

# Columbia County Industrial Development Agency

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY MEETING NOTICE**

Please take notice that there will be a regular meeting of the Columbia County Industrial Development Agency and its Committees to be held in person on March 10, 2026 at 8:30am, at One Hudson City Centre, Suite 301, Hudson, NY 12534 in accordance with Public Officers Law Section 103-a; This meeting is open to the public, who will have the opportunity to attend the meeting in person at the One Hudson City Centre address or via Zoom and provide live comments. Meeting packets are posted and available on the IDA's website: <https://columbiaedc.com/about-cedc/columbia-county-ida/ccida-public-documents-room/>

Time: Mar 10, 2026 08:30 AM Eastern Time (US and Canada)

Join Zoom Meeting: <https://us06web.zoom.us/j/88375632413?pwd=BBpJpgAjembR9bsw7tsbNev4GmcJjd.1>

Meeting ID: 883 7563 2413, Passcode: 503683, One tap mobile:

+16465588656,,88375632413#,,, \*503683# US (New York)

Dial by your location: • +1 646 558 8656 US (New York)

Meeting ID: 883 7563 2413, Passcode: 503683

Find your local number: <https://us06web.zoom.us/u/kmEPXIOOI>

Dated: March 3, 2026

Nina Fingar-Smith

Secretary, Columbia County Industrial Development Agency

## IDA Board of Members Agenda

**Members:**

Nina Fingar-Smith	Bob Galluscio	Helen Kozel	Brian Keeler
Carmine Pierro	William Gerlach	Sarah Sterling	

1. Administrative Director's Report
2. Draft Minutes, February 3, 2026\*
3. Full Board Evaluation Summary\*
4. Audit Committee Report
  - a. 2025 Audited Financials\*
  - b. Audit Committee Evaluation\*
5. Finance Committee Report
  - a. Treasurer's Report\*
  - b. Finance Committee Evaluation\*
6. Governance Committee Report
  - a. Governance Committee Evaluation\*
7. 27 Summit Street LLC (Philmont)
8. Claverack Hudson LLC – Claverack
  - a. Public Hearing March 24, 2026
9. Public Comments

**Attachments:**

Draft minutes February 3 2026	Audit Committee Evaluation	Governance Committee Evaluation
Full Board Evaluation Summary	Treasurer's Report	
2025 Audited Financials	Finance Committee Evaluation	

\* Requires Action

**One Hudson City Centre, Suite 301  
Hudson, New York 12534  
518-828-4718**

# Columbia County Industrial Development Agency

## MINUTES DRAFT COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY Full Board Tuesday, February 3, 2026

A regular meeting of Columbia County Industrial Development Agency’s Board held Tuesday, February 3, 2026 in person. The meeting was called to order at 8:47 am by Carmine Pierro, Chair.

Attendee Name	Title	Status	Arrived
Nina Fingar-Smith	Secretary	Present in person	
Robert Galluscio	Treasurer	Present in person	
William Gerlach	Board Member	Absent	
Brian Keeler	Board Member	Absent	
Helen Kozel	Board Member	Present in person	
Carmine Pierro	Chair	Present in person	
Sarah Sterling	Vice-Chair	Present in person	
Andrew Howard	Counsel	Present in person	
Nadene Zeigler	Bond Counsel	Present via Zoom	
Ofer Cohen	Claverack Hudson LLC	Present via Zoom	
Brooke Safford Cohen	Claverack Hudson LLC	Present in person	
F. Michael Tucker	President/CEO	Present via Zoom	
Chris Brown	Housing Development Coordinator	Absent	
Martha Lane	Business Development Director	Present in person	
Stephen VanDenburgh	Business Development Specialist	Present in person	
Lisa Drahushuk	Administrative Supervisor	Present in person	
Cathy Lyden	Bookkeeper	Present in person	
Riley Werner	Administrative Assistant	Absent	
Spencer Walsh	Register Star	Present in person	

**Slate of Officers:**

**Chair: Carmine Pierro**

**Vice-Chair: Sarah Sterling**

**Treasurer: Robert Galluscio**

**Secretary: Nina Fingar-Smith**

*Mr. Galluscio made a motion, seconded by Ms. Kozel to approve the slate as presented. Carried.*

**Annual Housekeeping Resolution:**

*Ms. Sterling made a motion, seconded by Ms. Fingar-Smith to approve the Annual Housekeeping Resolution as presented. Carried.*

**Consent Agenda:**

**Minutes December 17, 2025:**

**Treasurer’s Report:**

**2025 Performance Measurer’s Report:**

**2025 Operations and Accomplishments:**

**2026 Mission Statement and Measurements Goals:**

**2025 Discharged Duties:**

**2026 Statement of Internal Controls:**

*Ms. Fingar-Smith made a motion, seconded by Ms. Kozel to approve the Consent agenda as presented. Carried.*

**Consent Agenda:**

**Committee Reports:**

**Audit Committee:**

**Audit Engagement Letter**

**Audit Committee Charter**

**Finance Committee:**

**Treasurer's Report**

**2025 Investment Report**

**Finance Committee Charter**

**Governance Committee:**

**2026 Compliance Calendar**

**Governance Committee Charter**

*Ms. Fingar-Smith made a motion, seconded by Mr. Galluscio to approve the items as presented. Carried.*

**Administrative Director's Report:**

**27 Summit Street LLC.:**

Mr. Tucker gave an update of the 27 Summit Street project, noting they were moving forward, noting they were in discussions with the Village of Philmont regarding a historic re-development under Section 444A exemption. He stated there was a conflict between the historic redevelopment payment schedule and what the IDA had approved in the PILOT schedule. He stated they were working on a solution that would not affect the IDA PILOT.

**178 Healy Blvd Project:**

Mr. Tucker stated he had been in contact with the developer. He noted there was an issue with the Greenport sewer system. He stated they have been asked to undertake a study of overflow issues related to rain. He noted the study was anticipated to be done in April or May due. No projects can be approved until the issues have been resolved. Chair Pierro asked if the number of units would remain the same. Mr. Tucker stated the original proposal of 152 units didn't come to fruition. After that NYS instituted additional regulations regarding wetlands resulting in less land available for development at that site. Mr. Tucker stated the developer is revisiting the site plan with a goal to do fewer units at the site done in phases.

**Claverack Hudson LLC Project Application:**

Mr. Tucker introduced the developers of Claverack Hudson LLC, Brooke Safford Cohen and Ofer Cohen. He stated IDA Attorney Andy Howard would recuse himself from the project due to his involvement with the applicant's Planning Board approval. Mr. Tucker stated the project had obtained Town of Claverack Planning Board approval. Mr. Tucker introduced Nadene Zeigler from Hodgson Russ, the IDA's Special Counsel who had prepared two resolutions: SEQR and Public Hearing Resolutions for the IDA's consideration.

Mr. Tucker asked Ms. Safford Cohen to present the project to the Board. Ms. Safford Cohen stated the hospitality project would be a 45 room inn, restaurant, pool and spa, noting the Planning Board approval had been received in December. She reviewed the site plan which showed the historic restoration of the mansion, the renovation of the pool and existing cabins, a wellness pavilion, new construction of 18 small cabins, new parking lot, storm water management practices and a wastewater treatment system.

## **Columbia County Industrial Development Agency**

Ms. Stafford Cohen stated the restoration of the mansion would serve as the anchor for the property and would have some guest rooms, a small beverage and food area and a potential gallery. She noted the mansion would also serve as the central hub for reception once restored. She reviewed the economic impact of the project including the restoration of the National Registry historic property; the capital investment of \$30 million; job creation; workforce development training (hospitality sector) programs; use of local businesses and farms serving the restaurant, property value uplift and tax revenue.

Mr. Pierro asked for clarification on the number of rooms to be provided. Ms. Stafford Cohen stated that some of the smaller cabin units were cut into 2, noting 45 would be the maximum number of units. She stated the mansion would have 10 keys. She reviewed the general site plan with the Board.

Mr. Cohen reviewed the PILOT request which was for 10 years. The development period was planned to be 3 years with the tax abatement period of 10 years. He estimated the tax payment without the IDA would be \$1.75 million, with the requested IDA PILOT it would be \$1.2 million for a savings of \$480,000.

He estimated approximately \$20 million in purchases and requested a sales tax exemption of \$1.6 million. Mr. Cohen estimated the mortgage recording tax exemption at \$325,000.

Mr. Tucker reviewed the benefits the IDA had the ability to use. He noted the model used in this project for a PILOT was based on the City of Hudson's Hotel model where the benefit began at 50% but didn't increase by 10% every year it increased by 10% every other year. He noted this allowed the hotel to have more time to stabilize their business. He noted the property has been vacant for a number of years.

Mr. Tucker reviewed the next steps for the Board, which include completing due diligence, holding a public hearing and reviewing an analysis. Mr. Tucker asked Nadene Zeigler from Hodgson Russ to review the resolutions distributed to the Board. Ms. Zeigler reviewed the Public Hearing Resolution and the SEQR Resolution previously distributed to the Board. She noted the proposed PILOT was different from the IDA's current Uniform Tax Exempt Policy and required a PILOT deviation letter to be sent to the taxing jurisdictions.

Mr. Tucker stated the Public Hearing would need to be held in the Town of Claverack and in the past had been held at the Claverack firehouse. He stated the date would be held prior to the next IDA meeting. He asked those members who are available to attend the hearing. He asked the Board to approve an amount up to \$20,000 to pay a consultant to do the project analysis.

Ms. Sterling noted that there were housing issues in the County and asked if they had considered supplying housing for their employees. Ms. Safford Cohen stated they had discussed with Klocke Estate and several of their employees it appeared to be no issue but they remained aware of the potential issue and would reassess closer to the opening. Mr. Tucker noted other similar projects had been asked to provide local advertising when hiring and additional training as well as internships for students in the local school districts.

Mr. Tucker stated the standard for IDA project was once approved you have three years to complete construction. He noted there were cases where the timeframe had been extended. Ms. Safford Cohen noted the plans for the construction were still being worked on and they planned on completing in three years.

**Public Hearing Resolution Claverack Hudson LLC:**

*Ms. Fingar-Smith made a motion, seconded Ms. Kozel to approve the resolution as presented. Carried.  
The roll call vote:*

Name	Voting	Aye
Carmine Pierro	Voting	Aye
Sarah Sterling	Voting	Aye
Nina Fingar-Smith	Voting	Aye
Robert Galluscio	Voting	Aye
William Gerlach	Voting	Absent
Brian Keeler	Voting	Absent
Helen Kozel	Voting	Aye

**SEQR Resolution Claverack Hudson LLC:**

*Ms. Sterling made a motion, seconded by Ms. Kozel to approve the resolution as presented. Carried.*

Name	Voting	Aye
Carmine Pierro	Voting	Aye
Sarah Sterling	Voting	Aye
Nina Fingar-Smith	Voting	Aye
Robert Galluscio	Voting	Aye
William Gerlach	Voting	Absent
Brian Keeler	Voting	Absent
Helen Kozel	Voting	Aye

*With no public comment or further business, Ms. Kozel made a motion, seconded by Ms. Sterling to adjourn the meeting. The meeting adjourned at 9:35am.*

*Respectfully submitted by Lisa Draushuk*

### Summary Results of Confidential Evaluation of Board Performance

Criteria	Agree	Somewhat Agree	Somewhat Disagree	Disagree
	#	#	#	#
Board members have a shared understanding of the mission and purpose of the Authority.	7			
The policies, practices and decisions of the Board are always consistent with this mission.	7			
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.	7			
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.	7			
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.	7			
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.	7			
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.	7			
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.	7			
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.	7			
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.	7			
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.	7			
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.	7			
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.	7			
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.	7			
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.	7			
Board members demonstrate leadership and vision and work respectfully with each other.	7			

Name of Authority: Columbia Cty IDA Fiscal Year: 2025

Date Completed: February 5, 2026

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
(a component unit of the County of Columbia, New York)

FINANCIAL STATEMENTS  
AND  
SUPPLEMENTAL INFORMATION  
(WITH INDEPENDENT AUDITOR'S REPORT)

As of and for the years ended December 31, 2025 and 2024

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**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**

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## **INDEPENDENT AUDITOR'S REPORT**

To the Chairman and Board of Columbia County  
Industrial Development Agency:

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the financial statements of Columbia County Industrial Development Agency (a component unit of the County of Columbia, New York) (the "Agency"), as of and for the years ended December 31, 2025 and 2024, and the related notes to the financial statements, which collectively comprise Columbia County Industrial Development Agency's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements present fairly, in all material respects, the respective financial position of Columbia County Industrial Development Agency as of December 31, 2025 and 2024, and the respective changes in financial position and, where applicable, cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinion***

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

#### ***Responsibilities of Management for the Financial Statements***

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

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

### ***Auditor's Responsibilities for the Audits of the Financial Statements***

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

In performing an audit in accordance with GAAS and GAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audits.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Columbia County Industrial Development Agency's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Columbia County Industrial Development Agency's ability to continue as a going concern for a reasonable period of time.

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

### ***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 to 7 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient

evidence to express an opinion or provide any assurance.

### ***Supplementary Information***

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise Columbia County Industrial Development Agency's basic financial statements. The Schedule of Projects and Exemptions, Schedule of PILOTs and Schedule of Employment Data are presented for purposes of additional analysis and are not a required part of the basic financial statements.

The Schedule of Projects and Exemptions and Schedule of PILOTs are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedule of Projects and Exemptions and Schedule of PILOTs are fairly stated, in all material respects, in relation to the basic financial statements as a whole. The Schedule of Employment Data, which is the responsibility of management, is of a nonaccounting nature and has not been subjected to the auditing procedures applied in the audit of the financial statements. Accordingly, we do not express an opinion or provide any assurance on it.

### ***Emphasis of Matter***

As discussed in Note 1 to the financial statements, the Agency has operated with expenditures in excess of revenues in recent years. If the Agency continues to experience similar results, a reduction of operating expenses, seeking additional sources of cash flow, or funding from a related party may be required in the future. Management's evaluation of the events and conditions and management's plan to mitigate these matters are also described in Note 1. Our opinion is not modified with respect to this matter.

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

In accordance with *Government Auditing Standards*, we have also issued our report dated March 11, 2026 on our consideration of Columbia County Industrial Development Agency's internal control over financial reporting and 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 the effectiveness of internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Columbia County Industrial Development Agency's internal control over financial reporting and compliance.

Hudson, New York  
March 11, 2026

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**MANAGEMENT DISCUSSION AND ANALYSIS**  
**December 31, 2025 and 2024**

**1. Introduction:**

Within this section of the Columbia County Industrial Development Agency's (the "Agency") financial statements, the Agency's management provides narrative discussion and analysis of the financial activities of the Agency for the years ended December 31, 2025 and 2024. This discussion and analysis is intended to serve as an introduction to the Agency's basic financial statements for the years ended December 31, 2025 and 2024.

**2. Overview of the Financial Statements:**

The Agency's financial statements include: (1) financial statements, and (2) notes to the financial statements.

**A. Financial Statements**

The Agency's financial statements are prepared on the accrual basis in accordance with generally accepted accounting principles promulgated by the Governmental Accounting Standards Board (GASB). The Agency is structured as a single enterprise fund with revenues recognized when earned, not when received. Expenses are recognized when incurred, not when they are paid. Capital assets are capitalized and are depreciated over their useful lives. See notes to the financial statements for a summary of the Agency's significant accounting policies.

The *Statements of Net Position* present information on the Agency's assets and liabilities, with the difference between the two reported as net position. Over time, increases or decreases in net position may serve as a useful indicator of the Agency's financial position.

The *Statements of Revenues, Expenses and Changes in Net Position* present information showing how the Agency's net position changed during the most recent years. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows. Thus, revenues and expenses are reported in these statements for some items that will result in cash flows in future periods.

The *Statements of Cash Flows* relate to the flows of cash and cash equivalents. Consequently, only transactions that affect the Agency's cash accounts are recorded in these statements. A reconciliation is provided at the bottom of the statements of cash flows to assist in the understanding of the difference between cash flows from operating activities and operating income.

**B. Notes to Financial Statements**

The accompanying notes to the financial statements provide information essential to a full understanding of the basic financial statements.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**MANAGEMENT DISCUSSION AND ANALYSIS**  
**December 31, 2025 and 2024**

**3. Financial Highlights:**

The revenue decreased by \$27,996 from 2024 to 2025 due primarily to a decrease in administration fees from PILOTS. The expenses increased by \$28 from 2024 to 2025 due primarily to a reduction in professional fees.

The revenue increased by \$23,940 from 2023 to 2024 due primarily to an increase in administrative fee income. The expenses decreased by \$1,541 from 2023 to 2024 due primarily to a decrease in professional fees in 2024.

Total revenue did not meet budget in 2025 by about \$24,000 due to lack of administration fees for projects.

Total revenue did not meet budget in 2024 due to lack of administration fees for projects.

Total expenditures in 2025 were below budget due primarily to professional fees and insurance being below what was budgeted for the year.

Total expenditures in 2024 were below budget due to administration fees to CEDC, professional fees, and insurance being below what was budgeted for the year.

**Financial Statement Analysis:**

Below is a comparative summary of the Agency's Statements of Net Position as of December 31:

	<u>2025</u>	<u>2024</u>	<u>2023</u>
Assets	<u>\$ 52,612</u>	<u>\$ 58,597</u>	<u>\$ 36,614</u>
Liabilities	\$ 37,500	\$ 25,000	\$ 12,500
Net Position	<u>15,112</u>	<u>33,597</u>	<u>24,114</u>
Total Liabilities and Net Position	<u>\$ 52,612</u>	<u>\$ 58,597</u>	<u>\$ 36,614</u>

Total assets decreased by \$5,985 or 10.21% and total liabilities increased \$12,500 or 50% for the year ended December 31, 2025. Total net position decreased by \$18,485 for the year ended December 31, 2025. The decrease in net position was primarily the result of decreased administrative fee income during 2025.

Total assets increased by \$21,983 or 60.04% and total liabilities increased \$12,500 or 100% for the year ended December 31, 2024. Total net position increased \$9,483 for the year ended December 31, 2024. The increase in net position was primarily the result of increased administration fees income during 2024.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
(a component unit of the County of Columbia, New York)  
**MANAGEMENT DISCUSSION AND ANALYSIS**  
December 31, 2025 and 2024

**3. Financial Highlights (Continued):**

**Financial Statement Analysis (Continued):**

Below is a comparative summary of the Agency's Statements of Revenues, Expenses, and Changes in Net Position for the years ended December 31:

	<u>2025</u>	<u>2024</u>
<b>REVENUES</b>		
Bank interest	\$ 8	\$ 4
Application fees	4,000	7,000
Administration fees - PILOTs	1,500	26,500
Total revenues	<u>5,508</u>	<u>33,504</u>
<b>EXPENSES</b>		
Professional fees	9,931	9,990
Insurance	1,525	1,481
Office	37	50
Administration- CEDC	12,500	12,500
Total expenses	<u>23,993</u>	<u>24,021</u>
<b>NET (DECREASE) INCREASE IN NET POSITION</b>	<b>(18,485)</b>	<b>9,483</b>
<b>NET POSITION, Beginning of year</b>	<u>33,597</u>	<u>24,114</u>
<b>NET POSITION, End of year</b>	<u>\$ 15,112</u>	<u>\$ 33,597</u>

The revenue budget for 2025 was \$30,000 with no projected profit. The revenue budget for 2024 was \$52,500 with \$1,000 in projected profit. There were no amendments to the budget during 2025 and 2024.

The Agency's revenues in 2025 were \$5,508 versus \$33,504 in 2024. The Agency's expenses in 2025 were \$23,993 versus \$24,021 in 2024. The Agency's net position decreased \$18,485 and increased \$9,483 as a result of operations in 2025 and 2024, respectively.

**4. Economic Factors and Next Year's Budget:**

The ability to generate future fee revenue and meet the Agency's 2026 revenue budget expectation is dependent on future project closings. The ability to predict the future success of such events is difficult. Economic conditions in Columbia County, New York as well as changes in interest rates, influence the Agency's ability to attract such project and financing activities.

**5. Capital Assets and Long-Term Debt:**

During the year ended December 31, 2025, the Agency received a capital contribution of land from Columbia County with a fair value of \$50,000. The land was subsequently sold and the proceeds were contributed to CEDC, a related party of the Agency, at the direction of Columbia County. The Authority does not have any long-term debt.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**MANAGEMENT DISCUSSION AND ANALYSIS**  
**December 31, 2025 and 2024**

**6. Additional Information:**

This report is prepared for the use of the Agency's audit committee, management, federal awarding agencies and pass-through entities, and members of the public interested in the affairs of the Agency. Questions with regard to this financial report or requests for additional information may be addressed to the Administrative Director, Columbia County Industrial Development Agency, One Hudson City Centre, Suite 301, Hudson, NY 12534.

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**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
(a component unit of the County of Columbia, New York)  
**STATEMENTS OF NET POSITION**  
December 31, 2025 and 2024

	<u>2025</u>	<u>2024</u>
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents:		
Checking	\$ 24,179	\$ 30,166
Money market	28,317	28,315
Total cash and cash equivalents	<u>52,496</u>	<u>58,481</u>
Prepaid expenses	116	116
Total current assets	<u>52,612</u>	<u>58,597</u>
Total assets	<u>\$ 52,612</u>	<u>\$ 58,597</u>
<b>LIABILITIES AND NET POSITION</b>		
<b>CURRENT LIABILITIES</b>		
Due to Columbia Economic Development Corporation	\$ 37,500	\$ 25,000
Total current liabilities	<u>37,500</u>	<u>25,000</u>
Total liabilities	<u>37,500</u>	<u>25,000</u>
<b>NET POSITION</b>		
Unrestricted	9,053	27,538
Restricted	6,059	6,059
Total net position	<u>15,112</u>	<u>33,597</u>
Total liabilities and net position	<u>\$ 52,612</u>	<u>\$ 58,597</u>

See notes to financial statements.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
(a component unit of the County of Columbia, New York)  
**STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**  
For the years ended December 31, 2025 and 2024

	<u>2025</u>	<u>2024</u>
<b>REVENUES</b>		
Bank interest	\$ 8	\$ 4
Application fees	4,000	7,000
Administration fees - PILOTs	1,500	26,500
Total revenues	<u>5,508</u>	<u>33,504</u>
<b>EXPENSES</b>		
Professional fees	9,931	9,990
Insurance	1,525	1,481
Office	37	50
Administration- CEDC	12,500	12,500
Total expenses	<u>23,993</u>	<u>24,021</u>
<b>NET (DECREASE) INCREASE IN NET POSITION</b>	<b>(18,485)</b>	<b>9,483</b>
<b>NET POSITION, Beginning of year</b>	<u>33,597</u>	<u>24,114</u>
<b>NET POSITION, End of year</b>	<u>\$ 15,112</u>	<u>\$ 33,597</u>

*See notes to financial statements.*

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**STATEMENTS OF CASH FLOWS**  
**For the years ended December 31, 2025 and 2024**

	<u>2025</u>	<u>2024</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Bank interest received	\$ 8	\$ 4
Operating expenses paid	(11,493)	(11,521)
Receipts from application fees	4,000	7,000
Receipts from administration fees	1,500	26,500
Proceeds from Commerce Park land sale on behalf of Columbia County	48,120	-
Disbursement of proceeds from land sale to CEDC on behalf of Columbia County	(48,120)	-
PILOT receipts	92,163	71,875
PILOT payments	(92,163)	(71,875)
Net cash (used for) provided by operating activities	<u>(5,985)</u>	<u>21,983</u>
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(5,985)</b>	<b>21,983</b>
<b>CASH AND CASH EQUIVALENTS, Beginning of year</b>	<b>58,481</b>	<b>36,498</b>
<b>CASH AND CASH EQUIVALENTS, End of year</b>	<b><u>\$ 52,496</u></b>	<b><u>\$ 58,481</u></b>
Reconciliation of change in net position to net cash (used for) provided by operating activities:		
Change in net position	\$ (18,485)	\$ 9,483
Change in assets and liabilities:		
Increase in due to CEDC	12,500	12,500
Net cash (used for) provided by operating activities	<u>\$ (5,985)</u>	<u>\$ 21,983</u>
<b>NON-CASH OPERATING ACTIVITIES</b>		
Fair value of Commerce Park land transferred from Columbia County for sale	<u>\$ 50,000</u>	<u>\$ -</u>

See notes to financial statements.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2025 and 2024**

**NOTE 1 – NATURE OF ORGANIZATION**

**Business Activity**

The Columbia County Industrial Development Agency was established in 1976 by the Columbia County ("the County") Board of Supervisors under the Laws of New York State to promote economic growth in the County of Columbia, New York. The Agency is exempt from federal, state and local income taxes. The Agency is a component unit of the County of Columbia, New York.

The Agency's present function is to promote, develop and encourage reconstructing, improving and maintaining manufacturing, warehousing, and commercial facilities to promote job opportunities and economic welfare for the people of New York State. This is done through administering PILOTs, land sales, bond agreements, and straight lease transactions. Real property owned or controlled by an industrial development agency is exempt from property and mortgage recording taxes, and the value of these exemptions can be passed through to assisted businesses. In addition, purchases related to industrial development agency projects can be exempt from state and local sales taxes.

Payment in lieu of taxes (PILOT)

The Agency enters into and administers PILOT agreements for various companies in the surrounding area. The PILOT agreements are entered into between the Agency and a third-party business. Title to property owned by the third-party business is transferred to the Agency for a period of time. During the term of the agreement (when the Agency holds the title to the property), the third-party business pays the Agency an annual PILOT amount based on a calculation derived by a formula in the agreement. The PILOTs allow the participants to make payments at a lower rate than if the company paid the property's assessed value at the current tax rates for county, town and school taxes. Certain requirements are to be met by the company to be able to maintain their PILOT. These requirements, stated in the PILOT agreement, can be comprised of reaching and maintaining certain employment goals and paying their PILOT in a timely fashion. This promotes employment and economic development. The Agency will in turn pay the respective tax authorities. At the completion of the PILOT program, title to the property is transferred back to the third-party business owner and the property goes back on the respective tax rolls. The Agency has no risk or reward related to the PILOT agreements, therefore, the associated land is not recorded as an asset in the statement of net position.

The Agency generates fees from PILOT agreements called "Administration and Application Fees." The Agency receives an annual administrative fee from each PILOT per the agreement. The Agency also administers bonds and receives an administrative fee upon issuance of the bond.

The Agency also utilizes straight lease transactions whereby the Agency takes title to the land, improvements, or real property, thereby making it exempt from certain taxes, and then leases it back to the developer for a nominal fee. In these scenarios, bonding is unnecessary because either no financing is needed, or because the developer has secured financing elsewhere. The Agency has no risk or reward related to these straight lease transactions, therefore, the associated asset is not recorded on the statement of net position.

In addition, the Agency generates revenue from land sale transactions with a related party, Columbia Economic Development Corporation (CEDC). The Agency receives a stipend called "Fees from Land Sales" upon the first payment from the participating purchaser of the property.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2025 and 2024**

**NOTE 1 – NATURE OF ORGANIZATION (Continued)**

**Business Activity (Continued)**

Uncertainty

In recent years, the Agency has operated with expenditures in excess of revenues. If the Agency fails to generate revenue in the future in part by the support of related parties, it will either need to curtail operations and/or seek additional sources of cash flow, the outcome of which is currently uncertain. These factors raise a question as to the Organization's ability to continue as a going concern.

Management plans to alleviate these adverse conditions through a reduction to operating expenses, grant funding from a related party, as necessary, and seeking additional sources of cash flow.

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Accounting**

The financial statements of the Agency have been prepared on the accrual basis of accounting and reflect all significant receivables, payables, and other liabilities. Revenues are recorded when earned and expenses are recorded when incurred. In accordance with accounting principles generally accepted in the United States of America, the Agency applies all applicable Governmental Accounting Standards Board (GASB) pronouncements. GASB Statement No. 62, "Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements", was adopted by the Agency in 2012. The government-wide financial statements include the Agency's only fund which is required to be presented as an enterprise fund.

**Deferred Outflows/Inflows of Resources**

GASB Statement No. 63, "Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position", and GASB Statement No. 65, "Items Previously Reported as Assets and Liabilities", defined and classified deferred outflows of resources and deferred inflows of resources. A deferred outflow of resources is a consumption of net assets that applies to future period(s), and as such, will not be recognized as an outflow of resources (expense/expenditure) until that time. A deferred inflow of resources is an acquisition of net assets that applies to future period(s), and as such, will not be recognized as an inflow of resources (revenue) until that time.

Statement 63 changed how governments organize their statements of financial position (such as the current government-wide statement of net assets and the governmental funds balance sheet).

As a result of Statement 63, financial statements will include deferred outflows of resources and deferred inflows of resources ("deferrals"), in addition to assets and liabilities, and will report net position instead of net assets. As of December 31, 2025 and 2024, there were no deferred outflows or inflows of resources.

**Budgetary Data**

The budget policies are as follows:

In October of each year, the Administrative Director submits a tentative budget to the Board of Directors for their approval for the next fiscal year. The tentative budget includes proposed expenditures and the proposed means of financing, which is to be used as a guide of activity for the fiscal year.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2025 and 2024**

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Use of Estimates**

The preparation of financial statements in conformity with Generally Accepted Accounting Principles in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of 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.

**Revenue Recognition**

Income is generated from three (3) major sources: (1) land sales, (2) project application and closing fees for projects, and (3) administrative income from Board-approved projects. All revenue is recognized when services are performed.

The Agency is responsible for collecting and remitting the PILOT payments received for state, county, and town/village jurisdictions, and only acts as a pass-through entity. No activity for the PILOT payments is reported in the financial statements. The jurisdictions have the ultimate risk of loss if PILOT payments are not paid to the Agency by the respective companies.

**Net Position**

Net position is an element of proprietary fund financial statements and is measured by the difference between (a) assets and deferred outflows of resources and (b) liabilities and deferred inflow of resources.

**Fiduciary Activities**

The Agency applies the policy under GASB 84, "*Fiduciary Activities*" (GASB 84), that allows assets with a corresponding liability, that otherwise should be reported in a custodial fund, to be included in the statement of net position, if those assets, upon receipt, are normally expected to be held for three months or less. In addition, in accordance with GASB 84, additions and deductions are separately stated as cash inflows and cash outflows in the operating activities category of the statement of cash flows. The Agency's PILOT program and land sale activity on behalf of Columbia County qualifies for this treatment.

**Adoption of GASB Statement No. 102**

During the year ended December 31, 2025, the Agency adopted the provisions of GASB Statement No. 102, "*Certain Risk Disclosures*" (GASB 102). This Statement establishes requirements for the disclosure of risks related to concentrations and constraints that could expose the Agency to a substantial impact.

The adoption of GASB Statement No. 102 did not result in a change to the Agency's financial position, results of operations, or disclosures.

**Subsequent Events**

Subsequent events have been evaluated through March     , 2026, which is the date the financial statements were available to be issued.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2025 and 2024**

**NOTE 3 – CREDIT RISK**

For purposes of reporting cash flows, the Agency considers cash in operating bank accounts, demand deposits, cash on hand, and highly liquid debt instruments purchased with a maturity of three months or less as cash and cash equivalents. As of December 31, 2025 and 2024, cash and cash equivalents, which consists of one checking and one money market account, was covered by federal depository insurance up to \$250,000. Cash and cash equivalent balances during the year rarely exceed FDIC-insured levels and when they do, it is only for a short period of time. Therefore, management believes investment risk of loss is low regarding cash and cash equivalents.

**NOTE 4 – CONDUIT DEBT OBLIGATIONS**

From time to time, the Agency issues Industrial Revenue Bonds to provide financial assistance to private-sector entities for the acquisition and construction of industrial and commercial facilities deemed to be in the interest of the public. The bonds are secured by the property financed and are payable solely from payments received on the underlying mortgage loans. Upon repayment of the bonds, ownership of the acquired facilities transfers to the private-sector entity served by the bond issuance. Neither the Agency, nor the State, nor any political subdivision thereof is obligated in any manner for repayment of the bonds. Accordingly, the bonds are not reported as liabilities in the accompanying financial statements.

As of December 31, 2024 and 2025, there were no Industrial Revenue Bonds outstanding.

**NOTE 5 – RESTRICTED ESCROW ACCOUNTS**

Restricted escrow accounts relate to the PILOT program. From time to time the Agency requires companies to provide a deposit upon commencing the PILOT in case the PILOT is not paid in any one year. The amount is determined on a participant basis depending on the annual PILOT and is invested in the form of a certificate of deposit or a money market account. The Agency does not access the account and it will remain in escrow until the PILOT is over, or if the PILOT cannot be paid by the recipient. There are no restricted escrow account balances as of December 31, 2024 and 2025.

**NOTE 6 – RELATED PARTY TRANSACTIONS**

*Commerce Park Land*

The Agency participates in a program to sell undeveloped land owned by Columbia County. The Agency works directly with the buyer on the County's behalf. For sales made on credit, the Agency recognizes a receivable for the sales price due from the buyer and a liability to the County for the same amount. The Agency plays an administrative role in the transfer of the land and retains the interest portion earned on land sale receivables as payment for servicing the loans and typically the remaining principal portion is forwarded to the County. For sales made with cash, the Agency recognizes the cash received in the amount of the sales price and a liability to the County for the same amount. The Agency will then hold a portion of the amount received as agreed upon with the County and forward along the rest of the payment to the County or another recipient, at the County's direction.

In 2016, the Agency sold a piece of land in Commerce Park. The sale was financed through a five-year note. Over the term of the note, the Agency retained the interest paid. In addition, the County directed the Agency to retain the final payment of \$6,059 received from the buyer and restrict it for economic development purposes to be determined by the County in the future. As a result, the Agency's net position as of December 31, 2025 and 2024, includes \$6,059 of restricted net position.

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**(a component unit of the County of Columbia, New York)**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2025 and 2024**

**NOTE 6 – RELATED PARTY TRANSACTIONS (Continued)**

Commerce Park Land (Continued)

During 2025, the County contributed a piece of land in Commerce Park to the Agency with a fair value at the time of transfer of \$50,000. The County's intention was for the Agency to sell the land to an unrelated third party and directed the Agency to transfer the proceeds to CEDC. During the year ended December 31, 2025, the Agency sold the land for \$50,000 with closing costs of \$1,880. The net proceeds from the sale of \$48,120 were transferred to CEDC during 2025.

Administrative Fees to CEDC

The Agency pays an administrative fee to the CEDC for expenses that CEDC staff incurs on behalf of the Agency. There were \$37,500 of outstanding fees to be paid as of December 31, 2025 and outstanding fees of \$25,000 to be paid as of December 31, 2024. The Agency incurred \$12,500 in fees during 2025 and 2024.

**NOTE 7 – CONCENTRATIONS**

During the year ended December 31, 2025, included in total revenue was 73% and 27% respectively, of revenue from application fees and administration fees, each from one source. During the year ended December 31, 2024, included in total revenue was 79% and 21% respectively, of revenue from administration fees and application fees, each from one source.

DRAFT

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

**INDEPENDENT AUDITOR'S REPORT**

To the Chairman and the Board  
of Columbia County Industrial Development Agency:

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*), the financial statements of Columbia County Industrial Development Agency as of and for the year ended December 31, 2025, and the related notes to the financial statements, which collectively comprise Columbia County Industrial Development Agency's basic financial statements, and have issued our report thereon dated March \_\_, 2026.

***Report on Internal Control over Financial Reporting***

In planning and performing our audit of the financial statements, we considered Columbia County Industrial Development Agency's internal control over financial reporting (internal control) as a basis for designing 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 Columbia County Industrial Development Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of Columbia County Industrial Development Agency's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or 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 over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control 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.

***Report on Compliance and Other Matters***

As part of obtaining reasonable assurance about whether Columbia County Industrial Development Agency's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed 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 Columbia County 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 Columbia County Industrial Development Agency's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Hudson, New York  
March \_\_, 2026

DRAFT

**SUPPLEMENTARY INFORMATION**

DRAFT

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
(a component unit of the County of Columbia, New York)  
**SCHEDULE OF PROJECTS AND EXEMPTIONS**  
Year ended December 31, 2025

Project Code	Project Owner	Real Property Tax Exemptions County	Real Property Tax Exemptions Local	Real Property Tax Exemptions School	Sales Tax	Mortgage Recording	Total Exemptions
	41 Cross Street, LLC						
	41 Cross Street						
10011701A	Hudson, NY 12534	\$ 21,250	\$ 34,826	\$ 59,223	\$ -	\$ -	\$ 115,299
	Klocke Estate Holdings, LLC						
	2678 County Route 27						
1001-21-01	Claverack, NY 12534	\$ 23,276	\$ 2,568	\$ 47,135	\$ -	\$ -	\$ 72,979
		<u>\$ 44,526</u>	<u>\$ 37,394</u>	<u>\$ 106,358</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 188,278</u>

**COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
(a component unit of the County of Columbia, New York)  
**SCHEDULE OF PILOTS**  
Year ended December 31, 2025

Project Code	County PILOT	Local PILOT	School PILOT	Sales Tax PILOT	Total PILOTS
10011701A	\$ 14,975	\$ 24,541	\$ 41,734	\$ -	\$ 81,250
1001-21-01	3,481	384	7,048	-	10,913
Total	\$ 18,456	\$ 24,925	\$ 48,782	\$ -	\$ 92,163

COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
(a component unit of the County of Columbia, New York)  
SCHEDULE OF EMPLOYMENT DATA  
Year ended December 31, 2025

Project Location	Number of FTE Employees at Before IDA Status	Original Estimate of Jobs to be Created	Original Estimate of		Number of Current FTE Employees
			Jobs to be Retained	Jobs to be Created	
41 Cross Street Hospitality, LLC	-	12	-	-	24
Klocke Estate Holdings, LLC	-	8	-	-	39

March \_\_, 2026

To the Board of Directors of the  
Columbia County Industrial Development Agency:

We have audited the financial statements of Columbia County Industrial Development Agency (the "Agency") as of and for the year ended December 31, 2025 and have issued our report thereon dated March \_\_, 2026. Professional standards require that we advise you of the following matters relating to our audit.

### **Our Responsibility in Relation to the Financial Statement Audit**

As communicated in our engagement letter dated January 6, 2026, our responsibility, as described by professional standards, is to form and express an opinion about whether the financial statements that have been prepared by management with your oversight are presented fairly, in all material respects, in conformity with accounting principles generally accepted in the United States of America. Our audit of the financial statements does not relieve you or management of your respective responsibilities.

Our responsibility, as prescribed by professional standards, is to plan and perform our audit to obtain reasonable, rather than absolute, assurance about whether the financial statements are free of material misstatement. An audit of financial statements includes consideration of internal control over financial reporting as a basis for designing 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 over financial reporting. Accordingly, as part of our audit, we considered the internal control of Columbia County Industrial Development Agency solely for the purpose of determining our audit procedures and not to provide any assurance concerning such internal control.

We are also responsible for communicating significant matters related to the audit that are, in our professional judgment, relevant to your responsibilities in overseeing the financial reporting process. However, we are not required to design procedures for the purpose of identifying other matters to communicate to you.

### **Planned Scope and Timing of the Audit**

We conducted our audit consistent with the planned scope and timing we previously communicated to you.

### **Compliance with All Ethics Requirements Regarding Independence**

The engagement team and others in our firm, as appropriate have complied with all relevant ethical requirements regarding independence.

Non-attest services we performed included preparation of the Agency's financial statements and annual Form 1099s. F. Michael Tucker was the designated management representative responsible to oversee our non-attest services.

### **Significant Risk Identified**

- Management Override of Internal Controls

As a result of our audit procedures, we did not identify any control deficiencies related to the identified risk above.

### **Qualitative Aspects of the Entity's Significant Accounting Practices**

#### *Significant Accounting Policies*

Management has the responsibility to select and use appropriate accounting policies. The significant accounting policies used by Columbia County Industrial Development Agency are described in Note 2 to the financial statements. As described in Note 2 to the financial statements, during the year ended December 31, 2025, the Agency adopted the provisions of Government Accounting Standards Board (GASB) Statement No. 102, *Certain Risk Disclosures*. No matters have come to our attention that would require us, under professional standards, to inform you about (1) the methods used to account for significant unusual transactions and (2) the effect of significant accounting policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.

#### *Financial Statement Disclosures*

Certain financial statement disclosures involve significant judgment and are particularly sensitive because of their significance to financial statement users. The most sensitive disclosures affecting Columbia County Industrial Development Agency's financial statements relate to: related party transactions.

The financial statement disclosures are neutral, consistent, and clear.

### **Significant Difficulties Encountered during the Audit**

We encountered no significant difficulties in dealing with management relating to the performance of the audit.

### **Uncorrected and Corrected Misstatements**

For purposes of this communication, professional standards also require us to accumulate all known and likely misstatements identified during the audit, other than those that we believe are trivial, and communicate them to the appropriate level of management. Further, professional standards require us to also communicate the effect of uncorrected misstatements related to prior periods on the relevant classes of transactions, account balances or disclosures, and the financial statements as a whole. Uncorrected misstatements or matters underlying those uncorrected misstatements could potentially cause future-period financial statements to be materially misstated, even though the uncorrected misstatements are immaterial to the financial statements currently under audit. There were no uncorrected misstatements identified during the audit.

### **Disagreements with Management**

For purposes of this letter, professional standards define a disagreement with management as a matter, whether or not resolved to our satisfaction, concerning a financial accounting, reporting, or auditing matter, which could be significant to Columbia County Industrial Development Agency's financial statements or the auditor's report. No such disagreements arose during the course of the audit.

### **Representations Requested from Management**

We have requested certain written representations from management in the attached letter dated March \_\_, 2026.

### **Management's Consultations with Other Accountants**

In some cases, management may decide to consult with other accountants about auditing and accounting matters. Management informed us that, and to our knowledge, there were no consultations with other accountants regarding auditing and accounting matters.

### **Other Significant Matters, Findings or Issues**

In the normal course of our professional association with Columbia County Industrial Development Agency, we generally discuss a variety of matters, including the application of accounting principles and auditing standards, operating and regulatory conditions affecting the entity, and operational plans and strategies that may affect the risks of material misstatement. None of the matters discussed resulted in a condition to our retention as Columbia County Industrial Development Agency's auditors.

### **Going Concern Considerations**

We believe that the following events or conditions identified during the course of the audit raise a question as to the Agency's ability to continue as a going concern:

- As discussed in Note 1 to the financial statements, the Agency has operated with expenditures in excess of revenues during prior years. The Agency has limited unrestricted cash to utilize in the future if the Agency fails to generate revenue to offset its current period expenditures. If the Agency fails to generate revenue in the future in part by the support of related parties, it will either need to curtail operations and/or seek additional sources of cash flow, the outcome of which is currently uncertain. We did not modify our opinion with respect to this matter.

This report is intended solely for the use of the board of directors and management of Columbia County Industrial Development Agency and is not intended to be and should not be used by anyone other than these specified parties.

Very truly yours,

[Prepared on client's letterhead]

March \_\_, 2026

UHY LLP  
One Hudson City Centre, Suite #204  
Hudson, NY 12534

This representation letter is provided in connection with your audit of the financial statements of Columbia County Industrial Development Agency as of December 31, 2025 and 2024 and for the years then ended, and the related notes to the financial statements, for the purpose of expressing an opinion on whether the basic financial statements present fairly, in all material respects, the financial position, results of operations and cash flows, of Columbia County Industrial Development Agency in accordance with accounting principles generally accepted for governments in the United States of America (U.S. GAAP).

Certain representations in this letter are described as being limited to matters that are material. Items are considered material, regardless of size, if they involve an omission or misstatement of accounting information such that, in the light of surrounding circumstances, there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

Except where otherwise stated below, immaterial matters less than \$50 collectively are not considered to be exceptions that require disclosure for the purpose of the following representations. This amount is not necessarily indicative of amounts that would require adjustment to or disclosure in the financial statements.

We confirm that, to the best of our knowledge and belief, having made such inquiries as we considered necessary for the purpose of appropriately informing ourselves as of March \_\_, 2026:

### **Financial Statements**

- 1) We have fulfilled our responsibilities, as set out in the terms of the audit engagement letter dated January 6, 2026, for the preparation and fair presentation of the financial statements referred to above in accordance with U.S. GAAP.
- 2) The financial statements referred to above have been fairly presented in accordance with U.S. GAAP and include all properly classified funds, required supplementary information, and notes to the basic financial statements.
- 3) We acknowledge our responsibility for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.
- 4) We acknowledge our responsibility for the design, implementation, and maintenance of internal control to prevent and detect fraud.
- 5) The methods, data, and significant assumptions used by us in making accounting estimates and their related disclosures are appropriate to achieve recognition, measurement, or disclosure that is reasonable in the context of U.S. GAAP.
- 6) All related party relationships and transactions have been appropriately accounted for and disclosed in accordance with the requirements of U.S. GAAP.
- 7) All events subsequent to the date of the financial statements and for which U.S. GAAP requires adjustment or disclosure have been adjusted or disclosed.
- 8) We are not aware of any pending or threatened litigation, claims, or assessments, or unasserted claims or assessments that are required to be accrued or disclosed in the financial statements in accordance with U.S. GASB Statement No. 62, *Codification of Accounting and Financial Reporting*

*Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements* which codifies FASB Accounting Standards Codification™ (ASC) 450, *Contingencies*, and we have not consulted a lawyer concerning litigation, claims, or assessments.

- 9) All activities are properly classified.
- 10) All net position components have been properly reported and, if applicable, approved.
- 11) Deposit and investment risks have been properly and fully disclosed.
- 12) Capital assets, including infrastructure assets and right-to-use assets, are properly capitalized, reported, and if applicable, depreciated or amortized.
- 13) All required supplementary information is measured and presented within the prescribed guidelines.
- 14) Nonexchange and exchange financial guarantees, either written or oral, under which it is more likely than not that a liability exists have been properly recorded, or if we are obligated in any manner, are disclosed.
- 15) We acknowledge our responsibility for compliance with the laws, regulations, and provisions of contracts and grant agreements.
- 16) We have reviewed, approved, and taken responsibility for the financial statements and related notes.
- 17) We have a process to track the status of audit findings and recommendations.
- 18) We have identified and communicated to you all previous audits, attestation engagements, and other studies related to the audit objectives and whether related recommendations have been implemented.
- 19) With regard to items reported at fair value:
  - a) The underlying assumptions are reasonable and they appropriately reflect management's intent and ability to carry out its stated courses of action.
  - b) The measurement methods and related assumptions used in determining fair value are appropriate in the circumstances and have been consistently applied.
  - c) The disclosures related to fair values are complete, adequate, and in conformity with U.S. GAAP.
  - d) There are no subsequent events that require adjustments to the fair value measurements and disclosures included in the financial statements.
- 20) We have conducted a comprehensive risk assessment and disclosed all material concentrations and constraints in accordance with GASB Statement No. 102, *Certain Risk Disclosures*. These disclosures provide sufficient detail to enable users of financial statements to understand the nature of the circumstances disclosed and the government's vulnerability to the risk of a substantial impact associated with the concentration or constraint, if applicable.
- 21) We have evaluated the concentrations and constraints, including those that occur subsequent to the statement of net position date but before the financial statements are issued and have determined there are none that need to be disclosed in the financial statements as subsequent events.
- 22) With respect to preparation of the financial statements and preparation of the Agency's annual Form 1099s, we have performed the following:
  - a) Made all management decisions and performed all management functions;
  - b) Assigned a competent individual to oversee the services;
  - c) Evaluated the adequacy of the services performed;
  - d) Evaluated and accepted responsibility for the result of the service performed; and
  - e) Established and maintained internal controls, including monitoring ongoing activities.

### **Information Provided**

- 23) We have provided you with:
  - a) Access to all information, of which we are aware that is relevant to the preparation and fair presentation of the financial statements referred to above, such as records, documentation, meeting minutes, and other matters;

- b) Additional information that you have requested from us for the purpose of the audit; and
  - c) Unrestricted access to persons within the entity from whom you determined it necessary to obtain audit evidence.
  - d) A written acknowledgement of all the documents that we expect to issue that will be included in the annual report and the planned timing and method of issuance of that annual report;
  - e) A final version of the annual report (including all the documents that, together, comprise the annual report) in a timely manner prior to the date of the auditor's report.
- 24) The financial statements and any other information included in the annual report are consistent with one another, and the other information does not contain any material misstatements.
  - 25) All transactions have been recorded in the accounting records and are reflected in the financial statements.
  - 26) We have disclosed to you the results of our assessment of the risk that the financial statements may be materially misstated as a result of fraud.
  - 27) We have provided to you our evaluation of the entity's ability to continue as a going concern, including significant conditions, events present, concentrations and constraints, and we believe that our use of the going concern basis of accounting is appropriate.
  - 28) We have no knowledge of any fraud or suspected fraud that affects the entity and involves:
    - a) Management;
    - b) Employees who have significant roles in internal control; or
    - c) Others where the fraud could have a material effect on the financial statements.
  - 29) We have no knowledge of any instances, that have occurred or are likely to have occurred, of fraud and noncompliance with provisions of laws and regulations that have a material effect on the financial statements or other financial data significant to the audit objectives, and any other instances that warrant the attention of those charged with governance, whether communicated by employees, former employees, vendors (contractors), analysts, regulators, or others.
  - 30) We have no knowledge of any instances that have occurred or are likely to have occurred, of noncompliance with provisions of contracts and grant agreements that has a material effect on the determination of financial statement amounts or other financial data significant to the audit objectives.
  - 31) We have no knowledge of any instances that have occurred or are likely to have occurred of abuse that could be quantitatively or qualitatively material to the financial statements or other financial data significant to the audit objectives.
  - 32) We have a process to track the status of audit findings and recommendations.
  - 33) We have identified for you all previous audits, attestation engagements, and other studies related to the audit objectives and whether related recommendations have been implemented.
  - 34) We have provided views on your reported audit findings, conclusions, and recommendations, as well as our planned corrective actions, for the report.
  - 35) We are not aware of any pending or threatened litigation, claims, and assessments whose effects should be considered when preparing the financial statements and we have not consulted legal counsel concerning litigation, claims, or assessments.
  - 36) We have disclosed to you the identity of the entity's related parties and all the related party relationships and transactions of which we are aware.
  - 37) There have been no communications from regulatory agencies concerning noncompliance with or deficiencies in accounting, internal control, or financial reporting practices.
  - 38) Columbia County Industrial Development Agency has no plans or intentions that may materially affect the carrying value or classification of assets, deferred outflows of resources, liabilities, and deferred inflows of resources.
  - 39) We have disclosed to you all guarantees, whether written or oral, under which Columbia County Industrial Development Agency is contingently liable. There are none.
  - 40) We have disclosed to you all significant estimates and material concentrations known to management that are required to be disclosed in accordance with GASB Statement No. 62 (GASB-62), *Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements*. Significant estimates are estimates at the balance sheet

date that could change materially within the next year. Concentrations refer to volumes of business, revenues, available sources of supply, or markets or geographic areas for which events could occur that would significantly disrupt normal finances within the next year.

- 41) We have identified and disclosed to you the laws, regulations, and provisions of contracts and grant agreements that could have a direct and material effect on financial statement amounts, including legal and contractual provisions for reporting specific activities in separate funds.
- 42) There are no:
  - a) Violations or possible violations of laws or regulations, or provisions of contracts or grant agreements whose effects should be considered for disclosure in the financial statements or as a basis for recording a loss contingency, including applicable budget laws and regulations.
  - b) Unasserted claims or assessments that our lawyer has advised are probable of assertion and must be disclosed in accordance with GASB-62.
  - c) Other liabilities or gain or loss contingencies that are required to be accrued or disclosed by GASB-62
  - d) Continuing disclosure consent decree agreements or filings with the Securities and Exchange Commission and we have filed updates on a timely basis in accordance with the agreements (Rule 240, 15c2-12).
- 43) Columbia County Industrial Development Agency has satisfactory title to all owned assets, and there are no liens or encumbrances on such assets nor has any asset or future revenue been pledged as collateral, except as disclosed to you.
- 44) We have complied with all aspects of grant agreements and other contractual agreements that would have a material effect on the financial statements in the event of noncompliance.
- 45) We have evaluated the Agency's ability to continue as a going concern and appropriate disclosures are made in the financial statements as necessary under GASB requirements. If necessary, the Columbia Economic Development Corporation (CEDC) is committed to reduce its management fee charged or provide the necessary support to fund the Agency's operating expenses through March \_\_\_, 2027 if the entity is unable to earn sufficient fee revenue.

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F. Michael Tucker, Executive Director

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Cathy Lyden, Bookkeeper

2025 Summary Confidential Board Evaluation of the IDA Audit Committee Performance				
Criteria		Somewhat	Somewhat	
	Agree	Agree	Disagree	Disagree
The Committee members meet applicable independence requirements.	7			
The Committee reviews and approves its charter and its policies and procedures, and recommends any changes to the board for approval, at least annually.	7			
Discusses guidelines and policies governing the processes used to address and manage risk exposure.	7			
Reports proceedings, findings and recommendations to the Board after each Committee meeting.	7			
Agendas and related information are circulated in advance of meetings allowing the Committee sufficient time to review information.	7			
The Committee monitors managements assessment of the adequacy and effectiveness of internal controls over financial reporting as well as deficiencies and remedies.	7			
The Committee reviews the management recommendation from the independent auditor and monitors the process to determine all significant matters are addressed.	7			
The Committee oversees the role of the independent auditor from selection to termination and has an effective process to evaluate qualifications and performance.	7			
Reviews results of the work of the independent auditor.	7			
The Committee members have the opportunity to speak with and ask questions of any Committee advisors that attend Committee meetings.	7			
The Committee conducts a self-evaluation at least annually	7			

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02/26/26

Accrual Basis

**Columbia County IDA**  
**Balance Sheet**  
As of January 31, 2026

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	Jan 31, 26
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Key Checking	26,175.52
Key Money Market	28,317.62
Total Checking/Savings	54,493.14
Other Current Assets	
Prepaid Expense	116.00
Total Other Current Assets	116.00
Total Current Assets	54,609.14
<b>TOTAL ASSETS</b>	<b>54,609.14</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
*Accounts Payable	2,500.00
Total Accounts Payable	2,500.00
Other Current Liabilities	
due to CEDC	36,499.84
Total Other Current Liabilities	36,499.84
Total Current Liabilities	38,999.84
Long Term Liabilities	
Due to Col.Cnty Land Sale	
HRVH, LLC	-0.31
Total Due to Col.Cnty Land Sale	-0.31
Total Long Term Liabilities	-0.31
Total Liabilities	38,999.53
Equity	
Fund Balance - Unrestricted	15,112.59
Net Income	497.02
Total Equity	15,609.61
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>54,609.14</b>

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02/26/26

Accrual Basis

**Columbia County IDA**  
**Profit & Loss**  
January 2026

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	<u>Jan 26</u>
Ordinary Income/Expense	
Income	
Application and Misc Income	2,000.00
Bank Interest	0.52
	<hr/>
Total Income	2,000.52
Expense	
Administration/CEDC	1,500.00
Office & Misc Exp	3.50
	<hr/>
Total Expense	1,503.50
Net Ordinary Income	<hr/> 497.02
Net Income	<hr/> <u>497.02</u>

**2025 Summary Confidential Board Evaluation of IDA Finance Committee Performance**

Criteria		Somewhat	Somewhat	
	Agree	Agree	Disagree	Disagree
The Committee members meet applicable independence requirements.	7			
The Committee reviews and approves its charter and its policies and procedures, and recommends any changes to the board for approval, at least annually.	7			
Discusses guidelines and policies governing the processes used to address and manage risk exposure.	7			
Reports proceedings, findings and recommendations to the Board after each Committee meeting.	7			
Agendas and related information are circulated in advance of meetings allowing the Committee sufficient time to review information.	7			
The Committee monitors managements assessment of the adequacy and effectiveness of internal controls over financial reporting as well as deficiencies and remedies	7			
Reviews and suggests changes to the annual budget.	7			
Reviews financial reports at least quarterly.	7			
The Committee members have the opportunity to speak with and ask questions of any Committee advisors that attend Committee meetings.	7			
The Committee conducts a self-evaluation at least annually	7			

2025 Summary Confidential Board Evaluation of the IDA Governance Committee Performance				
Criteria		Somewhat	Somewhat	
	Agree	Agree	Disagree	Disagree
The Committee members meet applicable independence requirements.	7			
Discusses guidelines and policies governing the processes used to address and manage risk exposure.	7			
Reports proceedings, findings and recommendations to the Board after each Committee meeting.	7			
The Committee members receive a clear agenda and sufficient materials to prepare for each meeting with sufficient time to review and prepare.	7			
The Committee members are kept up to date on Company and corporate governance issues.	7			
The Committee members have the opportunity to speak with and ask questions of any Committee advisors that attend Committee meetings.	7			
The Committee promotes the importance of compliance with Company policies and procedures.	7			
The Committee receives sufficient information from management for its decision-making.	7			
The Committee effectively oversees the Company's corporate governance practices and procedures and regularly evaluates whether any changes to the documents, policies and procedures in the Company's corporate governance framework are necessary.	7			
The Committee reviews and approves its charter and its policies and procedures, and recommends any changes to the board for approval, at least annually.	7			
The Committee conducts a self-evaluation at least annually.	7			