

***TOWN OF BETHLEHEM  
INDUSTRIAL DEVELOPMENT AGENCY***

***FINANCIAL STATEMENTS  
AND SUPPLEMENTAL INFORMATION***

***DECEMBER 31, 2016 AND 2015***

**TOWN OF BETHLEHEM**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
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*DECEMBER 31, 2016 AND 2015*

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**TOWN OF BETHLEHEM**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
*MANAGEMENT'S DISCUSSION AND ANALYSIS*  
*DECEMBER 31, 2016 AND 2015*

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The following discussion and analysis of the Town of Bethlehem Industrial Development Agency's (the Agency) financial performance provides an overview of the Agency's financial activities for the years ended December 31, 2016 and 2015. This document should be read in conjunction with the Agency's financial statements.

**Financial Highlights**

As reported in the project analysis section of the December 31, 2016 Annual Report of the Town of Bethlehem (the Town), total PILOT payments received by the Town were approximately \$4.5 million (\$4.4 million in 2015) which exceeded the tax exemptions granted by approximately \$.5 million for both 2016 and 2015.

The Agency is also eligible to receive supplemental fees from PSEG Power New York, Inc., assuming certain energy production levels are exceeded. Agency operating revenues of \$111,617 and \$71,926 include \$51,981 and \$59,577 in energy reimbursement fees from PSEG Power New York, Inc. for the years ended December 31, 2016 and 2015, respectively.

**Projects and New Developments**

***Vista Technology Campus Project***

The Agency continued to support the Vista Technology Campus project owned by Vista Development Group, LLC. In 2012, the 3/4 mile access road was completed and transferred to the Town. Since 2013, the Agency provided financial assistance to a number of projects in the Vista Campus.

In July 2014, the Agency received an application for financial assistance for SAE Sun and Earth Energy Incorporated for a 26,000 square foot facility for research, development and manufacturing. The Agency approved this application in 2015 and expects the project to close in 2017.

**Summary of Conduit Bonds**

The following table presents a summary of outstanding conduit bond issuances, which are more fully described within the footnotes to the financial statements:

<b><u>Project</u></b>	<b><u>Balance</u></b> <b><u>12/31/15</u></b>	<b><u>Issued In</u></b> <b><u>2016</u></b>	<b><u>Paid in</u></b> <b><u>2016</u></b>	<b><u>Balance</u></b> <b><u>12/31/16</u></b>
American Housing Foundation	\$ 5,760,000	\$ -	\$ 160,000	\$ 5,600,000
Vista Development Group, LLC	<u>6,260,248</u>	<u>-</u>	<u>157,881</u>	<u>6,102,367</u>
Total	<u>\$ 12,020,248</u>	<u>\$ -</u>	<u>\$ 317,881</u>	<u>\$ 11,702,367</u>

**TOWN OF BETHLEHEM**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
*MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)*  
*DECEMBER 31, 2016 AND 2015*

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**Service Agreement**

The Agency entered into a 2016 Service Agreement with the Town, in recognition of the services provided by Town staff (primarily from the Town's Department of Economic Development and Planning) in furtherance of the mutual goals of the Town and the Agency, and given that the Agency has the financial ability to fund a portion of the costs devoted to these efforts.

The Agency agreed to pay the Town \$80,000 annually for services in 2016 and 2015.

**Interest Income**

Interest earnings for 2016 amounted to \$314, which was \$35 less than the 2015 earnings of \$349. The decrease in income reflected a decrease in the balance of the account.

**Change in Net Assets**

The Agency's net assets as of the end of 2016 decreased from the levels at the end of 2015 as follows:

	<u>2016</u>	<u>2015</u>
Net Assets as of Beginning of Year	\$ 521,796	\$ 613,911
Revenue	111,931	72,275
Expenditures	<u>(168,111)</u>	<u>(164,390)</u>
Net Assets as of End of Year	<u>\$ 465,616</u>	<u>\$ 521,796</u>

**Contacting the Agency's Financial Management**

This financial report is designed to provide a general overview of the Agency's finances for those having an interest, and should be considered along with the Annual Financial Statements, including the related footnotes. Questions concerning any of the information provided in this report may be addressed to Allen Maikels, CPA, Chief Financial Officer, or Frank Venezia, Agency Chairman, at 445 Delaware Avenue, Delmar, NY 12054.

**CUSACK & COMPANY**  
**Certified Public Accountants LLC**  
7 AIRPORT PARK BOULEVARD  
LATHAM, NEW YORK 12110  
(518) 786-3550  
FAX (518) 786-1538  
E-MAIL ADDRESS: CPAS@CUSACKCPAS.COM  
WWW.CUSACKCPAS.COM

MEMBERS OF:  
AMERICAN INSTITUTE  
CERTIFIED PUBLIC ACCOUNTANTS

MEMBERS OF:  
NEW YORK STATE SOCIETY OF  
CERTIFIED PUBLIC ACCOUNTANTS

**INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
Town of Bethlehem Industrial Development Agency

**Report on the Financial Statements**

We have audited the accompanying financial statements of the governmental activities of the Town of Bethlehem Industrial Development Agency (the "Agency") as of and for the years ended December 31, 2016 and 2015, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements as listed in the table of contents.

**Management's Responsibility for the Financial Statements**

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; this includes 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.

**Auditor's Responsibility**

Our responsibility is to express opinions on these financial statements based on our audits. We conducted our audits 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. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the governmental activities of the Agency as of December 31, 2016 and 2015, and the respective changes in its financial position and, its cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## **Other Matters**

### *Required Supplementary Information*

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and budgetary comparison information on pages 1-2 and 12 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consist of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### *Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Town of Bethlehem Industrial Development Agency's basic financial statements. The Annual Financial Report for Industrial Development Agencies (PARIS) is presented for purposes of additional analysis and is not a required part of the basic financial statements. The Annual Financial Report for Industrial Development Agencies (PARIS) 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 any assurance on it.

## **Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued report dated February 24, 2017 on our consideration of the Agency'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 to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.



**CUSACK & COMPANY, CPA'S LLC**

Latham, New York  
February 24, 2017

**TOWN OF BETHLEHEM**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
*STATEMENTS OF NET POSITION*  
*DECEMBER 31, 2016 AND 2015*

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	<u><b>Assets</b></u>	<u><b>2016</b></u>	<u><b>2015</b></u>
Current Assets:			
Cash		\$ 450,676	\$ 504,101
Accounts Receivable		13,450	13,614
Prepaid Expenses		<u>4,532</u>	<u>4,081</u>
Total Assets		<u>\$ 468,658</u>	<u>\$ 521,796</u>

	<u><b>Liabilities and Net Position</b></u>		
Current Liabilities:			
Accrued Liabilities		\$ 3,042	\$ -
Net Position			
Unassigned		<u>465,616</u>	<u>521,796</u>
Total Liabilities and Net Position		<u>\$ 468,658</u>	<u>\$ 521,796</u>

**TOWN OF BETHLEHEM**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
*STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION*  
*FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015*

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	<u>2016</u>	<u>2015</u>
Operating Revenues:		
Project Closing Fees	\$ 48,287	\$ 1,000
Administrative Fees	11,349	11,349
Supplemental Fees	<u>51,981</u>	<u>59,577</u>
Total Operating Revenue	111,617	71,926
Operating Expenses:		
Contractual Expenses	<u>168,111</u>	<u>164,390</u>
Operating Loss	(56,494)	(92,464)
Other Revenues:		
Interest Income	<u>314</u>	<u>349</u>
Net Loss	(56,180)	(92,115)
Net Position, Beginning of Year	<u>521,796</u>	<u>613,911</u>
Net Position, End of Year	<u>\$ 465,616</u>	<u>\$ 521,796</u>



**TOWN OF BETHLEHEM**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
*STATEMENTS OF CASH FLOWS*  
*FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015*

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	<u><b>2016</b></u>	<u><b>2015</b></u>
Cash Flows from Operating Activities:		
Cash Received from Providing Services	\$ 111,781	\$ 85,721
Cash Payments for Personal Services and Benefits	(58,915)	(63,590)
Cash Payments for Contractual Expenses	<u>(106,605)</u>	<u>(101,692)</u>
Net Cash Used in Operating Activities	<u>(53,739)</u>	<u>(79,561)</u>
Cash Flows from Investing Activities:		
Investment Income	<u>314</u>	<u>349</u>
Net Cash Provided by Investing Activities	<u>314</u>	<u>349</u>
Net Decrease in Cash	(53,425)	(79,212)
Cash, Beginning of Year	<u>504,101</u>	<u>583,313</u>
Cash, End of Year	<u>\$ 450,676</u>	<u>\$ 504,101</u>
Reconciliation of Operating Loss to Net Cash Provided by Operating Activities:		
Operating Loss	<u>\$ (56,494)</u>	<u>\$ (92,464)</u>
Adjustments to Reconcile Operating Loss to Net Cash Provided by (Used in) Operations:		
(Increase) Decrease in Accounts Receivable and Prepaid Expenses	(287)	14,540
Increase (Decrease) in Accrued Liabilities	<u>3,042</u>	<u>(1,637)</u>
Total Adjustments	<u>2,755</u>	<u>12,903</u>
Net Cash Used in Operating Activities	<u>\$ (53,739)</u>	<u>\$ (79,561)</u>

**1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES**

*Business Activity*

The Town of Bethlehem Industrial Development Agency (the Agency) is a public benefit corporation created in 1980 by the Town Board of the Town of Bethlehem, New York under the provisions of Chapter 1030 of the 1969 Laws of New York State, for the purpose of encouraging economic growth in the Town of Bethlehem. The Agency is exempt from Federal, State, and Local income taxes. The Agency, although established by the Town Board of the Town of Bethlehem, is a separate entity and operates independently of the Town of Bethlehem.

This summary of significant accounting policies of the Town of Bethlehem Industrial Development Agency is presented to assist in understanding the Agency's financial statements. The financial statements and notes are representations of the Agency's management who are responsible for their integrity and objectivity. These accounting policies are in accordance with accounting principles generally accepted in the United States of America, and have been consistently applied in the preparation of the financial statements.

*Basis of Accounting*

The Agency's financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP) for public authorities. The Governmental Accounting Standards Board (GASB) is the accepted standard-setting body for establishing governmental accounting and financial reporting principles.

The accounting and financial reporting treatment applied to the Agency is determined by its measurement focus. The transactions of the Agency are accounted for on a flow of economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operations are included in the statement of net position.

*Use of Estimates*

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

*Cash*

For purposes of the statement of cash flows, cash consists of cash held in savings, checking, and money market accounts.

**1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

*Receivables*

The Agency utilizes the allowance method to determine the allowance for doubtful accounts. At December 31, 2016 and 2015 management determined no allowance was necessary based upon their review of specific receivables and prior history.

*Income Taxes*

The financial statements do not provide a tax liability for the Agency. The Agency is exempt from federal, state, and local taxes.

*Plant, Property, and Equipment*

Plant, property, and equipment acquired through the Agency's conduit financing are recorded as assets on the books of the project entities, along with the associated debt.

The Agency has a capitalization policy for additions of fixed assets with a minimum cost of \$1,000 and a useful life or more than one year. There were no fixed assets at December 31, 2016 and 2015.

*Industrial Revenue Bond and Note Transactions*

Certain industrial development revenue bonds and notes issued by the Agency are secured by property which is leased to companies and are retired by lease payments. The bonds and notes are not obligations of the Agency, Town of Bethlehem, or New York State. The Agency does not record the assets or liabilities resulting from completed bond and note issues in its accounts since its primary function is to arrange the financing between the borrowing companies and the bond and note holders, and funds arising therefrom are controlled by trustees or banks acting as fiscal agents. For providing this service, the Agency receives an administrative fee from the borrowing companies. Such administrative fee income is recognized immediately upon issuance of bonds, notes, and upon closing of straight lease transactions. At December 31, 2016, the outstanding balance of bonds was \$11,702,367.

In addition to the administrative fees received upon closing, the Agency is also eligible to receive supplemental fees from PSEG Power New York, Inc., assuming certain energy production levels are exceeded. The calculations are made quarterly, commencing August 2005, which was the month following the date commercial operations began (July 18, 2005). Operating revenues include \$51,981 and \$59,577 in Energy Reimbursement Payments for the years ended December 31, 2016 and 2015, respectively. Accounts receivable include \$8,450 and \$13,614 due from PSEG as of December 31, 2016 and 2015, respectively.

**1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

*Net Position*

In 2014, the Agency updated its policy setting a minimum level for net position. The policy is designed to provide an appropriate level of assets to cover the Agency's operating costs, given the sometimes multiple year cycle between project transactions. The policy defines a minimum reasonable balance at three times the annual base budget, currently equal to \$450,000. If the fund balance is projected to fall below this threshold, the Agency must adopt a plan to restore the minimum net position within a twelve-month period. The Agency adopted a 2017 budget that addressed these concerns.

**2. NET POSITION**

Governmental Accounting Standards Board No. 54 "Fund Balance Reporting and Governmental Fund Type Definitions," defines certain categories of fund balances. The Agency has similarly classified net position as follows:

- **Assigned** net position includes amounts that are constrained by the Agency's intent to be used for specific purposes, but are neither restricted nor committed. There was no assigned net position at December 31, 2016 and 2015.
- **Unassigned** net position represents fund balance that has not been assigned to other funds and that has not been restricted, committed or assigned to specific purposes within the fund.

**3. FRINGE BENEFITS**

Fringe benefits, which are paid to the Town of Bethlehem (the Town) in the form of a reimbursement (as the Agency's employees are technically employees of the Town), include pension contributions of \$10,522 and \$10,083 for the years ended December 31, 2016 and 2015, respectively, to the New York State and Local Employees' Retirement System (the System) for the benefit of the Agency's employees. The System provides various plans and options, some of which require employee contributions. The System is a cost sharing multiple employer, public employee retirement system. The System offers a wide range of plans and benefits which are related to years of service and final average salary, vesting of retirement benefits, death, and disability. All benefits generally vest after ten years of service. The New York State Retirement and Social Security Law provides that all participants in the System are jointly and severally liable for any actuarial unfunded amounts. Such amounts are covered through annual billings to all participating employers.

**3. FRINGE BENEFITS (CONTINUED)**

Generally, all employees except certain part-time employees participate in the System. The System is non contributory except for employees who joined the System after July 27, 1975, who must contribute 3% of their salary for the first ten years of service and employees who joined after January 1, 2010 who generally contribute 3% of their salary for the entire length of service. The System issues a publicly available financial report that includes financial statements and required supplementary information. That report may be obtained by writing to NYSEERS, Governor Alfred E. Smith Office Building, Albany, New York 12204.

**4. SERVICE AGREEMENT**

The Agency entered into a 2016 Service Agreement with the Town of Bethlehem (the Town), in recognition of the services provided by Town staff (primarily from the Department of Economic Development and Planning), in furtherance of the mutual goals held by the Town and the Agency. The Agency paid the Town \$80,000 annually for services in 2016 and 2015 and this amount is included in contractual expenses as of December 31, 2016.

**5. SUBSEQUENT EVENTS**

Management has evaluated subsequent events or transactions for any potential material impact on operations or financial position occurring through February 24, 2017, the date the financial statements were available to be issued. No such events or transactions were identified.

## **SUPPLEMENTAL INFORMATION**

**TOWN OF BETHLEHEM**  
**INDUSTRIAL DEVELOPMENT AGENCY**  
 REQUIRED SUPPLEMENTARY INFORMATION  
 SCHEDULE OF REVENUES, EXPENDITURES, AND CHANGES IN NET POSITION - BUDGET AND ACTUAL  
 FOR THE YEAR ENDED DECEMBER 31, 2016

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	<u>Budget</u>	<u>Actual</u>	<b>Favorable (Unfavorable) Variance</b>
<b>Revenues:</b>			
Fees	\$ 142,654	\$ 111,617	\$ (31,037)
Interest Income	<u>300</u>	<u>314</u>	<u>14</u>
 Total Revenues	 <u>142,954</u>	 <u>111,931</u>	 <u>(31,023)</u>
<b>Expenditures:</b>			
Salaries *	47,616	47,616	-
Other Employee Benefits *	13,284	14,341	(1,057)
Professional Services Contracts	95,000	101,450	(6,450)
Administrative Expenses	<u>10,100</u>	<u>4,704</u>	<u>5,396</u>
 Total Expenditures	 <u>166,000</u>	 <u>168,111</u>	 <u>(2,111)</u>
 Net Loss	 <u>\$ (23,046)</u>	 <u>\$ (56,180)</u>	 <u>\$ (33,134)</u>

\* The Agency contracts with the Town of Bethlehem for its salaries and benefits.

**INDEPENDENT AUDITOR'S 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**

Board of Directors  
Town of Bethlehem Industrial Development Agency

We have audited, in accordance with the auditing standards generally accepted in the United States of America and standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Town of Bethlehem Industrial Development Agency, as of and for the year ended December 31, 2016, and the related notes to the financial statements, and have issued our report thereon dated February 24, 2017.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Town of Bethlehem Industrial Development Agency's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances 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 Town of Bethlehem Industrial Development Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Town of Bethlehem Industrial Development Agency's internal control.

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

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



## **Compliance and Other Matters**

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

## **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Town of Bethlehem Industrial Development 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.



**CUSACK & COMPANY, CPA'S LLC**

Latham, New York  
February 24, 2017

## **APPENDIX I**

**CUSACK & COMPANY**  
**Certified Public Accountants LLC**  
7 AIRPORT PARK BOULEVARD  
LATHAM, NEW YORK 12110  
(518) 786-3550  
FAX (518) 786-1538  
E-MAIL ADDRESS: CPAS@CUSACKCPAS.COM  
WWW.CUSACKCPAS.COM

MEMBERS OF:  
AMERICAN INSTITUTE  
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NEW YORK STATE SOCIETY OF  
CERTIFIED PUBLIC ACCOUNTANTS

February 24, 2017

To the Board of Directors  
Town of Bethlehem Industrial Development Agency

We have audited the financial statements of the governmental activities of the Town of Bethlehem Industrial Development Agency for the year ended December 31, 2016. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards and *Government Auditing Standards* as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated September 15, 2016. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

*Qualitative Aspects of Accounting Practices*

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Town of Bethlehem Industrial Development Agency are described in Note 1 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during the year. We noted no transactions entered into by the governmental unit during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. There were no sensitive estimates affecting the financial statements.

The financial statement disclosures are neutral, consistent and clear.

*Difficulties Encountered in Performing the Audit*

We encountered no significant difficulties in dealing with management in performing and completing our audit.

### *Corrected and Uncorrected Misstatements*

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to the financial statements taken as a whole.

### *Disagreements with Management*

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

### *Management Representations*

We have requested certain representations from management that are included in the management representation letter dated February 24, 2017.

### *Management Consultations with Other Independent Accountants*

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the governmental unit's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

### *Other Audit Findings or Issues*

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the governmental unit's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

### *Other Information in Documents Containing Audited Financial Statements*

With respect to the supplementary information accompanying the financial statements, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with accounting principles generally accepted in the United States of America, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

This information is intended solely for the use of the Board of Directors and management of the Town of Bethlehem Industrial Development Agency and is not intended to be and should not be used by anyone other than these specified parties.

Very truly yours,

A handwritten signature in black ink that reads "Cusack & Company, CPA's LLC". The signature is written in a cursive, flowing style.

**CUSACK & COMPANY CPA'S, LLC**

**Governance Information (Authority-Related)**

Question	Response	URL (if applicable)
1. Has the Authority prepared its annual report on operations and accomplishments for the reporting period as required by section 2800 of PAL?	Yes	<a href="http://bethlehemida.com/index.php/site/Annual-Reports">http://bethlehemida.com/index.php/site/Annual-Reports</a>
2. As required by section 2800(9) of PAL, did the Authority prepare an assessment of the effectiveness of its internal controls?	Yes	<a href="http://bethlehemida.com/index.php/site/Annual-Reports">http://bethlehemida.com/index.php/site/Annual-Reports</a>
3. Has the lead audit partner for the independent audit firm changed in the last five years in accordance with section 2802(4) of PAL?	Yes	N/A
4. Does the independent auditor provide non-audit services to the Authority?	Yes	N/A
5. Does the Authority have an organization chart?	Yes	<a href="http://bethlehemida.com/index.php/site/Annual-Reports">http://bethlehemida.com/index.php/site/Annual-Reports</a>
6. Are any Authority staff also employed by another government agency?	No	
7. Does the Authority have Claw Back agreements?	Yes	N/A
8. Has the Authority posted their mission statement to their website?	Yes	<a href="http://bethlehemida.com/index.php/site/About-Bethlehem-IDA">http://bethlehemida.com/index.php/site/About-Bethlehem-IDA</a>
9. Has the Authority's mission statement been revised and adopted during the reporting period?	No	N/A
10. Attach the Authority's measurement report, as required by section 2824-a of PAL and provide the URL?		<a href="http://bethlehemida.com/index.php/site/Annual-Reports">http://bethlehemida.com/index.php/site/Annual-Reports</a>

**Governance Information (Board-Related)**

Question	Response	URL
1. Has the Board established a Governance Committee in accordance with Section 2824(7) of PAL?	Yes	N/A
2. Has the Board established an Audit Committee in accordance with Section 2824(4) of PAL?	Yes	N/A
3. Has the Board established Finance Committee in accordance with Section 2824(8) of PAL?	Yes	N/A
4. Provide a URL link where a list of Board committees can be found (including the name of the committee and the date established):		<a href="http://bethlehemida.com/index.php/site/About-Bethlehem-IDA/Committees">http://bethlehemida.com/index.php/site/About-Bethlehem-IDA/Committees</a>
5. Does the majority of the Board meet the independence requirements of Section 2825(2) of PAL?	Yes	N/A
6. Provide a URL link to the minutes of the Board and committee meetings held during the covered fiscal year		<a href="http://bethlehemida.com/index.php/site/About-Bethlehem-IDA/Meeting-Minutes">http://bethlehemida.com/index.php/site/About-Bethlehem-IDA/Meeting-Minutes</a>
7. Has the Board adopted bylaws and made them available to Board members and staff?	Yes	<a href="http://bethlehemida.com/index.php/site/abo-requirements">http://bethlehemida.com/index.php/site/abo-requirements</a>
8. Has the Board adopted a code of ethics for Board members and staff?	Yes	<a href="http://bethlehemida.com/index.php/site/abo-requirements">http://bethlehemida.com/index.php/site/abo-requirements</a>
9. Does the Board review and monitor the Authority's implementation of financial and management controls?	Yes	N/A
10. Does the Board execute direct oversight of the CEO and management in accordance with Section 2824(1) of PAL?	Yes	N/A
11. Has the Board adopted policies for the following in accordance with Section 2824(1) of PAL?		
Salary and Compensation	Yes	N/A
Time and Attendance	No	N/A
Whistleblower Protection	Yes	N/A
Defense and Indemnification of Board Members	Yes	N/A
12. Has the Board adopted a policy prohibiting the extension of credit to Board members and staff in accordance with Section 2824(5) of PAL?	Yes	N/A
13. Are the Authority's Board members, officers, and staff required to submit financial disclosure forms in accordance with Section 2825(3) of PAL?	No	N/A
14. Was a performance evaluation of the board completed?	Yes	N/A
15. Was compensation paid by the Authority made in accordance with employee or union contracts?	Yes	N/A
16. Has the board adopted a conditional/additional compensation policy governing all employees?	No	
17. Has the board adopted a Uniform Tax Exemption Policy(UTEP) according to Section 874(4) of GML?	Yes	

Board of Directors Listing

Name	Richardson, Joseph P	Name	David, Kidera
Chair of the Board	No	Chair of the Board	No
If yes, Chairman Designated by.		If yes, Chairman Designated by.	
Term Start Date	07/12/2006	Term Start Date	02/24/2016
Term Expiration Date	Pleasure of Authority	Term Expiration Date	Pleasure of Authority
Title		Title	
Has the Board member appointed a designee?		Has the Board member appointed a designee?	
Designee Name		Designee Name	
Ex-officio	No	Ex-officio	No
Nominated By	Local	Nominated By	Local
Appointed By	Local	Appointed By	Local
Confirmed by Senate?		Confirmed by Senate?	
Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes	Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes
Complied with training requirement of Section 2824?	Yes	Complied with training requirement of Section 2824?	Yes
Does the Board member/designee also hold an elected or appointed State gove	No	Does the Board member/designee also hold an elected or appointed State gove	No
Does the Board member/designee also hold an elected or appointed municipal government position?	No	Does the Board member/designee also hold an elected or appointed municipal government position?	No



Board of Directors Listing

Name	McCann, Timothy	Name	Shapard, Sandra
Chair of the Board	No	Chair of the Board	No
If yes, Chairman Designated by.		If yes, Chairman Designated by.	
Term Start Date	01/01/2012	Term Start Date	01/13/2014
Term Expiration Date	Pleasure of Authority	Term Expiration Date	Pleasure of Authority
Title		Title	
Has the Board member appointed a designee?		Has the Board member appointed a designee?	
Designee Name		Designee Name	
Ex-officio	No	Ex-officio	No
Nominated By	Local	Nominated By	Local
Appointed By	Local	Appointed By	Local
Confirmed by Senate?		Confirmed by Senate?	
Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes	Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes
Complied with training requirement of Section 2824?	Yes	Complied with training requirement of Section 2824?	Yes
Does the Board member/designee also hold an elected or appointed State gove	No	Does the Board member/designee also hold an elected or appointed State gove	Yes
Does the Board member/designee also hold an elected or appointed municipal government position?	No	Does the Board member/designee also hold an elected or appointed municipal government position?	No

Board of Directors Listing

Name	Maniccia, Timothy	Name	Bulgaro, Patrick
Chair of the Board	No	Chair of the Board	No
If yes, Chairman Designated by.		If yes, Chairman Designated by.	
Term Start Date	07/08/2015	Term Start Date	02/08/2012
Term Expiration Date	Pleasure of Authority	Term Expiration Date	Pleasure of Authority
Title		Title	
Has the Board member appointed a designee?		Has the Board member appointed a designee?	
Designee Name		Designee Name	
Ex-officio	No	Ex-officio	No
Nominated By	Local	Nominated By	Local
Appointed By	Local	Appointed By	Local
Confirmed by Senate?		Confirmed by Senate?	
Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes	Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes
Complied with training requirement of Section 2824?	Yes	Complied with training requirement of Section 2824?	Yes
Does the Board member/designee also hold an elected or appointed State gove	No	Does the Board member/designee also hold an elected or appointed State gove	Yes
Does the Board member/designee also hold an elected or appointed municipal government position?	No	Does the Board member/designee also hold an elected or appointed municipal government position?	No

Board of Directors Listing

Name	Venezia, Frank S	Name	Storrs, Victoria
Chair of the Board	Yes	Chair of the Board	No
If yes, Chairman Designated by.	Elected by Board	If yes, Chairman Designated by.	
Term Start Date	06/12/1996	Term Start Date	02/08/2012
Term Expiration Date	Pleasure of Authority	Term Expiration Date	Pleasure of Authority
Title		Title	
Has the Board member appointed a designee?		Has the Board member appointed a designee?	
Designee Name		Designee Name	
Ex-officio	No	Ex-officio	No
Nominated By	Local	Nominated By	Local
Appointed By	Local	Appointed By	Local
Confirmed by Senate?		Confirmed by Senate?	
Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes	Has the Board member/designee signed the acknowledgement of fiduciary duty?	Yes
Complied with training requirement of Section 2824?	Yes	Complied with training requirement of Section 2824?	Yes
Does the Board member/designee also hold an elected or appointed State gove	No	Does the Board member/designee also hold an elected or appointed State gove	No
Does the Board member/designee also hold an elected or appointed municipal government position?	No	Does the Board member/designee also hold an elected or appointed municipal government position?	No

**Staff Listing**

Name	Title	Group	Department / Subsidiary	Union Name	Bargaining Unit	Full Time/ Part Time	Exempt	Base Annualized Salary	Actual salary paid to the Individual	Over time paid by Authority	Performance Bonus	Extra Pay	Other Compensation/Allowances/Adjustments	Total Compensation	Individual also paid by another entity to perform the work of the Authority	If yes, Is the payment made by State or local government
Connolly, Thomas	Executive Director	Professional				PT	Yes	47,616.00	47,616	0	0	0	0	47,616	No	
Maikels, Allen F	CFO	Executive				PT	No	0.00	0	0	0	0	0	0	No	

**Benefit Information**

During the fiscal year, did the Authority continue to pay for any of the above mentioned benefits for

No

**Board Members**

Name	Title	Severance Package	Payment for Unused Leave	Club Member-ships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of These Benefits	Other
Maniccia, Timothy	Board of Directors												X	
Bulgaro, Patrick	Board of Directors												X	
McCann, Timothy	Board of Directors												X	
Storrs, Victoria	Board of Directors												X	
Richardson, Joseph P	Board of Directors												X	
Venezia, Frank S	Board of Directors												X	
Shapard, Sandra	Board of Directors												X	
David, Kidera	Board of Directors												X	

**Staff**

Name	Title	Severance Package	Payment for Unused Leave	Club Member-ships	Use of Corporate Credit Cards	Personal Loans	Auto	Transportation	Housing Allowance	Spousal / Dependent Life Insurance	Tuition Assistance	Multi-Year Employment	None of These Benefits	Other
No Data has been entered by the Authority for this section in PARIS														

**Subsidiary/Component Unit Verification**

Is the list of subsidiaries, as assembled by the Office of the State Comptroller, correct? Yes  
 Are there other subsidiaries or component units of the Authority that are active, not included in the PARIS reports submitted by this No

Name of Subsidiary/Component Unit	Status	Requested Changes
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**Subsidiary/Component Unit Creation**

Name of Subsidiary/Component Unit	Establishment Date	Entity Purpose
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**Subsidiary/Component unit Termination**

Name of Subsidiary/Component Unit	Termination Date	Termination Reason	Proof of Termination
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No Data has been entered by the Authority for this section in PARIS

Summary Financial Information

## SUMMARY STATEMENT OF NET ASSETS

<u>Assets</u>	
<b>Current Assets</b>	
Cash and cash equivalents	\$450,676
Investments	\$0
Receivables, net	\$13,450
Other assets	\$4,532
<b>Total Current Assets</b>	<b>\$468,658</b>
<b>Noncurrent Assets</b>	
Restricted cash and investments	\$0
Long-term receivables, net	\$0
Other assets	\$0
<b>Capital Assets</b>	
Land and other nondepreciable property	\$0
Buildings and equipment	\$0
Infrastructure	\$0
Accumulated depreciation	\$0
Net Capital Assets	\$0
<b>Total Noncurrent Assets</b>	<b>\$0</b>
<b>Total Assets</b>	<b>\$468,658</b>

Summary Financial Information

SUMMARY STATEMENT OF NET ASSETS

Liabilities

**Current Liabilities**

Accounts payable	\$0
Pension contribution payable	\$0
Other post-employment benefits	\$0
Accrued liabilities	\$3,042
Deferred revenues	\$0
Bonds and notes payable	\$0
Other long-term obligations due within one year	\$0
<b>Total Current Liabilities</b>	<b>\$3,042</b>

**Noncurrent Liabilities**

Pension contribution payable	\$0
Other post-employment benefits	\$0
Bonds and notes payable	\$0
Long Term Leases	\$0
Other long-term obligations	\$0
<b>Total Noncurrent Liabilities</b>	<b>\$0</b>

**Total Liabilities** **\$3,042**

Net Asset (Deficit)

**Net Asset**

Invested in capital assets, net of related debt	\$0
Restricted	\$0
Unrestricted	\$465,616
<b>Total Net Assets</b>	<b>\$465,616</b>



Summary Financial Information

SUMMARY STATEMENT OF REVENUE, EXPENSES AND CHANGES IN NET ASSETS

Operating Revenues

Charges for services	\$111,617
Rental & financing income	\$0
Other operating revenues	\$0
<b>Total Operating Revenue</b>	<b>\$111,617</b>

Operating Expenses

Salaries and wages	\$47,616
Other employee benefits	\$14,341
Professional services contracts	\$101,450
Supplies and materials	\$0
Depreciation & amortization	\$0
Other operating expenses	\$4,704
<b>Total Operating Expenses</b>	<b>\$168,111</b>

Operating Income (Loss) **(\$56,494)**

Nonoperating Revenues

Investment earnings	\$314
State subsidies/grants	\$0
Federal subsidies/grants	\$0
Municipal subsidies/grants	\$0
Public authority subsidies	\$0
Other nonoperating revenues	\$0
<b>Total Nonoperating Revenue</b>	<b>\$314</b>

Summary Financial Information

SUMMARY STATEMENT OF REVENUE, EXPENSES AND CHANGES IN NET ASSETS

Nonoperating Expenses

Interest and other financing charges	\$0
Subsidies to other public authorities	\$0
Grants and donations	\$0
Other nonoperating expenses	\$0
<b>Total Nonoperating Expenses</b>	<b>\$0</b>
Income (Loss) Before Contributions	(\$56,180)
Capital Contributions	\$0
Change in net assets	(\$56,180)
Net assets (deficit) beginning of year	\$521,796
Other net assets changes	\$0
Net assets (deficit) at end of year	\$465,616

**Current Debt**

Question	Response
1. Did the Authority have any outstanding debt, including conduit debt, at any point during the reporting period?	Yes
2. If yes, has the Authority issued any debt during the reporting period?	No

**New Debt Issuances List by Type of Debt and Program**

No Data has been entered by the Authority for this section in PARIS

**Schedule of Authority Debt**

Type of Debt	Statutory Authorization (\$)	Outstanding Start of Fiscal Year (\$)	New Debt Issuances (\$)	Debt Retired (\$)	Outstanding End of Fiscal Year (\$)
<b>State Obligation</b>					
State Guaranteed					
State Supported					
State Contingent Obligation					
State Moral Obligation					
Other State Funded					
<b>Authority Obligation</b>					
General Obligation					
Revenue					
Other Non-State Funded	0.00	6,260,248.00	0.00	157,881.00	6,102,367.00
<b>Conduit</b>					
Conduit Debt	0.00	5,760,000.00	0.00	160,000.00	5,600,000.00
Conduit Debt - Pilot Increment Financing					

Real Property Acquisition/Disposal List

This Authority has indicated that it had no real property acquisitions or disposals during the reporting period.

Personal Property

This Authority has indicated that it had no personal property disposals during the reporting period.

**Property Documents**

Question	Response	URL (if applicable)
1. In accordance with Section 2896(3) of PAL, the Authority is required to prepare a report at least annually of all real property of the Authority. Has this report been prepared?	Yes	<a href="http://bethlehemida.com/index.php/site/Annual-Reports">http://bethlehemida.com/index.php/site/Annual-Reports</a>
2. Has the Authority prepared policies, procedures, or guidelines regarding the use, awarding, monitoring, and reporting of contracts for the acquisition and disposal of property?	Yes	<a href="http://bethlehemida.com/images/uploads/Part_III">http://bethlehemida.com/images/uploads/Part_III</a>
3. In accordance with Section 2896(1) of PAL, has the Authority named a contracting officer who shall be responsible for the Authority's compliance with and enforcement of such guidelines?	Yes	

IDA Projects

1.

General Project Information

Project Code: 01031101  
Project Type: Straight Lease  
Project Name: 35 Hamilton of Glenmont

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Finance, Insurance and Real Estate

Total Project Amount: \$1,200,000.00  
Benefited Project Amount: \$1,200,000.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: Yes  
Date Project Approved: 03/20/2011  
IDA Took Title No  
to Property:  
Date IDA Took Title  
or Leasehold Interest:  
Year Financial Assitance is 2022  
planned to End:  
Notes: This is a for profit corporation.

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$3,769  
Local Property Tax Exemption: \$2,273  
School Property Tax Exemption: \$22,106  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$28,148.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$2,721	\$2,721
Local PILOT:	\$1,640	\$1,640
School District PILOT:	\$16,834	\$16,834
Total PILOTS:	\$21,195	\$21,195

Net Exemptions: \$6,953

Location of Project

Address Line1: 35 Hamilton Lane  
Address Line2:  
City: GLENMONT  
State: NY  
Zip - Plus4: 12077  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 10  
Average estimated annual salary of jobs to be created.(at Current market rates): 30,000  
Annualized salary Range of Jobs to be Created: 25,000 To: 35,000  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 11  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 11

Applicant Information

Applicant Name: MALM Realty Company  
Address Line1: Eitan Evan  
Address Line2: 41 Hamilton Lane  
City: GLENMONT  
State: NY  
Zip - Plus4: 12077  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No



IDA Projects

2.

General Project Information

Project Code: 0103 12 03  
Project Type: Straight Lease  
Project Name: Albany Enterprises LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$4,750,000.00  
Benefited Project Amount: \$4,750,000.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 03/23/2012  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 07/30/2012  
or Leasehold Interest:  
Year Financial Assistance is 2023  
planned to End:  
Notes:

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$7,916  
Local Property Tax Exemption: \$4,772  
School Property Tax Exemption: \$46,423  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$59,111.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$5,408	\$5,408
Local PILOT:	\$3,261	\$3,261
School District PILOT:	\$33,556	\$33,556
Total PILOTS:	\$42,225	\$42,225

Net Exemptions: \$16,886

Location of Project

Address Line1: 9 Vista Boulevard  
Address Line2:  
City: SLINGERLANDS  
State: NY  
Zip - Plus4: 12159  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 9  
Original Estimate of Jobs to be created: 1  
Average estimated annual salary of jobs to be created.(at Current market rates): 50,000  
Annualized salary Range of Jobs to be Created: 45,000 To: 55,000  
Original Estimate of Jobs to be Retained: 9  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 50,000  
Current # of FTEs: 20  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 11

Applicant Information

Applicant Name: Albany Enterprises LLC  
Address Line1: 49 North Street  
Address Line2:  
City: DELMAR  
State: NY  
Zip - Plus4: 12054  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

3.

General Project Information

Project Code: 01039901A  
Project Type: Bonds/Notes Issuance  
Project Name: American Housing Foundation

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Finance, Insurance and Real Estate

Total Project Amount: \$9,030,000.00  
Benefited Project Amount: \$6,530,000.00  
Bond/Note Amount: \$6,905,000.00  
Annual Lease Payment:  
Federal Tax Status of Bonds: Tax Exempt  
Not For Profit: Yes  
Date Project Approved: 06/28/1999  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 06/30/1999  
or Leasehold Interest:  
Year Financial Assitance is 2036  
planned to End:  
Notes: Lowerincome Senior Housing

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$0  
Local Property Tax Exemption: \$0  
School Property Tax Exemption: \$0  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$0.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information

	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$0	\$0
Local PILOT:	\$0	\$0
School District PILOT:	\$0	\$0
Total PILOTS:	\$0	\$0

Net Exemptions: \$0

Location of Project

Address Line1: 790 Route 9W  
Address Line2:  
City: GLENMONT  
State: NY  
Zip - Plus4: 12077  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 4  
Average estimated annual salary of jobs to be created.(at Current market rates): 21,250  
Annualized salary Range of Jobs to be Created: 0 To: 0  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 3.5  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 3.5

Applicant Information

Applicant Name: Gary Kearns - Van Allen Senior Hou  
Address Line1: American Housing Foundation, Inc.  
Address Line2: 317 Brick Church Road  
City: TROY  
State: NY  
Zip - Plus4: 12180  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

4.

General Project Information

Project Code: 0103 13 03  
Project Type: Straight Lease  
Project Name: COLUMBIA 10 VISTA BLVD LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$2,066,500.00  
Benefited Project Amount: \$2,066,500.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 08/20/2013  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 08/20/2013  
or Leasehold Interest:  
Year Financial Assitance is 2023  
planned to End:  
Notes:

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$0  
Local Property Tax Exemption: \$0  
School Property Tax Exemption: \$0  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$0.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$0	\$0
Local PILOT:	\$0	\$0
School District PILOT:	\$0	\$0
Total PILOTS:	\$0	\$0

Net Exemptions: \$0

Location of Project

Address Line1: 10 VISTA BLVD  
Address Line2:  
City: SLINGERLANDS  
State: NY  
Zip - Plus4: 12159  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 30  
Average estimated annual salary of jobs to be created.(at Current market rates): 30,067  
Annualized salary Range of Jobs to be Created: 20,000 To: 50,000  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 42  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 42

Applicant Information

Applicant Name: COLUMBIA 10 VISTA BLVD LLC  
Address Line1: 302 WASHINGTON AVE EXT  
Address Line2:  
City: ALBANY  
State: NY  
Zip - Plus4: 12203  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

5.

General Project Information

Project Code: 01 03 16 01  
Project Type: Straight Lease  
Project Name: Coeymans Recycling Center LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Transportation, Communication, Electric,

Total Project Amount: \$4,905,000.00  
Benefited Project Amount: \$4,180,000.00  
Bond/Note Amount:  
Annual Lease Payment: \$0  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 04/22/2016  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 05/11/2016  
or Leasehold Interest:  
Year Financial Assistance is 2018  
planned to End:  
Notes:

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$86,000  
Local Sales Tax Exemption: \$86,000  
County Real Property Tax Exemption: \$0  
Local Property Tax Exemption: \$0  
School Property Tax Exemption: \$0  
Mortgage Recording Tax Exemption: \$25,316  
Total Exemptions: \$197,316.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$0	\$0
Local PILOT:	\$0	\$0
School District PILOT:	\$0	\$0
Total PILOTS:	\$0	\$0

Net Exemptions: \$197,316

Location of Project

Address Line1: 126 South Pearl Street  
Address Line2:  
City: ALBANY  
State: NY  
Zip - Plus4: 12202  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 4  
Average estimated annual salary of jobs to be created.(at Current market rates): 70,000  
Annualized salary Range of Jobs to be Created: 60,000 To: 80,000  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 4  
# of FTE Construction Jobs during fiscal year: 4  
Net Employment Change: 4

Applicant Information

Applicant Name: Coeymans Recycling Center LLC  
Address Line1: 494 Western Turnpike  
Address Line2:  
City: ALTAMONT  
State: NY  
Zip - Plus4: 12009  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

6.

General Project Information

Project Code: 0103 12 04  
Project Type: Straight Lease  
Project Name: Columbia 14 Vista Blvd LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$1,565,500.00  
Benefited Project Amount: \$1,565,500.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 05/16/2012  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 11/05/2012  
or Leasehold Interest:  
Year Financial Assitance is 2023  
planned to End:  
Notes: New construction, not on tax rolls until 2013

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$5,089  
Local Property Tax Exemption: \$3,068  
School Property Tax Exemption: \$21,843  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$30,000.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$3,252	\$3,252
Local PILOT:	\$1,960	\$1,960
School District PILOT:	\$20,267	\$20,267
Total PILOTS:	\$25,479	\$25,479

Net Exemptions: \$4,521

Location of Project

Address Line1: 14 Vista Boulevard  
Address Line2:  
City: SLINGERLANDS  
State: NY  
Zip - Plus4: 12159  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 10  
Original Estimate of Jobs to be created: 4  
Average estimated annual salary of jobs to be created.(at Current market rates): 60,000  
Annualized salary Range of Jobs to be Created: 60,000 To: 80,000  
Original Estimate of Jobs to be Retained: 10  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 78,000  
Current # of FTEs: 14  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 4

Applicant Information

Applicant Name: Columbia 14 Vista Blvd LLC  
Address Line1: 302 Washington Avenue Extension  
Address Line2:  
City: ALBANY  
State: NY  
Zip - Plus4: 12203  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

7.

General Project Information

Project Code: 0103 12 01  
Project Type: Straight Lease  
Project Name: Columbia Berk LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$1,876,890.00  
Benefited Project Amount: \$1,876,890.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: Yes  
Date Project Approved: 03/23/2012  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 05/09/2012  
or Leasehold Interest:  
Year Financial Assitance is 2023  
planned to End:  
Notes: 11 Vista Blvd

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$4,146.26  
Local Property Tax Exemption: \$2,499.77  
School Property Tax Exemption: \$24,616.61  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$31,262.64  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$1,128.72	\$1,128.72
Local PILOT:	\$680.51	\$680.51
School District PILOT:	\$8,585.97	\$8,585.97
Total PILOTS:	\$10,395.2	\$10,395.2

Net Exemptions: \$20,867.44

Location of Project

Address Line1: Vista Boulevard  
Address Line2:  
City: SLINGERLANDS  
State: NY  
Zip - Plus4: 12159  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 5  
Average estimated annual salary of jobs to be created.(at Current market rates): 58,000  
Annualized salary Range of Jobs to be Created: 40,000 To: 85,000  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 4  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 4

Applicant Information

Applicant Name: Columbia Bethlehem Berkshire LLC  
Address Line1: 302 Washington Ave Ext  
Address Line2:  
City: ALBANY  
State: NY  
Zip - Plus4: 12203  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

8.

General Project Information

Project Code: 0103 12 02  
Project Type: Straight Lease  
Project Name: Columbia Bethlehem SEF LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$1,876,890.00  
Benefited Project Amount: \$1,876,890.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 03/23/2012  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 05/09/2012  
or Leasehold Interest:  
Year Financial Assitance is 2023  
planned to End:  
Notes: 12 Vista Blvd

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$4,523  
Local Property Tax Exemption: \$2,727  
School Property Tax Exemption: \$26,527  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$33,777.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$1,207	\$1,207
Local PILOT:	\$728	\$728
School District PILOT:	\$9,240	\$9,240
Total PILOTS:	\$11,175	\$11,175

Net Exemptions: \$22,602

Location of Project

Address Line1: Vista Boulevard  
Address Line2:  
City: SLINGERLANDS  
State: NY  
Zip - Plus4: 12159  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 5  
Average estimated annual salary of jobs to be created.(at Current market rates): 58,000  
Annualized salary Range of Jobs to be Created: 40,000 To: 85,000  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 7  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 7

Applicant Information

Applicant Name: Columbia Bethlehem SEF LLC  
Address Line1: 302 Washington Avenue Extension  
Address Line2:  
City: ALBANY  
State: NY  
Zip - Plus4: 12203  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No



IDA Projects

9.

General Project Information

Project Code: 0103 13 01  
Project Type: Straight Lease  
Project Name: FINKE ENTERPRISES LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$7,171,200.00  
Benefited Project Amount: \$7,171,200.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 03/20/2013  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 03/20/2013  
or Leasehold Interest:  
Year Financial Assitance is 2033  
planned to End:  
Notes: Pilot starts in 2014

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$22,239  
Local Property Tax Exemption: \$13,408  
School Property Tax Exemption: \$115,367  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$151,014.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$12,754	\$12,754
Local PILOT:	\$7,689	\$7,689
School District PILOT:	\$72,419	\$72,419
Total PILOTS:	\$92,862	\$92,862

Net Exemptions: \$58,152

Location of Project

Address Line1: 1569 ROUTE 9W  
Address Line2:  
City: SELKIRK  
State: NY  
Zip - Plus4: 12158  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 35  
Original Estimate of Jobs to be created: 5  
Average estimated annual salary of jobs to be created.(at Current market rates): 35,000  
Annualized salary Range of Jobs to be Created: 35,000 To: 45,000  
Original Estimate of Jobs to be Retained: 35  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 40,000  
Current # of FTEs: 49  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 14

Applicant Information

Applicant Name: ROBERT H FINKE & SONS, INC  
Address Line1: 1569 ROUTE 9W  
Address Line2:  
City: SELKIRK  
State: NY  
Zip - Plus4: 12158  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No



IDA Projects

10.

General Project Information

Project Code: 01030203A  
Project Type: Straight Lease  
Project Name: PSEG Power NY Inc.

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Other Categories

Total Project Amount: \$400,000,000.00  
Benefited Project Amount: \$400,000,000.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 04/26/2001  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 02/05/2002  
or Leasehold Interest:  
Year Financial Assitance is 2023  
planned to End:  
Notes: Power Generation

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$376,932  
Local Property Tax Exemption: \$227,251  
School Property Tax Exemption: \$2,210,600  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$2,814,783.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$402,089	\$402,089
Local PILOT:	\$242,388	\$242,388
School District PILOT:	\$3,093,244	\$3,093,244
Total PILOTS:	\$3,737,721	\$3,737,721

Net Exemptions: -\$922,938

Location of Project

Address Line1: 380 River Road  
Address Line2:  
City: GLENMONT  
State: NY  
Zip - Plus4: 12077  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 64  
Original Estimate of Jobs to be created: 28  
Average estimated annual salary of jobs to be created.(at Current market rates): 100,890  
Annualized salary Range of Jobs to be Created: 0 To: 0  
Original Estimate of Jobs to be Retained: 64  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 100,890  
Current # of FTEs: 50  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: (14)

Applicant Information

Applicant Name: Michael Stagliola  
Address Line1: PSEG Power New York, Inc.  
Address Line2: NY Route 144 (River Road)  
City: GLENMONT  
State: NY  
Zip - Plus4: 12077  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

11.

General Project Information

Project Code: 01031102  
Project Type: Straight Lease  
Project Name: SRS Bethlehem LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$12,300,000.00  
Benefited Project Amount: \$12,300,000.00  
Bond/Note Amount:  
Annual Lease Payment: \$0  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 12/30/2011  
IDA Took Title No  
to Property:  
Date IDA Took Title  
or Leasehold Interest:  
Year Financial Assistance is 2024  
planned to End:  
Notes: 41 Vista Blvd

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$29,024  
Local Property Tax Exemption: \$17,498  
School Property Tax Exemption: \$170,216  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$216,738.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$5,548	\$5,548
Local PILOT:	\$3,345	\$3,345
School District PILOT:	\$47,837	\$47,837
Total PILOTS:	\$56,730	\$56,730

Net Exemptions: \$160,008

Location of Project

Address Line1: Vista Blvd  
Address Line2:  
City: SLINGERLANDS  
State: NY  
Zip - Plus4: 12159  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 300  
Average estimated annual salary of jobs to be created.(at Current market rates): 30,000  
Annualized salary Range of Jobs to be Created: 20,000 To: 60,000  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 274  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 274

Applicant Information

Applicant Name: SRS Bethlehem LLC  
Address Line1: 302 Washington Ave Extension  
Address Line2:  
City: ALBANY  
State: NY  
Zip - Plus4: 12203  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

12.

General Project Information

Project Code: 01030201A  
Project Type: Straight Lease  
Project Name: Selkirk Ventures LLC

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Finance, Insurance and Real Estate

Total Project Amount: \$7,510,000.00  
Benefited Project Amount: \$7,510,000.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 03/22/2002  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 05/14/2002  
or Leasehold Interest:  
Year Financial Assitance is 2018  
planned to End:  
Notes: Building Owner, for tenant engaged in manufacturing

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$36,185  
Local Property Tax Exemption: \$21,816  
School Property Tax Exemption: \$187,716  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$245,717.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$31,244	\$31,244
Local PILOT:	\$18,837	\$18,837
School District PILOT:	\$170,626	\$170,626
Total PILOTS:	\$220,707	\$220,707

Net Exemptions: \$25,010

Location of Project

Address Line1: 158 West Yard Road  
Address Line2:  
City: FEURA BUSH  
State: NY  
Zip - Plus4: 12067  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 300  
Average estimated annual salary of jobs to be created.(at Current market rates): 22,000  
Annualized salary Range of Jobs to be Created: 0 To: 0  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 32  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 32

Applicant Information

Applicant Name: "Selkirk Ventures, LLC"  
Address Line1: Attn: David Buicko  
Address Line2: 695 Rotterdam Industrial Park  
City: SCHENECTADY  
State: NY  
Zip - Plus4: 12306  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

13.

General Project Information

Project Code: 01030402A  
Project Type: Straight Lease  
Project Name: Slingerlands II LaSalle Medical Office LLC  
Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Civic Facility

Total Project Amount: \$6,751,000.00  
Benefited Project Amount: \$5,900,000.00  
Bond/Note Amount:  
Annual Lease Payment: \$1  
Federal Tax Status of Bonds:  
Not For Profit: No  
Date Project Approved: 11/19/2004  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 02/16/2005  
or Leasehold Interest:  
Year Financial Assitance is 2017  
planned to End:  
Notes: Medical Office Building

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$39,201  
Local Property Tax Exemption: \$23,634  
School Property Tax Exemption: \$229,902  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$292,737.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$37,347	\$37,347
Local PILOT:	\$22,516	\$22,516
School District PILOT:	\$229,902	\$229,902
Total PILOTS:	\$289,765	\$289,765

Net Exemptions: \$2,972

Location of Project

Address Line1: 1220 New Scotland Road  
Address Line2:  
City: SLINGERLANDS  
State: NY  
Zip - Plus4: 12159  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 82  
Average estimated annual salary of jobs to be created.(at Current market rates): 60,000  
Annualized salary Range of Jobs to be Created: 0 To: 0  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 155.5  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 155.5

Applicant Information

Applicant Name: LaSalle Investment Management  
Address Line1: Attn: Steve Bolen  
Address Line2: 100 East Pratt Street, 20th Floor  
City: BALTIMORE  
State: MD  
Zip - Plus4: 21202  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects

14.

General Project Information

Project Code: 01031103  
Project Type: Bonds/Notes Issuance  
Project Name: Vista Boulevard

Project part of another phase or multi phase: No  
Original Project Code:  
Project Purpose Category: Construction

Total Project Amount: \$6,750,000.00  
Benefited Project Amount: \$6,750,000.00  
Bond/Note Amount: \$6,750,000.00  
Annual Lease Payment:  
Federal Tax Status of Bonds: Tax Exempt  
Not For Profit: Yes  
Date Project Approved: 12/30/2011  
IDA Took Title Yes  
to Property:  
Date IDA Took Title 12/30/2011  
or Leasehold Interest:  
Year Financial Assistance is 2041  
planned to End:  
Notes:

Project Tax Exemptions & PILOT Payment Information

State Sales Tax Exemption: \$0  
Local Sales Tax Exemption: \$0  
County Real Property Tax Exemption: \$6,020  
Local Property Tax Exemption: \$3,639  
School Property Tax Exemption: \$28,970  
Mortgage Recording Tax Exemption: \$0  
Total Exemptions: \$38,629.00  
Total Exemptions Net of RPTL Section 485-b:

PILOT Payment Information		
	Actual Payment Made	Payment Due Per Agreement
County PILOT:	\$6,020	\$6,020
Local PILOT:	\$3,639	\$3,639
School District PILOT:	\$28,970	\$28,970
Total PILOTS:	\$38,629	\$38,629

Net Exemptions: \$0

Location of Project

Address Line1: VISTA of slingerlands  
Address Line2: 445 DELAWARE AVE  
City: DELMAR  
State: NY  
Zip - Plus4: 12054  
Province/Region:  
Country: USA

Project Employment Information

# of FTEs before IDA Status: 0  
Original Estimate of Jobs to be created: 0  
Average estimated annual salary of jobs to be created.(at Current market rates): 0  
Annualized salary Range of Jobs to be Created: 0 To: 0  
Original Estimate of Jobs to be Retained: 0  
Estimated average annual salary of jobs to be retained.(at Current Market rates): 0  
Current # of FTEs: 0  
# of FTE Construction Jobs during fiscal year: 0  
Net Employment Change: 0

Applicant Information

Applicant Name: TOWN OF BETHLEHEM IDA  
Address Line1: 445 DELAWARE AVE  
Address Line2:  
City: DELMAR  
State: NY  
Zip - Plus4: 12054  
Province/Region:  
Country: USA

Project Status

Current Year Is Last Year for reporting: No  
There is no debt outstanding for this project: No  
IDA does not hold title to the property: No  
The project receives no tax exemptions: No

IDA Projects Summary Information:

Total Number of Projects	Total Exemptions	Total PILOT Paid	Net Exemptions	Net Employment Change
14	\$4,139,232.64	\$4,546,883.20	(\$407,650.56)	548

Additional Comments: