

GLEN COVE
INDUSTRIAL DEVELOPMENT AGENCY
(A Component Unit of the City of Glen Cove, New York)

ANNUAL FINANCIAL REPORT
For the Year Ended December 31, 2020



THE CITY OF GLEN COVE
INDUSTRIAL DEVELOPMENT AGENCY
GLEN COVE, NEW YORK

A COMPONENT UNIT OF
THE CITY OF GLEN COVE, NEW YORK

*ANNUAL FINANCIAL REPORT
FOR THE YEAR ENDED DECEMBER 31, 2020*



Glen Cove Industrial Development Agency
(A Component Unit of the City of Glen Cove, New York)
For The Years Ended December 31, 2020 and 2019

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INTRODUCTORY SECTION



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Glen Cove Industrial Development Agency
(A Component Unit of the City of Glen Cove, New York)
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PROFILE OF THE AGENCY

The Glen Cove Industrial Development Agency (the “IDA”, “Agency”) is a public benefit corporation, which was created by New York State legislation on May 17, 1974 at the request of the City of Glen Cove (the “City”). The Glen Cove IDA has the authority to help qualified businesses to relocate, expand and build in the City of Glen Cove. Although the Agency is an entity independent of the City of Glen Cove government, the Mayor is the Chairman of the Agency and appoints all members of the Agency’s Board of Directors. He and the Executive Director annually direct the Agency to implement development projects on the City’s behalf.

The Agency’s Board of Directors is comprised of five members appointed by the Mayor. The Agency’s Board is responsible for hiring the Agency’s Executive Director, whose responsibility it is to carry out the policies of the Board, to oversee the day-to-day operations of the agency, and to hire the heads of the various departments.

The Agency is considered a discretely presented component unit of the City of Glen Cove, because the City of Glen Cove Mayor appoints the Agency’s Board of Directors, and the City of Glen Cove is obligated for the indebtedness of the Agency.

The Agency’s mission is to improve economic conditions in the City of Glen Cove. The Agency operates to attract, retain and expand businesses within its jurisdiction through the provision of financial incentives to private entities. The Agency is legally empowered to buy, sell or lease property and to provide tax exempt financing for approved projects. Real property owned or controlled by IDA is exempt from property and mortgage recording taxes, and the value of these exemptions can be passed through to assisted businesses. Moreover, purchases related to

IDA projects can be exempt from State and local sales taxes. While IDA properties are tax exempt, businesses occupying IDA-owned properties typically make payments in-lieu-of-taxes (PILOTs) that are paid to the City of Glen Cove.

MAJOR INITIATIVES - ACCOMPLISHMENTS

Waterfront Revitalization Project (Garvies Point)

The IDA closed on the Waterfront Revitalization Project (Garvies Point) in November 2016 and continues to work with RXR in constructing the Public Amenities and green space for use by the residents of Glen Cove. This project will benefit the City of Glen Cove, its residents, and Nassau County by reclaiming blighted industrial waterfront property for public benefit and enjoyment through creating open space, luxury and workforce housing and retail/office space. RXR (developer of Garvies Point waterfront destination) will bring 466 new jobs during the construction phase of 5-6 years, and 545 jobs post-completion. There will also be new tax revenues and money infused into the Glen Cove economy. Three residential buildings are being developed during Phase I of construction. Building H-rentals (177 units) and Building I-rentals (208 units), also known as Harbor Landing is open for occupancy, with Building H resident move-ins that started during fall 2019. As of the end of 2020, Building H was stabilized at 95% leased with cyclical turnover. Brendel’s Bagels and Building I at Harbor Landing opened in fall 2020. Building I is approximately 35% leased. The Building B-condos (167 units known as The Beacon) leasing office opened at the end of 2019, with closings and move-ins which began in beginning early 2020. At the end of 2020, Building B had approximately 50% of the units sold and in contract. In 2020, work on Phase 1 (east of the Ferry Terminal) of the public amenities was completed at

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approximately 75%. The U.S. Army Corp. of Engineers (ACOE) issued its Bulkhead/Marina Permit for the project on August 17, 2018, with subsequent amendments approved in the following years. The old Angler's Club was removed and replaced with a new building in 2019. The Certificate of Occupancy was issued in early 2020, with a ribbon cutting held thereafter. The Angler's Club Marina was completed in 2020; however, installation of the finger docks has been put on hold pending a waiver request for 20 ft docks to the ACOE. Due to additional work needed to stabilize the open cell bulkhead at the Transient Marina, that area is scheduled to be complete by spring 2021. Public roadway work in Phase I (Dickson Street, Road F and Road G) was completed. Substantial work on Phase 2 (west of the ferry terminal) of the public amenities was also completed in 2020 at approximately 75%. Road D parking adjacent to the ferry terminal and dog park as well as a public parking lot adjacent to Building B and Garvies Point Park was completed. Much of the outside furniture has arrived on-site and most of the components to install the Ecology Pier and playground are on-site in storage. The dog park was completed and opened to the public in early winter 2021. Portions of the Waterfront Esplanade are open to the public, with the majority to be opened in 2021. Both gazebos have been constructed and furnished. The public bathrooms on the west of the ferry terminal and boat attendant building (with public bathrooms) at the terminus of Garvies Point Road have been completed and will be open to the public in 2021. A total of \$56,951,026 has been spent on the Public Amenities at the Waterfront, as of December 31, 2020.

Ferry Terminal

The Ferry Terminal Building was completed in December 2015 and full project close-out was completed in 2017 with all grant funding reimbursed. Paving and striping of the Ferry

Terminal parking lot will be accomplished in coordination with RXR and the public amenities work. The City released an RFP for a Ferry Operator in November 2017. Two respondents submitted proposals. The City of Glen Cove accepted the proposal of Hornblower Metro Ferry LLC with the commencement of service targeted for May 2020. The City requested an extension from Federal Highway Administration (FHWA) and New York State Department of Transportation (NYSDOT) who were the funding agencies for the project and approval was granted to delay the commencement of ferry service to May 2020, to allow time for the Garvies Point (Phase I), Village Square, and Herb Hill/Garvies Point Road projects to be completed reducing the hazardous construction conditions that would be at and around the ferry terminal site. A detailed action plan with milestones to achieve this goal was developed in 2018 and approved for implementation by the FHWA and NYSDOT during 2019. The IDA assisted the City in the RFP process for operator and the City entered into a letter of intent to contract with Hornblower Metro Ferry, LLC in January 2020. However, due to the Covid-19 pandemic, the NYSDOT and FHWA have agreed to an indefinite postponement of the City's commuter ferry service at this time. The City entered into a one-year agreement with Eastern Star Dinner/Event Cruises in May 2019 for a one-year term at an annual cost of \$15,000. Eastern Stars operations were impacted by the Covid-19 pandemic in 2020 and the City and Eastern Star are negotiating terms for a potential future agreement.

Herb Hill/Garvies Point Road Reconstruction

The Herb Hill/Garvies Point Road Reconstruction contract was awarded in January 2017. The team worked with New York State Department of Environmental Conservation (NYSDEC) to develop an Excavation Work Plan (EWP) approved by

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NYSDEC in early November 2017. In 2019, substantial work (approximately 80%) was completed on the project, including the installation of underground utilities (sewer, water, drainage, telecommunications) from the terminus at the west end of Garvies Point Road to near the Slant Fin property. The installation of a temporary bypass at the intersection of Herb Hill Rd., Garvies Point Rd. and Dickson St. was also completed by RXR to facilitate work on the project in 2019. As of late spring 2020, the project was fully completed, transforming the one mile, degraded and inadequate roadway into a corridor for the Waterfront, with new pedestrian sidewalks; sanitary sewer, water, telecommunications, electrical utilities; and stormwater management infrastructure. In addition, the roadway was elevated, with utilities relocated underground, providing resiliency measures for major storm events. Funding for the road project will be provided \$6.5 million by NYSDOT, and \$2.5 million by Empire State Development. The balance of the funding will be paid from bond proceeds totaling \$15,942,847 for the road. Due to escalation caused by project delays and cost increases resulting from the requirements imposed by the NYSDEC and water management issues, the City worked with the IDA, GCLEAC, and RXR to make up to approximately \$13.7M available from the Public Amenities account to the City account for the Road project, as needed. This was memorialized in several agreements executed between the parties, including the First Amendment to the Trust Indenture, PIF Agreement, and Road Agreement. As of the end of 2020, \$6,940,770 was transferred to the City account from the Public Amenities account for the road. Approximately \$28,904,142 has been spent on the road construction, with final payments in negotiation with the contractor due to surety involvement and other mitigating factors.

Village Square

The IDA closed on the Village Square property with RXR, Glen Cove Village Square Owner LLC, in December 2017 and received administrative fees of \$309,736. This 2.5-acre, five story, mixed use project is located in the Downtown Business Improvement District (BID) and centered on a large public plaza, which will help revitalize the downtown area by creating approximately 146 residential rental housing units, including 13 workforce units, approximately 15,000 square feet of commercial space and, including approximately 1,900 square feet of medical office space and 171 parking spaces on site. The IDA estimates 15-25 full time jobs will be created from this project as well as 100-150 construction jobs. The City also received a PILOP fee for \$207,000. The parking lease agreement entails that RXR rent at least 25 spaces per month in the Brewster Street Garage for \$65 per month and allows up to 75 spots for residents in the garage based on demand. The project began in August of 2017, with RXR starting the demolition of the buildings on the property. Construction continued in 2019 with the majority of vertical and façade work completed. The large public plaza was also substantially completed in 2019. Construction concluded in 2020 with a ribbon cutting held in October of 2020. Additionally, a lottery for the 13 affordable units was held in June of 2020 with the support of the Long Island Housing Partnership. Pre-leasing began in summer 2020, with over 50% of apartments leased by the end of the year. In December 2020, the City and RXR held a dedication ceremony for the public plaza as well as a tree lighting and scaled down Winter Festival, due to Covid-19. The Village Square plaza and retail space has also hosted the Sea Cliff Farmers Market during the winter months.

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The Regency

In 2014, the City created a new corporation the Glen Cove Local Economic Assistance Corporation, (GCLEAC) to assist the National Healthplex, (d/b/a The Regency at Glen Cove). The ability to refinance their debt has allowed the Regency to: a) increase the assisted living unit count by three units from 96 to 99 units; b) create additional common space and other aesthetic and functional improvements within the building; c) improve the School Street façade and construct a new 22 memory care unit (making the total unit count 121). The improvements should significantly enhance the quality of life for the residents. This project began construction in May 2016 and will create 16 new full-time jobs as well as 11 construction phase jobs. The construction of the Alzheimer's units was completed in late 2019 and produced 752 full time equivalent construction and construction related jobs. The Ribbon cutting for the newly named Safe Harbor took place on January 30, 2020.

Garvies Point Brewery

In April 2020, the IDA Board approved the addition of the Garvies Point Brewery as part of the RXR Garvies Point project at the Waterfront, along with modifications to the original Marina Building #1. RXR sought to activate the east end of the project and public amenities with the addition of the Brewery, with indoor and outdoor dining space, which relocates an existing Waterfront business looking to expand operations to another location across the road. The Brewery building will retain the office space and public restrooms that were envisioned for the original marina building. At this time, the IDA Board also appointed the Garvies Point Master Association, Inc. (HOA) to an initial five-year term to oversee and manage the maintenance of the Public Use Easement Areas and Public Improvements. This requires the HOA to enter into a Maintenance Agreement with the IDA.

PUD Amendment

In September 2020, the IDA Board granted an extension of the sales tax benefit at Garvies Point to RXR, consistent with a PUD Amendment RXR is seeking approval of from the Planning Board and an updated construction timetable. The IDA Board also consented to RXR's application to the Planning Board for the PUD Amendment and noted special considerations for the Planning Board in their review within the approving resolution.

Georgica Green Ventures LLC

In August 2020, the IDA granted sales and mortgage tax exemptions to the Georgica Green Ventures LLC affordable housing project at Garvies Point. This project will provide 55 units of affordable rental housing to the City at the Waterfront. In 2019, the IDA Board consented to the transfer of Block G (part of Garvies Point) from RXR to Georgica Green. The closing on the property is anticipated in early 2021, with construction to begin shortly thereafter.

Budgetary Controls

The objective of budgetary controls maintained by the Agency is to ensure compliance with the budgets approved by the Board of Directors. Activities of the Agency are included in the Agency's annual budgeting process. The annual budget is proposed by the Executive Director and submitted to the Board of Directors for approval.

The budgets can be amended during the year. The Executive Director is authorized to make transfers within administrative budget lines.

All other amendments require approval from the Agency's Board of Directors. The legal level of budgetary control (i.e., the level at

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which expenditures may not legally exceed appropriations) is the fund level.

The Agency's Board of Directors also adopts and uses program budgets, which in total comprise the Agency's financial plan. The program budgets do not expire at the year end and are extended until the programs are completed. The completion of the programs may require several years. The Board may amend the budget as necessary.

Financial Reporting and Compliance

The Audit Committee of the Board oversees the financial reporting activities, results of operations, internal controls, and planned and long-term commitments. The Audit Committee oversees and monitors the Agency's compliance with current laws and regulations and applicable ethical standards, as well as conflicts of interest and fraud policies. The Audit Committee is composed of the Treasurer and a Board member. The Treasurer is a certified public accountant and also serves as the Vice-Chairman. Meetings are held at least twice a year.

Investments

It is Agency policy that funds must be invested in compliance with the laws of the State of New York governing the investment of public funds. As such, the Agency is only permitted to invest in the obligations of the US Treasury or its agencies, certificates of deposit and other permitted investments. The Agency's investment policy objectives are to minimize credit and interest risks, provide sufficient

liquidity to meet all possible cash demands, and attain the maximum yield possible while adhering to the first two objectives.

Contacting the IDA's Financial Management

This financial report is designed to provide the reader with a general overview of the IDA's finances and to demonstrate the IDA's accountability for the money it receives. If you have questions about this report or need additional financial information, contact the Industrial Development Agency, Executive Director at (516) 676-1625.

BOARD MEMBERS

CHAIRMAN

Mayor Timothy Tenke



BOARD OF DIRECTORS

Vincent C. Hartley, CPA
Vice Chairman/Treasurer
James J. Cappiello
John Tetta
Joseph Gioino

GOVERNANCE COMMITTEE

Chairman Timothy Tenke
James J. Cappiello
Joseph Gioino

AUDIT /FINANCE COMMITTEE

Vincent C. Hartley, CPA- Vice Chairman, Treasurer
James J. Cappiello
John Tetta

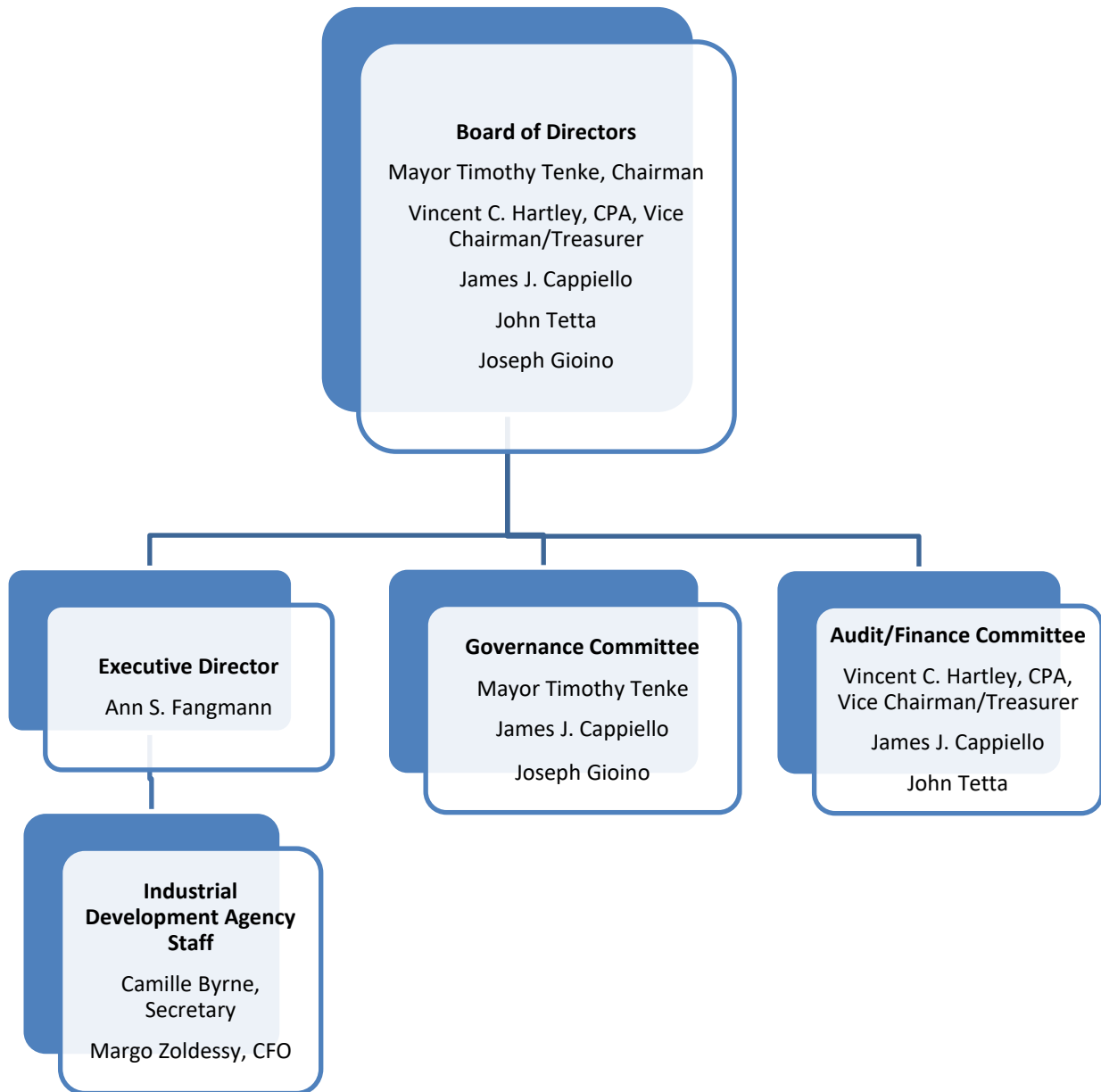
EXECUTIVE DIRECTOR

Ann S. Fangmann

INDUSTRIAL DEVELOPMENT AGENCY STAFF

Camille Byrne, Secretary
Margo Zoldessy, CFO

CITY OF GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY ORGANIZATIONAL CHART



FINANCIAL SECTION



INDEPENDENT AUDITORS' REPORT

Board of Directors and Members
Glen Cove Industrial Development Agency
Glen Cove, New York:

Report on the Financial Statements

We have audited the accompanying financial statements of the Glen Cove Industrial Development Agency (the IDA), a component unit of the City of Glen Cove, New York, which consist of the statements of net position as of December 31, 2020 and 2019 and the related statements of revenue, expenses and changes in net position and cash flows for the years then ended, and the related notes to financial statements.

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 an opinion 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 audit 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 IDA'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 IDA'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 opinion on the financial statements.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the IDA as of December 31, 2020 and 2019, and the related statements of revenue, expenses and changes in net position and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and required supplementary information on pages 11 through 14 and 30 through 33 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 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.

Other Information

Our audit was conducted for the purpose of forming an opinion on the basic financial statements that collectively comprise the Glen Cove Industrial Development Agency's basic financial statements. Other supplementary information required under General Municipal Law 859, which is included on pages 34 through 37 is presented for the purpose of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information included on pages 34 through 37 has not been subjected to the auditing procedures applied in the audit of the basic financial statements and we express no opinion on it.

The introductory section has not been subjected to 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 our report dated March 30, 2021, on our consideration of the IDA's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the IDA's 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 IDA's internal control over financial reporting and compliance.

EFPR Group, CPAs, PLLC

Williamsville, New York
March 30, 2021

MANAGEMENT'S DISCUSSION AND ANALYSIS



MANAGEMENT'S DISCUSSION AND ANALYSIS

As management of the Glen Cove Industrial Development Agency (the "IDA", "Agency"), we offer readers of the Agency's basic financial statements this narrative analysis of the Agency's financial performance and an overview of the Agency's financial activities for the years ended December 31, 2020 and 2019. Please read this information in conjunction with the financial statements.

FINANCIAL HIGHLIGHTS

In 2020, the IDA had an increase (56%) in its administration fees due to more project work completed in the current year. Administrative fees totaled \$0.5 M for the year. The following are the financial highlights for 2020:

- Total assets and deferred outflows of resources as of December 31, 2020 were \$867,547 and \$308,415 and were less than liabilities and deferred outflows by \$1,262,927 (i.e. net position.) Net position is comprised of Net Investment in Capital Assets of \$2,241, Restricted Net Position of \$17,920, and Unrestricted Net Position of \$(1,283,088). Total assets decreased by \$18,657 (2%) from December 31, 2019 to 2020. This is primarily due to the current loss on operations.
- Net position decreased from 2019 to 2020 by \$119,571. This was due to an increase in operating expenses.
- Operating revenues increased by \$180,558 (56%) to \$503,918 in 2020 from \$323,360 in 2019. The increase is primarily due to the increase in administrative fees.
- Total operating expenses increased by \$7,795 (1%) to \$628,938 in 2020 from \$621,143 in 2019.

OVERVIEW OF THE FINANCIAL STATEMENTS

Management's Discussion and Analysis ("MD&A") serves as an introduction to the basic financial statements and supplementary information. The MD&A represents management's examination and analysis of the Agency's financial condition and performance. Summary financial statement data, key financial and operational indicators used in the Agency's strategic plan, operating plan, bond covenants and other management tools were used for this analysis.

The financial statements report information about the Agency. The Agency applied full accrual accounting methods as used by similar business activities in the private sector. The statements offer short and long-term financial information.

The financial statements include statements of net position; statements of revenue, expenses and changes in net position; statements of cash flows and notes to the financial statements. The statements of net position include all of the Agency's assets and deferred outflows, liabilities and deferred inflows and provide information about the nature and amount of investments.

The statements of revenue, expenses and changes in net position presents the results of the business activities over the course of the year and information as to how the net position changed during the year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of the related cash flows. This statement also provides information about whether the Agency has successfully recovered its costs through its user fees and other charges, profitability and credit worthiness.

The statements of cash flows present changes in cash and cash equivalents resulting from operating, financing and investing activities. The statements present cash receipts and cash disbursements information, without consideration of the earning events, when an obligation arises or depreciation of capital assets occurs.

The notes to the financial statements provide required disclosures and other information that are essential to a full understanding of information presented in the statements. The notes present information about the Agency's accounting policies, significant account balances and activities, material risks, obligations, commitments, contingencies and subsequent events, if any. Supplementary information has been included as required for statutory filing under General Municipal Law 859.

FINANCIAL ANALYSIS OF THE AGENCY

One of the most important objectives of financial analysis is to determine if the Agency as a whole is better or worse off as a result of the year's activities. Net position and the statements of revenue, expenses and changes in net position provide useful information in this regard. The statements report the net position of the Agency and changes in net position. The amount of net position, the difference between total assets and deferred outflows and liabilities and deferred inflows, is a significant measure of financial health or financial position. Over time, increases or decreases in the Agency's net position are indicators of whether its financial health is improving or deteriorating. However, other non-financial factors such as changes in economic conditions, population growth, zoning and new or changed government legislation should be considered in evaluating the financial condition of the Agency.

The following comparative condensed financial statements and other selected information serve as the financial data and

indicators for management's monitoring and planning.

NET POSITION

A summary of the Agency's statements of net position at December 31, 2020, 2019 and 2018 is presented in the following table and Charts 1 and 2 on the following page.

	NET POSITION December 31,		
	2020	2019	2018
Assets			
Current and other assets	\$862,674	\$879,741	\$1,024,780
Capital assets, net	4,873	6,463	748
Total assets	867,547	886,204	1,025,528
Deferred outflows	308,415	79,499	27,354
Liabilities			
Long-term liabilities	2,166,139	1,968,386	1,731,163
Current liabilities	166,477	60,624	108,940
Total liabilities	2,332,616	2,029,010	1,840,103
Deferred Inflows	106,273	80,049	75,781
Net position			
Net investment in capital assets	2,241	2,676	748
Restricted net position	17,920	30,720	8,220
Unrestricted net position	(1,283,088)	(1,176,752)	(871,970)
Total net position	\$(1,262,927)	\$(1,143,356)	\$(863,002)

The amount of current and other assets decreased by \$17,067 (2%) from \$879,741, at December 31, 2019 to \$862,674, at December 31, 2020. The decrease in 2019 was \$145,039 (14%), from \$1,024,780 at December 31, 2018 to \$879,741 at December 31, 2019. The sale of the Waterfront land was the primary reasons for the decreases of the current and other assets.

In 2020, cash and investments accounted for \$630,361 (73%) of the total assets. In 2019, cash and investments accounted for \$784,025 (88%) of the total assets.

Total liabilities increased in 2020 by \$303,600 (15%) and increased in 2019 by \$188,907 (10%). The IDA's current liabilities increased by \$105,853 (175%) from \$60,624, at December 31, 2019, to \$166,477, at December

31, 2020. Deferred inflows increased in 2020 by \$26,224 (33%) due to changes from the net pension liability and other postemployment benefits.

In 2007, the IDA entered into an agreement with the City regarding the interest on the amounts it owed to the City. The agreement provided for a payment of annual interest on the net amount “due to the City” at the end of each year. All amounts due to the CDA and the City are to be reimbursed upon the sale of the Waterfront Property. For the year ended December 31, 2020 and 2019, there was no additional amount of accrued interest.

CHART 1

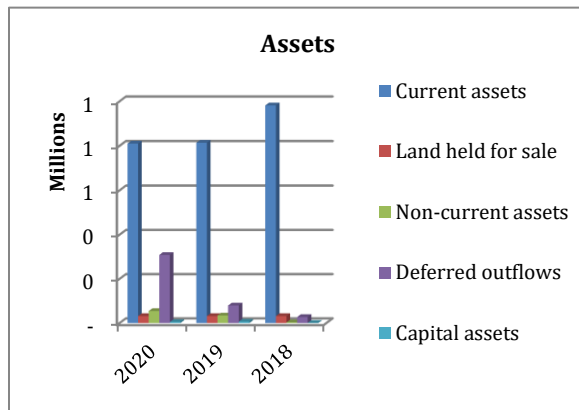
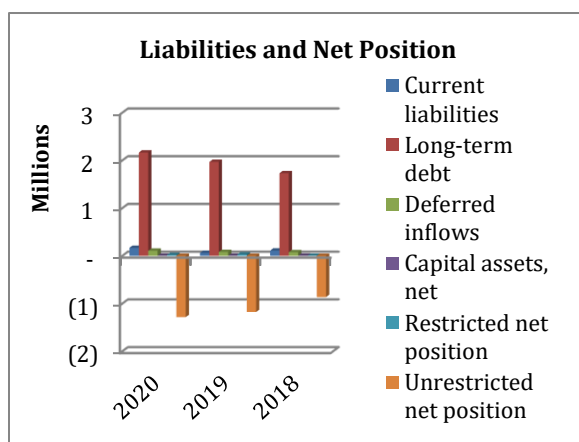


CHART 2



OPERATING RESULTS

The Agency’s condensed statements of revenue, expenses and changes in net position are presented in the table below and Chart 3.

REVENUE, EXPENSES AND CHANGES IN NET POSITION			
	2020	2019	2018
Revenue			
Fees and other income	\$503,918	\$323,360	\$514,907
Interest	5,449	17,429	7,852
Total revenue	509,367	340,789	522,759
Operating Expenses			
Salaries and benefits	288,584	384,542	208,665
Contractual and other	333,444	231,814	302,425
Redevelopment costs	6,910	4,787	5,429
Total expenses	628,938	621,143	516,519
Increase (decrease) in net position	\$(119,571)	\$(280,354)	\$6,240

The majority of the Agency’s revenues are derived from administrative fees on taxable bonds funded through the Agency, and a straight lease fee. Additionally, the Agency imposes a closing fee on bond issuances.

Total revenues increased by \$168,578 from \$340,789 in 2019 to \$509,367 in 2020.

CHART 3

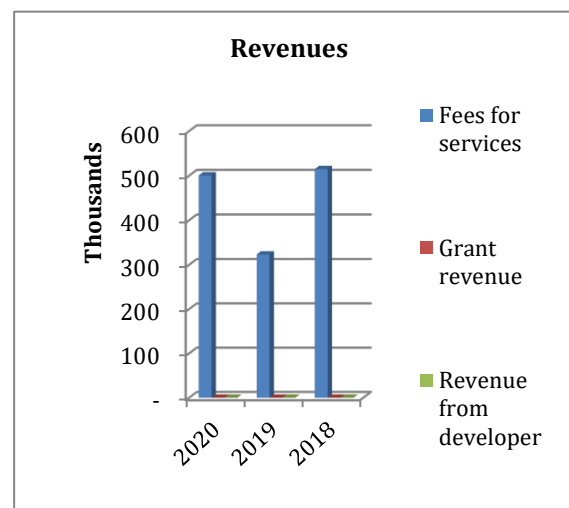
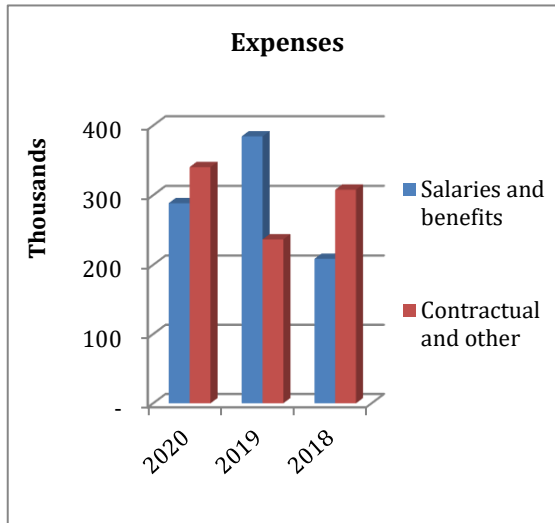


CHART 4



Debt Management

The Agency may issue industrial development revenue bonds that are secured by property, which is leased to companies who had received the bond proceeds. The bonds are retired by lease payments collected from these companies.

The bonds are not obligations of the Agency and the Agency does not record the assets or liabilities resulting from completed bond and note issues in its accounts. Its primary function is to arrange financing between the borrowing companies and the bond and note holders. Trustees or banks acting as fiscal agents control funds arising from these transactions. The Agency monitors the compliance of the organizations with the provisions of the bond contracts. At the end of the year, the Agency had no revenue bonds.

At the December 31, 2017 year end the IDA repaid the City in full \$6,489,958 and also repaid the CDA \$2,017,580. The CDA may pay payroll expenses on behalf of the IDA and then charges the Agency. The CDA funds are obtained from Community Development Block Grant (CDBG). Also the City may provide loans to the Agency, and pay for personnel and interest expenses pertaining to projects on

behalf of the Agency, and charge the Agency for these payments.

The indebtedness to the City and CDA was paid from the proceeds of the sale of Waterfront properties. More information on long-term debt activity can be found in Note 7, "Amounts due to or from the City and CDA."

Contacting the IDA's Financial Management

This financial report is designed to provide the reader with a general overview of the IDA's finances and to demonstrate the IDA's accountability for the money it receives. If you have questions about this report or need additional financial information, contact the Industrial Development Agency, Executive Director at (516) 676-1625.

BASIC FINANCIAL STATEMENTS



GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
(A Component Unit of the City of Glen Cove)
STATEMENTS OF NET POSITION
DECEMBER 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
ASSETS AND DEFERRED OUTFLOWS OF RESOURCES		
Current assets		
Cash and cash equivalents	\$ 96,989	\$ 242,780
Investments	515,452	510,525
Accounts receivable	<u>200,663</u>	<u>60,519</u>
Total current assets	<u>813,104</u>	<u>813,824</u>
Noncurrent assets		
Land held for sale/resale	31,650	31,650
Restricted cash	17,920	30,720
Prepaid expense	-	3,547
Capital assets, net	<u>4,873</u>	<u>6,463</u>
Total noncurrent assets	<u>54,443</u>	<u>72,380</u>
Total assets	<u>867,547</u>	<u>886,204</u>
Deferred outflows of resources		
Pensions	89,748	38,139
Other postemployment benefits	<u>218,667</u>	<u>41,360</u>
Total deferred outflows of resources	<u>308,415</u>	<u>79,499</u>
LIABILITIES, DEFERRED INFLOWS OF RESOURCES AND NET POSITION		
Current liabilities		
Capital lease	1,138	1,138
Accounts payable and accrued expenses	<u>165,339</u>	<u>59,486</u>
Total current liabilities	<u>166,477</u>	<u>60,624</u>
Noncurrent liabilities		
Escrow deposits	17,920	30,720
Compensated absences	19,631	16,149
Other post-employment benefits	1,066,075	880,566
Net pension liability - proportionate share	118,230	34,018
Capital lease obligations	1,494	2,649
Due to the City of Glen Cove		
Community Development Agency (CDA)	<u>942,789</u>	<u>1,004,284</u>
Total noncurrent liabilities	<u>2,166,139</u>	<u>1,968,386</u>
Total liabilities	<u>2,332,616</u>	<u>2,029,010</u>
Deferred inflows of resources		
Pensions	7,690	17,624
Other post-employment benefits	98,583	49,744
Deferred revenue	<u>-</u>	<u>12,681</u>
Total deferred inflows of resources	<u>106,273</u>	<u>80,049</u>
Net position		
Net investment in capital assets	2,241	2,676
Restricted net position	17,920	30,720
Unrestricted net position	<u>(1,283,088)</u>	<u>(1,176,752)</u>
Total net position	\$ <u>(1,262,927)</u>	\$ <u>(1,143,356)</u>

The notes to financial statements are an integral part of this statement.

GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
(A Component Unit of the City of Glen Cove)
STATEMENTS OF REVENUE, EXPENSES AND CHANGE IN NET POSITION
FOR THE YEARS ENDED DECEMBER 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Operating Revenue - fees and other revenue	\$ <u>503,918</u>	\$ <u>323,360</u>
Operating Expenses:		
Salaries and benefits	288,584	384,542
Contractual expenses	331,854	231,132
Depreciation expense	1,590	682
Redevelopment costs not recoverable	<u>6,910</u>	<u>4,787</u>
Total operating expenses	<u>628,938</u>	<u>621,143</u>
Operating loss	(125,020)	(297,783)
Interest income	<u>5,449</u>	<u>17,429</u>
Change in net position	<u>(119,571)</u>	<u>(280,354)</u>
Net position, January 1	<u>(1,143,356)</u>	<u>(863,002)</u>
Net position, December 31	\$ <u>(1,262,927)</u>	\$ <u>(1,143,356)</u>

The notes to financial statement are an integral part of this statement.

GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
(A Component Unit of the City of Glen Cove)
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Cash flows from operating activities:		
Fees received for services and other revenue	\$ 363,774	\$ 262,841
Payment of salaries and benefits	(218,073)	(175,916)
Cash payments to suppliers of goods and services	<u>(290,859)</u>	<u>(329,861)</u>
Net cash used in operating activities	<u>(145,158)</u>	<u>(242,936)</u>
Cash flows from investing activities:		
Interest income	5,449	17,429
Purchase of investments	(515,452)	(510,525)
Sale of investments	510,525	952,413
Purchase of property and equipment	<u>-</u>	<u>(6,397)</u>
Net cash provided by investing activities	<u>522</u>	<u>452,920</u>
Cash flows from financing activities:		
Proceeds from capital leases	-	4,450
Payments on capital leases	<u>(1,155)</u>	<u>(663)</u>
Net cash provided by (used in) financing activities	<u>(1,155)</u>	<u>3,787</u>
Net change in cash and cash equivalents	(145,791)	213,771
Cash and cash equivalents, beginning of year	<u>242,780</u>	<u>29,009</u>
Cash and cash equivalents, end of year	\$ <u><u>96,989</u></u>	\$ <u><u>242,780</u></u>

The notes to financial statements are an integral part of this statement.

GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
(A Component Unit of the City of Glen Cove)
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2020 and 2019
(CONTINUED)

	<u>2020</u>	<u>2019</u>
Reconciliation of operating loss to net cash used in operating activities:		
Operating loss	\$ (125,020)	\$ (297,783)
Adjustments to reconcile operating loss to net cash used in operating activities:		
Depreciation expense	1,590	682
Accounts receivable	(140,144)	(60,519)
Prepaid expense	3,547	(59)
Deferred outflows of resources - pension (noncash)	(51,609)	(52,145)
Deferred outflows of resources - OPEB	(177,307)	-
Accounts payable and accrued expenses	105,853	(49,454)
Other post-employment benefits	185,509	227,093
Compensated absences	3,482	(1,143)
Net pension liability (non-cash)	84,212	30,553
Due to City of Glen Cove CDA	(61,495)	(44,429)
Deferred inflows of resources - pension (noncash)	(9,934)	(11,547)
Deferred inflows of resources - OPEB	48,839	3,134
Deferred inflows of resources - deferred revenue	<u>(12,681)</u>	<u>12,681</u>
Net cash used in operating activities	\$ <u>(145,158)</u>	\$ <u>(242,936)</u>

The notes to financial statements are an integral part of this statement.

GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
(A Component Unit of the City of Glen Cove)
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Glen Cove Industrial Development Agency's (the "IDA", "Agency") accompanying financial statements are prepared on the accrual basis in accordance with U.S. generally accepted accounting principles, as set forth by the Governmental Accounting Standards Board (GASB). Revenues and expenses are recognized when earned and incurred, not when received or paid.

Capital assets, except land and construction in process, are depreciated over their estimated useful lives.

A. Reporting Entity

The Agency was created by a special act of the New York State Legislature on May 17, 1974. Under the provisions of Chapter 374 of the 1974 Laws of New York State, the purpose of the Agency is to encourage economic growth in the City of Glen Cove. The Agency is exempt from federal, state and local income taxes. The Agency's principal activity and source of revenue has been the issuance of Industrial and Civic Revenue Bonds and Straight Lease Agreements. The fees received from the issuance of the bonds and straight lease agreements have been expended for legal services, the development of the Glen Cove Waterfront, and infrastructure.

All significant activities have been included in the Agency's general-purpose financial statements for the years ended December 31, 2020 and 2019. The City of Glen Cove exercises oversight responsibility over the Agency. As such, the Agency is a component unit of the City of Glen Cove. The following criteria regarding the manifestation of oversight were considered by the Agency in its evaluation of the Agency activities:

- Financial interdependency - The Agency is responsible for its debts and is entitled to surpluses. The City of Glen Cove is not responsible for the Agency's debt or entitled to surplus. The Agency does not receive financial benefit nor does it impose financial burden on the City of Glen Cove with the exception that the IDA is covered against personal injury, workers' compensation and other risks under the City's self-insurance program.
- Appointment of Government Authority - the City of Glen Cove, the primary government, appoints all members of the organization's governing body, the Board of Directors. The governing board is exclusively responsible for all decisions.
- Appointment of management - The officers of the Agency are appointed by the Board of Directors. The activities under the purview of management are within the scope of the reporting entity and management is responsible to the Board of Directors.
- The ability to significantly influence operations - The City of Glen Cove can significantly influence the Agency's operations. This authority includes, but is not limited to, adoption of program budgets, control over assets, including facilities and properties, short term borrowing, signing contracts, and developing new programs.
- Accountability for fiscal matters - The responsibility and accountability over the Agency's fund is vested in the Agency's management and Board of Directors.

B. Basis of Accounting and Measurement Focus

The Glen Cove Industrial Development Agency uses an enterprise fund (proprietary fund) to account for its activities. The measurement focus of the proprietary fund is the flow of economic resources. With this measurement focus, all assets and liabilities associated with the operating statements present increases (i.e., revenues) and decreases (i.e., expenses) in net position.

As a proprietary fund, the Agency uses the accrual basis of accounting, and economic resources measurement focus. Under this method, revenues are recognized when earned and expenses are recognized when incurred. The Agency's unbilled receivables are recognized as revenues at year-end.

C. Cash and Cash Equivalents

The Agency has adopted GASB Statement No. 9 *"Reporting Cash Flows of Proprietary and Nonexpendable Trust funds and Governmental Entities that Use Proprietary Fund Accounting."* For purposes of reporting cash flows, all liquid investments (including restricted assets) with original maturity of three months or less are considered cash equivalents.

D. Accounts Receivable

Accounts receivable balances are reflected net of an allowance for doubtful accounts. The allowance for doubtful accounts is the Agency's best estimate of the probable losses in the existing accounts receivable balance. The Agency did not have any doubtful accounts at December 31, 2020 or 2019.

E. Capital Assets and Long-Term Liabilities

Capital Assets

As a proprietary fund, the capital assets and long-term liabilities of the Agency are accounted for on a cost of services or "capital maintenance" measurement focus. This

means that all assets and all liabilities (whether current or noncurrent) associated with its activities are included in net position. As a proprietary fund, the operating statements of the Agency present increases (revenues) and decreases (expenses) in net position.

Capital assets acquired by the Agency are stated at cost (or estimated historical cost) including interest capitalized during construction, where applicable. Contributed assets are recorded at fair market value at the date received. There are no reversionary interests by the grantor in any of the assets, the date of donation in the case of gifts. The Agency capitalizes assets whose cost exceeds \$500.

Depreciation of all exhaustible fixed assets used by the Agency is charged as an expense against its operations. Accumulated depreciation is reported in net position. Depreciation is provided over the estimated useful lives of the assets.

Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Estimated useful lives range from 3-5 years for equipment.

The Agency's measurement focus on income determination and capital maintenance requires the net amount of interest cost for qualifying assets to be capitalized during the period of construction. The Agency has capitalized the interest expenses related to amounts owed for the Waterfront Development Project. These were considered in connection with the evaluation of the impairment of the property.

F. Net Position

Unrestricted Net Position

Unrestricted net position represents the amounts available for general use.

G. Operating and Nonoperating Revenues and Expenses

Operating revenues generally result from providing goods and services to individuals or entities separate from the Agency. Operating revenues and expenses are related to operating transactions. The operating transactions are those other than capital and related financing activities, noncapital financing activities, investing activities and non-exchange revenues. Operating revenues of the Agency includes administrative fees charged by the Agency and reimbursement of operating expenses.

Nonoperating revenues - Nonoperating revenues are those revenues that do not meet the definition of operating revenues. Nonoperating revenues include gifts, investment income and insurance reimbursement revenue. Grants, entitlements, or shared revenues received for operations and/or operations or capital acquisitions, sales or construction are reported as "nonoperating" revenues. Operating expenses include depreciation on all fixed assets, salaries and benefits, contractual expenses, and redevelopment costs not recoverable.

H. Compensated Absences - Accumulated Unpaid Vacation and Sick Pay

Accumulated unpaid vacation, sick pay, and other employee benefit amounts are accrued when incurred. At December 31, 2020 and 2019, the Agency had a deferred compensation liability for accumulated unpaid vacation and sick pay of \$19,631 and \$16,149, respectively. During 2020 and 2019, the changes in liabilities for compensated absences were as follows:

COMPENSATED ABSENCES		
	2020	2019
Liability for compensated absences, January 1	\$16,149	\$17,292
Change	3,482	(1,143)
Liability for compensated absences, December 31	\$19,631	\$16,149

I. Land held for Sale/Resale

The Agency may acquire properties to redevelop and resell. The property values will be carried at the lower cost or estimated realizable value. Properties are periodically reviewed or appraised for impairment and the carrying values are adjusted as necessary.

J. Application of Restricted and Unrestricted Resources

The Agency's policy is to first apply an expense against restricted resources then towards unrestricted resources, when both restricted and unrestricted resources are available to pay an expense.

K. Post-Employment Benefits

In addition to providing pension benefits, the Agency provides health insurance coverage and survivor benefits for employees and their survivors. Substantially all of the Agency's employees may become eligible for these benefits if they reach normal retirement age while working for the Agency. Health care benefits and survivors benefits are provided through an insurance company whose premiums are based on the benefits paid during the year.

During the year, the Agency provided health care coverage for five retired employees covered under the City of Glen Cove Community Development Agency.

L. Reclassifications

Reclassifications have been made to certain 2019 balances in order to conform them to the 2020 presentation.

M. Standards Issued Not Yet Implemented

GASB has issued the following pronouncements which will be implemented in the years required. The effects of the implementation of these pronouncements are not known at this time.

Statement No. 87 - Leases. Effective for fiscal years beginning after June 15, 2021.

Statement No. 89 - Accounting for Interest Cost Incurred before the End of a Construction Period. Effective for fiscal years beginning after December 15, 2020.

Statement No. 91 - Conduit Debt Obligations. Effective for fiscal years beginning after December 15, 2021.

Statement No. 92 - Omnibus 2020. Effective for fiscal years beginning after June 15, 2021.

Statement No. 93 - Replacement of Interbank Offered Rates. Effective for fiscal years beginning after June 15, 2021.

Statement No. 94 - Public-Private and Public-Public Partnerships and Availability Payment Arrangements. Effective for fiscal years beginning after June 15, 2022.

Statement No. 96 - Subscription-Based Information Technology Arrangements. Effective for fiscal years beginning after June 15, 2022.

Statement No. 97 - Certain Component Unit Criteria, and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans. Effective for fiscal years beginning after June 15, 2021.

NOTE 2. CASH AND CASH EQUIVALENTS

The Agency's aggregate bank balances of \$150,862 and \$340,228 at December 31, 2020 and 2019, respectively, are secured by deposit insurance provided by the Federal Deposit Insurance Corporation (FDIC) of \$250,000 for checking and money market accounts each; and with securities held by the pledging financial institution's trust department or agent in the Agency's name. Additionally, the Agency had balances of \$515,452 and \$510,525 at December 31, 2020 and 2019, respectively, which were invested in certificates of deposit with original terms of 6 to 12 months, and

paying interest rates from 0.40% to 1.65%. The Agency earned interest in the amount of \$5,449 and \$17,429 at December 31, 2020 and 2019, respectively.

The Agency's cash management and investment policy are as follows:

State statutes govern the Agency's investment policies. In addition, the Agency has its own written investment policy that incorporates the State regulations. Agency monies must be deposited in FDIC insured commercial banks or trust companies located within the State. The investment officer is authorized to use demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. Treasury, and obligations of New York State or its localities.

Interest rate risk. It is the risk that changes in market interest rates will adversely affect the fair value of the investment. Generally, the fair values of investments with longer maturities are more sensitive to changes in market interest rates. In accordance with its cash management and investment policy, the Agency manages its exposure to declines in fair values by investing its excess cash in money market accounts or certificate of deposits with maturities of less than one year.

Custodial and credit risk. The Agency's bank balances of deposits were either entirely insured by the FDIC or collateralized with securities pledged in third party custodial accounts of the pledging financial institutions in the Agency's name.

The collateral amounts are as required to be held according to the Agency's custodial bank agreement at 105%. Obligations that may be pledged as collateral are obligations of the United States and its agencies and obligations of the State and its municipalities and school districts. Periodically, the Agency determines that the collateral or underlying securities have an adequate market value and have been segregated.

NOTE 3. ACCOUNTS RECEIVABLE

At December 31, 2020, the IDA had \$200,663, in accounts receivable. All receivables were due for admin fees.

NOTE 4. LAND HELD FOR SALE/RESALE

The IDA owns a parking lot and an area located between the RXR Village Square and the post office which is maintained by the City. The carrying value of this asset is \$31,650 as of December 31, 2020 and 2019.

On November 22, 2016, the IDA sold the Waterfront Properties to RXR Glen Isle Partners, LLC for the Purchase price of \$15M less advances of \$2,401,048 and a receivable of \$2.36M, for net cash received of \$10,238,952. These funds were used to repay the debt owed by the IDA and CDA, to HUD, EPA, Nassau County and the City. The IDA also entered into a Master Tax Agreement, PILOT, with the Redeveloper and received an administrative fee of \$10M.

On November 22, 2016, the IDA and the Glen Cove Local Economic Assistance Corporation, (the Corporation) entered into a Loan Agreement, whereby the IDA borrowed \$124,562,833 from the Corporation. These funds were raised from a Public Bond Offering of the Corporation, and are being used by the IDA to fund its infrastructure and public amenities obligations, related to the Garvies Point Project. The repayment of the bonds is from the PILOT payments on the property, by the property owners. These Bonds are non-recourse to the City and its Agencies, and are treated as conduit debt by the IDA. After closing, in November 2016, the amount of \$122,515,088, (\$124,562,833 less OID of \$2,047,745) was deposited into Bank of NY Mellon.

During the year ended December 31, 2020, the Trustee made interest payments in aggregate of \$1,553,125. The outstanding balance of the conduit debt obligations totaled \$149,017,159 for the year ended December 31, 2020.

NOTE 5. CAPITAL ASSETS

As of December 31, 2020 and 2019, the capital assets of the IDA were as follows:

CAPITAL ASSETS		
	2020	2019
Equipment	\$ 14,721	\$ 14,721
Less: accumulated depreciation	(9,848)	(8,258)
Total capital assets	<u>\$4,873</u>	<u>\$6,463</u>

NOTE 6. ACCOUNTS PAYABLE AND ACCRUED EXPENSES

For the year ended December 31, 2020, accounts payable and accrued expenses totaled \$165,339 and were composed of professional fees for ongoing projects of \$142,146, accrued expenses for payroll and taxes, escrow accounts and amounts due to other governments of \$23,193.

For the year ended December 31, 2019, accounts payable and accrued expenses totaled \$59,486 and were composed of professional fees for the Garvies Point project of \$48,505 accrued expenses for payroll and taxes, escrow accounts and audit services of \$10,981.

NOTE 7. AMOUNTS DUE TO OR FROM THE CITY AND CDA

During 2004, the City of Glen Cove, CDA and IDA entered a Tri-party Municipal Cooperation Agreement, regarding sharing of resources between the City and the Agencies.

As of December 31, 2020 and 2019, the following amounts were due to the Community Development Agency:

AMOUNTS DUE TO THE CITY AND CDA

	2020	2019
Due to the CDA for the Waterfront Development expenditures financed by:		
CDA's CDBG and other grants	\$1,004,284	\$1,048,713
Less: Additional allocation of payroll	(61,495)	(44,429)
Total due to the CDA	\$942,789	\$1,004,284

The amount due to CDA was decreased by \$61,495. The decrease was paid by the CDA.

NOTE 8. COMMITMENTS AND CONTINGENCIES

Development of the Downtown Village Square

In 2016, RXR negotiated a private sale with the Developer for the purchase of the Village Square property. Demolition was completed in 2017 and construction began in 2018. The construction was completed in 2020.

NOTE 9. PENSION PLANS

(a) Plan Descriptions and Benefits Provided

Employees' Retirement System (ERS)

The IDA participates in the New York State and Local Employees' Retirement System (ERS). This is a cost-sharing multiple-employer retirement system. The System provides retirement benefits as well as death and disability benefits. The net position of the System is held in the New York State Common Retirement Fund (the Fund), which was established to hold all net assets and record changes in plan net position allocated to the System. The Comptroller of the State of New York serves as the trustee of the Fund and is the administrative head of the System. System benefits are established under the provision of the New York State Retirement and Social Security Law (RSSL). Once a public employer elects to participate in the System, the election is irrevocable. The New York State Constitution provides that pension

membership is a contractual relationship and plan benefits cannot be diminished or impaired. Benefits can be changed for future members only by enactment of a State statute. The District also participates in the Public Employees' Group Life Insurance Plan (GLIP), which provides death benefits in the form of life insurance. The System is included in the State's financial report as a pension trust fund. That report, including information with regard to benefits provided, may be found at www.osc.state.ny.us/retire/publications/index.php or obtained by writing to the New York State and Local Retirement System, 110 State Street, Albany, New York 12244.

The System is noncontributory except for employees who joined after July 27, 1976, who contribute 3 percent of their salary for the first ten years of membership, and employees who joined on or after January 1, 2010 who generally contribute 3.0 to 4.5 percent of their salary for their entire length of service. In addition, employee contribution rates under ERS tier VI vary based on a sliding salary scale. The Comptroller annually certifies the actuarially determined rates expressly used in computing the employers' contributions based on salaries paid during the System's fiscal year ending March 31.

Contributions for the current year and two preceding years were equal to 100 percent of the contributions required, and were as follows:

	ERS
2020	\$16,186
2019	\$15,688
2018	\$13,664

(b) Pension Liabilities, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions

At December 31, 2020, the IDA reported the following liability for its proportionate share of the net pension liability for ERS. The net pension liability was measured as of March 31,

2020 and 2019. The total pension liability used to calculate the net pension liability was determined by an actuarial valuation. The IDA's proportionate share of the net pension liability was based on a projection of the IDA's long-term share of contributions to the System relative to the projected contributions of all participating members, actuarially determined. This information was provided by ERS in reports provided to the Agency.

Measurement date	3/31/2020	3/31/2019
Net pension liability	\$118,230	\$34,018
District's proportion of the District's net pension liability	0.0004465%	0.0004801%

At December 31, 2020, the IDA's proportion was 0.0004465%, which was a decrease of 0.0000336 from its proportion as of December 31, 2019. At December 31, 2019, the IDA's proportion was 0.0004801%, which was an increase of 0.0002400 from its proportion as of December 31, 2018.

For the year ended December 31, 2020 and 2019, the IDA recognized pension expense of \$38,855 and \$23,910, respectively, for ERS. At December 31, 2020 and 2019 the amounts allocable to the IDA based upon the CDA's reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	2020		2019	
	Deferred Outflows of Resources	Deferred Inflows of Resources	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	\$6,958	-	6,699	2,283
Changes of assumptions	2,381	2,056	8,551	-
Net difference between projected and actual earnings on pension plan investments	60,610	-	-	8,731
Changes in proportion and differences between the District's contributions and proportionate share of contributions	8,058	5,634	10,967	6,610
District's contributions subsequent to the measurement date	11,741	-	11,922	-
Total	\$89,748	7,690	38,139	17,624

Contributions subsequent to the measurement date will be recognized as a reduction of the net pension liability in the following year. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions at December 31, 2020 will be recognized in pension expense as follows:

Year ending	ERS
2021	\$12,596
2022	18,139
2023	22,741
2024	16,841
2025	-
Thereafter	-
Total	<u>\$70,317</u>

(c) Actuarial Assumptions

The total pension liability as of the measurement date was determined by using an actuarial valuation as noted in the table below, with update procedures used to roll forward the total pension liability to the measurement date. The actuarial valuations used the following actuarial assumptions:

Measurement date	March 31, 2020
Actuarial valuation date	April 1, 2019
Interest rate	6.8%
Salary scale	4.2% Average
Decrement tables	April 1, 2010 - March 31, 2015 System's Experience
Inflation rate	2.5%
Cost-of-living adjustment	1.3% annually

Annuitant mortality rates are based on April 1, 2010 - March 31, 2015 System's experience with adjustments for mortality improvements based on Society of Actuaries Scale MP-2018.

The actuarial assumptions used in the April 1, 2019 valuation are based on the results of an actuarial experience study for the period April 1, 2010 - March 31, 2015.

The long term rate of return on pension plan investments was determined using a building block method in which best estimate ranges of expected future real rates of return (expected

returns net of investment expense and inflation) are developed for each major asset class. These ranges are combined to produce the long term expected rate of return by weighting the expected future real rates of return by each the target asset allocation percentage and by adding expected inflation. Best estimates of the arithmetic real rates of return for each major asset class included in the target asset allocation are summarized below:

<u>Measurement date</u>	<u>March 31, 2020</u>	
	<u>Long-term expected real rate of return*</u>	<u>Target allocation</u>
Asset type:		
Domestic equity	4.05%	36.0%
International equity	6.15%	14.0%
Private equity	6.75%	10.0%
Real estate	4.95%	10.0%
Absolute return strategies (1)	3.25%	2.0%
Opportunistic portfolio	4.65%	3.0%
Real assets	5.95%	3.0%
Bonds and mortgages	0.75%	17.0%
Cash	0.00%	1.0%
Inflation - indexed bonds	0.50%	4.0%

*The real rate of return is net of the long-term inflation assumption of 2.5%.

(1) Excludes equity oriented and long-only funds. For investment management purposes, these funds are included in domestic equity and international equity.

(d) Discount Rate

The discount rate used to calculate the total pension liability was 6.8%. The discount rate for 2019 was 7.0%. The projection of cash flows used to determine the discount rate assumes that contributions from plan members will be made at the current contribution rates and that contributions from employers will be made at statutorily required rates, actuarially. Based upon the assumptions, the System's fiduciary net position was projected to be available to make all projected future benefit payments of current plan members. Therefore the long term expected rate of return on pension plan investments was applied to all periods of

projected benefit payments to determine the total pension liability.

(e) Sensitivity of the Proportionate Share of the Net Pension Liability to the Discount Rate

The following presents the IDA's proportionate share of the net pension liability calculated using the discount rate of 6.8%, as well as what the Fund's proportionate share of the net pension liability would be if it were calculated using a discount rate that is 1-percentage point lower (5.8%) or 1-percentage point higher (7.8%) than the current rate:

	1% Decrease (5.8%)	Current Assumption (6.8%)	1% Increase (7.8%)
Employer's proportionate share of the net pension asset (liability)	<u>\$(216,988)</u>	<u>(118,230)</u>	<u>(27,276)</u>

(f) Pension Plan Fiduciary Net Position

The components of the current-year net pension liability of the employers as of the respective measurement dates, were as follows:

	(Dollars in Millions)	
Measurement date	3/31/2020	3/31/2019
Employers' total pension liability	\$(194,596)	\$(189,803)
Plan net position	168,115	182,718
Employers' net pension liability	<u>\$(26,481)</u>	<u>\$(7,085)</u>
Ratio of plan net position to the Employers' total pension liability	86.4%	96.3%

(g) Payables to the Pension Plan

Employer contributions are paid annually based on the System's fiscal year which ends on March 31st. Retirement contributions as of December 31, 2020 and 2019 represent the projected employer contribution for the period of April 1, 2020 through March 31, 2021 and April 1, 2019 through March 31,

2020, respectively based on paid ERS wages multiplied by the employer's contribution rate, by tier. These amounts have been recorded as accrued expenses in the year ended December 31, 2020 and as prepaid expenses in the year ended December 31, 2019.

NOTE 10. OTHER POST EMPLOYMENT BENEFITS (OPEB)

Plan Description

The City of Glen Cove Industrial Development Agency's retiree medical/drug and dental insurance plans are fully insured with the Empire Plan offered through New York State Health Insurance program and Group Health Incorporated. Employees are eligible for these benefits, once they have reached the age of 55 and are hired before July 1, 1973 or either have reached the age of 55 and have 10 years of qualified employment or have 30 years of qualified employment if hired after July 1, 1973. The Agency has agreed to pay the full cost of coverage for such retirees as well as the retiree's spouse and unmarried children. Survivors are covered at full cost for 10 years after the death of the retiree.

The number of participants as of December 31, 2020 was as follows:

Current retirees	7
Active employees	6
	<u>13</u>

Total OPEB Liability

The Authority's total OPEB liability of \$1,066,075 was measured as of December 31, 2020 and was determined by an actuarial valuation as of December 31, 2020.

Actuarial Assumptions and Other Inputs

The total OPEB liability in the December 31, 2020 actuarial valuation was determined using the following actuarial assumptions and other inputs, applied to all periods included in the measurement, unless otherwise specified:

Salary increases	3.30% on average
Discount rate	1.93%
Healthcare cost trend rates	5.75% for 2020, decreasing to an ultimate rate of 4.50% by 2025

The discount rate was based on the 20 Year Municipal Bond Yield.

Mortality rates used are from the RP-2014 Headcount-Weighted Healthy Mortality Tables with White Collar Adjustments, projected Generationally with Scale MP-2019.

Changes in the Total OPEB Liability

Total OPEB liability as of January 1, 2020	\$880,566
Changes for the year:	
Service cost	43,868
Interest	30,026
Differences between expected and actual experience	(17,726)
Changes in assumptions	158,662
Benefit payments	(29,321)
Total changes	<u>185,509</u>
Total OPEB liability as of December 31, 2020	<u>\$1,066,075</u>

Total OPEB liability as of January 1, 2019	\$653,473
Changes for the year:	
Service cost	39,114
Interest	28,336
Changes in assumptions	187,725
Benefit payments	(28,082)
Total changes	<u>227,093</u>
Total OPEB liability as of December 31, 2019	<u>\$880,566</u>

Sensitivity of the total OPEB liability to changes in the discount rate

The following presents the total OPEB liability of the Agency, as well as what the Agency's total OPEB liability would be if it were calculated using a discount rate that is 1-percentage-point lower (0.93%) or 1-percentage-point higher (2.93%) than the current discount rate:

	1% Decrease (0.93%)	Discount Rate (1.93%)	1% Increase (2.93%)
Total OPEB liability	<u>\$1,267,952</u>	1,066,075	<u>908,215</u>

Sensitivity of the total OPEB liability to changes in the healthcare costs trend rates

The following presents the total OPEB liability of the Agency, as well as what the Agency's total OPEB liability would be if it were calculated using a different healthcare cost trend rate that is 1-percent lower or 1-percent higher than the current healthcare cost trend rate:

	1% Decrease	Discount Rate	1% Increase
Total OPEB liability	<u>\$873,190</u>	1,066,075	<u>1,321,252</u>

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB

For the years ended December 31, 2020 and 2019, the Agency recognized OPEB expense of \$86,362 and \$216,948, respectively. At December 31, 2020 and 2019, the Agency reported deferred outflows of resources and deferred inflows of resources related to OPEB from the following sources:

	<u>2020</u>	
	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	\$ 29,069	(46,654)
Changes in assumptions	<u>189,598</u>	<u>(51,929)</u>
	<u>\$218,667</u>	<u>(98,583)</u>

	<u>2019</u>	
	Deferred Outflows of Resources	Deferred Inflows of Resources
Changes in assumptions	<u>\$41,360</u>	<u>(49,744)</u>

Amounts reported as deferred inflows of resources related to other postemployment benefits will be recognized as follows:

<u>Year ending</u>	
2021	\$17,528
2022	17,528
2023	17,528
2024	17,528
2025	11,746
Thereafter	<u>38,226</u>
Total	<u>\$120,084</u>

NOTE 11. ESCROW ACCOUNTS

The IDA held \$17,920 and \$30,720 in escrow funds for three different projects at December 31, 2020 and 2019, respectively.

NOTE 12. RISK FINANCING

The Agency is exposed to various risks of losses related to torts; theft, damages to and destruction of assets; omissions; injuries to employees, and natural disasters. The Agency had no such losses in 2020 and 2019. The potential losses in excess of the Agency's resources are covered under the City of Glen Cove policy of self-insurance. The Agency reports claims, expenses and liabilities when it is probable that a loss has occurred, and the

amount of that loss can be reasonably estimated.

NOTE 13. SUBSEQUENT EVENTS

The Agency has evaluated the subsequent events and transactions from December 31, 2020 through the date that the financial statements were available to be issued and have determined there are no subsequent events that require disclosure under generally accepted accounting principles except as indicated below.

The United States is presently in the midst of a national health emergency related to the COVID-19 virus. The overall consequences of the COVID-19 on a national, regional and local level are unknown, but has the potential to result in a significant economic impact. The impact of this situation on the Agency and its future results and financial position is not presently determinable.

NOTE 14. GOING CONCERN

The City of Glen Cove is committed to ensuring the long-term viability of the Agency. As such, it will continue to provide sufficient resources to ensure that the Agency maintains the ability to honor its obligations as they become due, thus ensuring its ability to continue as a going concern.

**GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
REQUIRED SUPPLEMENTARY INFORMATION
SCHEDULE OF REVENUE, EXPENSES AND CHANGES IN
NET POSITION - BUDGET AND ACTUAL
FOR THE YEAR ENDED DECEMBER 31, 2020**

	Adopted Budget	Amended Budget	Actual	Variance Positive (Negative)
Revenues				
Admin fees	\$ 170,000	\$ 170,000	\$ 183,010	\$ 13,010
Interest	9,000	9,000	5,449	(3,551)
Revenues from developer	450,000	450,000	320,908	(129,092)
Total revenues	629,000	629,000	509,367	(119,633)
Expenses				
Salaries and benefits				
Salaries	120,860	120,860	212,406	91,546
Benefits	66,581	66,581	76,178	9,597
Total salaries and benefits	187,441	187,441	288,584	101,143
Professional fees				
Audit services	7,500	7,500	7,800	300
Engineering and other consultants	1,500	1,500	28,735	27,235
Legal fees - escrow	450,000	450,000	295,319	(154,681)
Total professional fees	459,000	459,000	331,854	(127,146)
Administrative expense				
Office expense	9,960	9,960	6,910	(3,050)
Depreciation	-	-	1,590	1,590
Total administrative expenses	9,960	9,960	8,500	(1,460)
Total expenses	656,401	656,401	628,938	(27,463)
Change in net position	(27,401)	(27,401)	(119,571)	(92,170)
Net position, January 1, 2020	(1,143,356)	(1,143,356)	(1,143,356)	-
Net position, December 31, 2020	<u>\$ (1,170,757)</u>	<u>\$ (1,170,757)</u>	<u>\$ (1,262,927)</u>	<u>\$ (92,170)</u>

**GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
REQUIRED SUPPLEMENTARY INFORMATION
SCHEDULE OF CHANGES IN THE AGENCY'S
TOTAL OPEB LIABILITY AND RELATED RATIOS
FOR THE YEAR ENDED DECEMBER 31, 2020**

	<u>2020</u>	<u>2019</u>	<u>2018</u>
Total OPEB liability			
Service cost	\$ 43,868	\$ 39,114	\$ 38,115
Interest	30,026	28,336	23,020
Changes of benefit terms	-	-	-
Differences between expected and actual experience	(17,726)	-	-
Changes in assumptions	158,662	187,725	(53,759)
Benefit payments	<u>(29,321)</u>	<u>(28,082)</u>	<u>(23,542)</u>
Net change in total OPEB liability	185,509	227,093	(16,166)
Total OPEB liability - beginning	<u>880,566</u>	<u>653,473</u>	<u>669,639</u>
Total OPEB liability - ending	\$ <u>1,066,075</u>	\$ <u>880,566</u>	\$ <u>653,473</u>
Covered payroll	\$ 113,768	\$ 116,109	\$ 88,803
Total OPEB liability as a percentage of covered payroll	937.06%	758.40%	753.87%

Notes to Schedule:

Changes of assumptions - Changes of assumptions and other inputs reflect the effects of changes in the discount rate each period. The following are the discount rates used in each

2018	3.69%
2019	3.26%
2020	1.93%

This schedule is presented to illustrate the requirement to show information for 10 years. However, information is presented for those years that are available.

**GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
REQUIRED SUPPLEMENTARY INFORMATION
SCHEDULE OF AGENCY'S PROPORTIONATE SHARE OF
THE NET PENSION LIABILITY
FOR THE YEAR ENDED DECEMBER 31, 2020**

	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
Agency's proportion of the net pension liability	0.00044650%	0.00480100%	0.00024010%	0.00027100%	0.00022760%	0.00012295%	0.00034430%
Agency's proportionate share of the net pension liability	\$ 118,230	34,018	3,465	18,926	36,534	11,629	15,555
Agency's covered payroll	\$ 117,776	117,399	45,574	70,647	55,390	88,566	124,849
Agency's proportion of the net pension liability as a percentage of its covered - payroll	100.39%	28.98%	7.60%	26.79%	65.96%	13.13%	12.46%
Plan's fiduciary net position as a percentage of the total pension liability	86.39%	96.27%	98.20%	97.40%	90.70%	98.00%	97.20%

This schedule is presented to illustrate the requirements to show information for 10 years. However, information is presented for those years that are available.

**GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
REQUIRED SUPPLEMENTARY INFORMATION
SCHEDULE OF AGENCY'S EMPLOYER PENSION CONTRIBUTIONS
FOR THE YEAR ENDED DECEMBER 31, 2020**

	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
Contractually required contribution	\$ 16,186	15,688	13,664	12,038	7,028	10,749	15,555
Contributions in relation to the contractually required contribution	<u>16,186</u>	<u>15,688</u>	<u>13,664</u>	<u>12,038</u>	<u>7,028</u>	<u>10,749</u>	<u>15,555</u>
Contribution deficiency (excess)	<u>\$ -</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Agency's covered payroll	\$ 117,776	117,399	45,574	70,647	55,390	88,566	124,849
Contributions as a percentage of covered payroll	13.74%	13.36%	29.98%	17.04%	12.69%	12.14%	12.46%

This schedule is presented to illustrate the requirements to show information for 10 years. However, information is presented for those years that are available.

OTHER SUPPLEMENTARY INFORMATION



The following are not required supplementary information (RSI), under the generally accepted accounting principles in the United States and are provided for the purpose of additional analysis as required by required for statutory filing, under State of New York General Municipal Law 859.

This other supplementary information is provided to meet the General Municipal Law 859, the disclosures regarding the Agency's Straight-lease and industrial and civic facilities revenue bonds and notes projects.

GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY OTHER SUPPLEMENTARY INFORMATION

Certain industrial development revenue bonds issued by the Agency are secured by property, which is leased to companies and is retired by lease payments. The bonds are not obligations of the Agency, City or State. The Agency does not record the assets or liabilities resulting from completed bond and note issues in its accounts. Its primary function is to arrange financing between the borrowing companies and the bond and note holders. Trustees or banks acting as fiscal agents control funds arising from these transactions.

The Agency receives bond administration fees from the borrowing companies for providing this service. Such administrative fee income is recognized immediately upon the issuance of the bonds and notes.

A. National Healthplex (Regency of Glen Cove) - Bonds

The 1992 Series A Bonds, Series B Bonds and the Series B Note, were defeased when the Regency reorganized its debt on April 19, 2016. The Glen Cove Local Economic assistance Corporation issued \$24M of Tax Exempt Bonds and The Regency also received a \$15.5M loan from Municipal Capital Appreciation Partners III (VA), L.P. for a new Alzheimer unit.

On December 15, 2013, the IDA entered into a PILOT agreement with the Regency (Project code 2801-13-02). The term is for 40 years beginning in 2014 and expires December 31, 2049. The IDA received an admin fee of \$118,750. The total projects costs are \$15,500,000 for a new Alzheimer unit which is to be completed in May 2019. In 2016, the Regency paid an additional admin fee \$150,000 for an extension of the PILOT to run concurrently with the bond issuance. The Regency paid a total PILOT of \$419,793 in 2020 and \$401,332 in 2019, and reported 54 FTE's and no Construction jobs in 2020. The

corporate address for the National Healthplex is 94 School Street, Glen Cove, NY 11542.

The following chart depicts the PILOT payments and tax exemptions for 2020:

PAYMENTS MADE BY THE GC REGENCY		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$46,177	\$68,837
Local	109,146	140,811
School	264,470	374,080
Total	<u>\$419,793</u>	<u>\$583,728</u>

STRAIGHT LEASE AGREEMENTS

A. Avalon Bay Communities, Inc.

In November 2001, the IDA and Avalon Bay Communities, Inc. (the Company) entered a straight lease agreement (Code Number 2801-01-01). Through the lease agreement, the Agency takes title to the property and the machinery and equipment and provides property and sales tax relief to the Company. Under the lease contract, the Company agreed to acquire an approximately 3.5 acre site located at Pratt Boulevard, in the City of Glen Cove to construct an approximately 333,000 square foot luxury rental building together with 188,000 square foot enclosed parking facility. The IDA agreed to buy the building from the Company and lease it back to the Company. Thus, the Company was exempt from sales and use taxes, real property transfer taxes, and real estate taxes. The Company agreed to make payments in lieu of taxes.

The cost of the planning, development, acquisition, construction, and installation of the project facilities is estimated to be about \$50,170,000. The Company paid an administrative fee of \$303,000 to the IDA.

As a part of the agreement, the Company, purchased from the City a property located at Glen Street, Phase II, for \$1,100,000 and paid an option premium of \$900,000. The Company has exercised the option. Nonpayment of fees constitutes default under the agreement.

In June 2003, Avalon Bay Communities, Inc. exercised its option and purchased the Glen Street Parcel for \$2,000,000, (2801-06-1). Avalon Bay had already paid \$900,000 and agreed to pay the balance by December 31, 2003. It was further agreed that:

1. The construction plan had to be completed by March 30, 2004; construction had to commence by October 1, 2004 and be completed by June 30, 2006.
2. All building permits and other fees had to be paid by the later of June 1, 2004 or ten days after the invoices are submitted.
3. Payment in lieu of taxes began on January 1, 2006.
4. In lieu of \$50,000 payment required by the Preliminary Agreement, Avalon Bay shall pay the IDA, \$107,224. The Agency will use these funds in cooperation with the City of Glen Cove to upgrade Pratt Boulevard Municipal Parking lot.

In 2020, the payments made by Avalon Bay Phase I, in lieu of taxes (PILOT) and the amount of tax exemptions were as follows:

PAYMENTS MADE BY AVALONBAY PHASE I		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$221,089	\$195,466
Local	442,179	859,258
School	<u>1,037,420</u>	<u>2,283,198</u>
Total	<u>\$1,700,688</u>	<u>\$3,337,922</u>

Avalon Bay Phase II (PILOT) began January 1, 2008. The tax exemptions were as follows for 2020:

PAYMENTS MADE BY AVALONBAY PHASE II		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$125,110	\$79,530
Local	241,283	299,630
School	<u>527,249</u>	<u>796,169</u>
Total	<u>\$893,642</u>	<u>\$1,175,329</u>

Please note that while the original estimate of jobs to be created for Avalon North and Avalon South is listed on the PARIS system as 14 and 20 respectfully, the correct number of jobs per Avalon's agreements with the IDA are 6 for Avalon North and 8 for Avalon South. Avalon met these FTE requirements in 2020 with 7 FTEs for Avalon North and 12 FTEs for Avalon South. The original FTE information listed in PARIS is unable to be changed. The corporate address for Avalon North is 671 North Glebe Rd, Suite 800 Arlington, VA 22203. The corporate address for Avalon South is 1100 Avalon Square, Glen Cove, NY 11542.

B. Straight Lease Agreement with Men on the Move – Glen Cove Storage, LLC (MOTM) PHR Glen Cove Storage, LLC

On August 1, 2011, the Glen Cove IDA entered into a straight Lease Agreement, (Pilot Agreement) with Men on The Move-Glen Cove Storage LLC. Code # (2801-11-01), regarding the property located at 88-90 Hazel Street, City of Glen Cove. The total cost of the project was approximately \$7,553,000. MOTM/PRGC is required by the contract to create at least 3 new full- time jobs within one year after the scheduled completion date and maintain these jobs throughout the term of the lease. The IDA collects a \$1,000 annual admin fee from MOTM/PRGC. MOTM paid an administrative fee of \$60,148 to the IDA. The PILOT commenced in the tax year 2012-2013 and will last for 10 years. In December 2013, MOTH sold to PR Glen Cove Storage LLC, (PRGC) Code # (2801-13-01). The IDA received and admin fee of \$70,375. PRGC beginning in 2014 and are also required to employee 3 full time equivalents. The received and admin fee of \$70,375. PRGC beginning in 2014 and are also required to employee 3 full time equivalents. The total purchase price was \$18,100,000. PRGC in is required under the

lease contract and payments in lieu of taxes agreement to make the following future real property taxes payments. PRGC paid a PILOT payment of \$291,211 in 2020, \$268,514 in 2019 and reported 3 FTE's. PRGC's corporate address is c/o Self Storage Management, LLC, 3050 Peachtree Road NW, Suite 300, Atlanta GA 30305.

PAYMENTS MADE BY GC STORAGE		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$17,529	\$34,753
Local	75,372	70,877
School	198,310	195,876
Total	<u>\$291,211</u>	<u>\$301,506</u>

C. Straight Lease Agreement with TDG Glen Cove LLC (TDG) "Glen Cove Movie Theatre"

On December 27, 2013, the IDA entered into a PILOT Agreement with TDG Glen Cove, LLC. (Project code # 2801-12-03) The purchase price was \$5,523,135. The PILOT term is for 15 years and began in 2014. During construction 25 jobs were created and 8 full time positions post construction in the first year. In the second and third years 6 and 7 full time positions, are required respectively, per the lease agreement. The Movie theatre opened in April 2014. TDG paid \$71,765 in tax payments for 2020 and reported 31 FTE's. The corporate office is located at The DiNoto Group TDG Glen Cove, LLC, 7600 Jericho Tpke, Suite 110, Woodbury, New York 11797. The following are the real property tax payments and tax exemptions:

PAYMENTS MADE BY GC TDG		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$6,416	\$20,911
Local	20,638	42,307
School	44,711	116,919
Total	<u>\$71,765</u>	<u>\$180,137</u>

In December 2014, the IDA closed on a PILOT agreement with Fair Housing Development Corp. (Stanley Park) Project Code (2801-01-2014). Stanley Park, an existing Low Income

Housing project in Glen Cove, completed a 40 year HUD PILOT in 2013 and requested a PILOT for 7 years from the IDA to allow it to repay real estate taxes owed to the City of Glen Cove as well as to prevent a substantial rent increase to its existing tenants. The PILOT for Stanley Park began in 2016 and the IDA received a \$5,000 administrative fee. In 2020, a PILOT payment of \$56,000 was paid and reported 3 FTE's. The corporate address of Stanan Management Corp. is located at 33 Front Street, Hempstead, NY 11550. The following are the real property tax payments and tax exemptions:

PAYMENTS MADE BY FAIR HOUSING		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$7,840	\$31,784
Local	14,784	50,654
School	33,376	113,149
Total	<u>\$56,000</u>	<u>\$195,587</u>

In December 2015, the IDA entered into a lease agreement with 50 Glen Partners LLC. Project code (2801-15-01). The PILOT will begin in the 2016-2017 tax year. The IDA received a fee of \$1,000. In 2020 Glen Street Partners reported 66 FTE's. The corporate office is located at 91 Carmen Avenue, Suite 500, Cedarhurst, NY 11516. The following are the real property tax payments and tax exemptions:

PAYMENTS MADE 50 GLEN PARTNERS		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$7,500	\$10,984
Local	30,536	44,859
School	68,339	123,972
Total	<u>\$106,375</u>	<u>\$179,815</u>

The IDA closed on the Waterfront Revitalization Project in November 2016 for \$15M less debt payments paid by RXR on the IDA's behalf of \$2.4M for a net sales price of \$12.6M. These funds went to the repayment of loans for the waterfront. The IDA entered into a PILOT agreement with RXR and received an administrative fee of \$10M. The PILOT began

in 2017 and will benefit the City of Glen Cove, its citizens and Nassau County by reclaiming blighted industrial waterfront property for public benefit and enjoyment through creating open space, luxury and workforce housing and retail/office space. RXR's (redeveloper) Garvies Point waterfront destination will bring 460 new jobs during the construction phase of 5-6 years, and 545 jobs post-completion. There will also be new tax revenues and new money infused into the Glen Cove economy.

RXR was invoiced and paid \$3,086,766 for their 2020 PILOT for the Garvies Point project. Project Code (2801-01A-2016). Priority payments of \$1,751,822 were paid to the authorized tax jurisdictions, \$1,092,699 was paid to the school and library and \$21,980 was paid to Nassau County and \$637,143 was paid to the City of Glen Cove. \$47,781 was also paid to MuniCap, the administrator for the bonds, and Bank of New York Mellon, the Bond Trustee, for fees. The remainder of the funds was deposited into a Stabilization fund. These funds will be invested until January 1, 2025. At this time these funds will be used for turbo redemption of the bonds. RXR reported \$701,707 in sales tax exemptions and 11 FTE and 441 construction jobs were created along with 48 FTE and 891 construction jobs were retained in 2020. RXR's corporate address is 625 RXR Plaza, Uniondale, NY 11556 for both projects.

The following are the real property tax payments and tax exemptions:

PAYMENTS MADE BY RXR GARVIES		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$21,980	\$652,806
Local	637,143	2,999,321
School	1,092,699	8,288,963
Total	<u>\$1,751,822</u>	<u>\$11,941,090</u>

On December 28, 2016, the IDA entered into a PILOT agreement with Michael S. Puntillo Development Company, LLC. (Samuel Pierce)

The PILOT began in 2017 and the IDA received an administrative fee of \$40,000. In 2020, 6 FTE's were reported by the management company. The corporate address is A-1 Realty Management, Inc., 1551 Franklin Avenue, 1st Floor, Mineola, New York 11501, Attention: Peter Alizo.

In 2020, the payments made by Samuel Pierce, in lieu of taxes (PILOT) and the amount of tax exemptions were as follows:

PAYMENTS MADE BY SAMUEL PIERCE		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$4,026	\$27,891
Local	15,528	106,389
School	37,958	294,019
Total	<u>\$57,512</u>	<u>\$428,299</u>

In December 2017, the IDA entered into a PILOT agreement with RXR Village Square. (RXR VS) Project code (2081-1-2017). The IDA received a fee of \$306,236. The PILOT began in 2019. RXR VS made a PILOT payment of \$183,062 and reported retaining 10 FTE's and 582 construction jobs. In addition, there were 30 construction jobs and 13 full time jobs created. Sales tax savings of \$427,196 were also reported in 2020 for Village Square. RXR Village Square's corporate address is 625 RXR Plaza, Uniondale, NY 11556.

The following are the real property tax payments and tax exemptions:

PAYMENTS MADE BY RXR VS		
	<u>PILOT</u>	<u>Exemptions</u>
County	\$11,284	\$11,460
Local	52,592	39,857
School	119,186	110,149
Total	<u>\$183,062</u>	<u>\$161,466</u>

COMPLIANCE SECTION

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



**INDEPENDENT AUDITORS' REPORT 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 and Members
Glen Cove Industrial Development Agency
Glen Cove, New York:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States, the financial statements of the Glen Cove Industrial Development Agency (the IDA), as of and for the year ended December 31, 2020, and the related notes to financial statements, which collectively comprise the IDA's basic financial statements, and have issued our report thereon dated March 30, 2021.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the IDA's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the IDA's internal control. Accordingly, we do not express an opinion on the effectiveness of the IDA'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 a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the IDA'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 IDA'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 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 the IDA'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 IDA's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

EFPR Group, CPAs, PLLC

Williamsville, New York
March 30, 2021