	Intermediary Relending Program	RBEG Grant	
Revenue:					
Interest on loans	\$ 148,322	5,504	11,605	-	165,431
Other interest income	5,848	-	-	-	5,848
Contributions and grants	80,000	-	-	-	80,000
Origination and late fees	10,506	-	-	-	10,506
Events income	1,059	-	-	-	1,059
Other income	-	-	1,504	-	1,504
Net assets released from restrictions	17,655	(21,500)	3,845	-	-
Total revenue	263,390	(15,996)	16,954	-	264,348
Expenses:					
Program expenses	109,189	-	-	-	109,189
Supporting services - management and general	53,334	-	-	-	53,334
Total expenses	162,523	-	-	-	162,523
Change in net assets	100,867	(15,996)	16,954	-	101,825
Net assets at beginning of year	4,492,329	142,438	233,254	36,088	4,904,109
Net assets at end of year	\$ 4,593,196	126,442	250,208	36,088	5,005,934

What to expect in 2023?

It is anticipated that the following goals for 2023 will be met:

- 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.
- Project that we will finance at least \$800,000 in loans for prospective business startup and expansion projects.
- WCLDC will work towards identifying Grant opportunities available to expand lending power.
- 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.