



Annual Meeting of the Board of Directors
March 28th, 2022, at 4:00 pm

Committee Room
40 McMaster St.
Ballston Spa, NY 12020

Livestream:

Saratoga County Prosperity Partnership's YouTube Channel:

<https://www.youtube.com/channel/UCGz5wUJ7DlR0hKQLNzrtnpA>

AGENDA

- 1) Call to Order – Chair Maria Moran
- 2) Adoption of Minutes
 - February 28th, 2022 - Board Meeting
- 3) Treasurer's Report – Rocco Ferraro
- 4) Audit Presentation – Amy Pedrick (West & Company)
- 5) Approval of Annual Report
- 6) Election of Board Officers
- 7) Appointment of CEO & CFO
- 8) Management Update – Tim Dunn (Dunn Strategy)
- 9) Future Meetings Schedule – Maria Moran

Next Meeting

Monday April 25th, 2022

Saratoga County Prosperity Partnership Expenditures						
February 1, 2022 to February 28, 2022						
<u>Date</u>	<u>Type</u>	<u>No.</u>	<u>Payee</u>	<u>Category</u>	<u>Total</u>	
02/28/2022	Check	2703	Saratoga County Chamber of Commerce	Rent or Lease	750.00	
02/17/2022	ACH		Capital Group Retirement Plan Services	401k Company Match	383.78	
02/16/2022	Check	2702	Electronic Office Products	IT/Computer Services	180.00	
02/16/2022	Check	2701	Capital Region Chamber of Commerce	Dues & Memberships	705.00	
02/16/2022	Check	2700	Harris Beach, PLLC	Legal & Accounting Fees	1,825.00	
02/16/2022	Check	2697	Mohawk Valley Edge	Conferences & Meetings	1,500.00	
02/14/2022	ACH		ATC Visa	Bank Service Charges	165.68	
02/08/2022	Check	2696	Sand Hill Industries DBA T-Shirt Graphics	General Office Expenses	551.82	
02/08/2022	Check	2695	Saratoga County Chamber of Commerce	Rent or Lease	750.00	
02/08/2022	Check	2694	CP Saratoga LLC, Address C/O Abele Builders 14 Corporate Drive, Clifton Park, NY 12065	StartUp NY Leaseback	3,625.00	
Total:					10,436.28	

Saratoga County Prosperity Partnership

Statement of Activity

February 2022

	TOTAL
Revenue	
10000 StartUp NY Leaseback	3,625.00
Total Revenue	\$3,625.00
GROSS PROFIT	\$3,625.00
Expenditures	
8100 Employee Expenses	
8001 Payroll & 401K Fees	4.46
8006 401k Company Match	379.32
Total 8100 Employee Expenses	383.78
9000 Operating Expenses	
3500 Programming & MOU Expenses	
3060 StartUp NY Leaseback	3,625.00
Total 3500 Programming & MOU Expenses	3,625.00
5200 General Office Expenses	551.82
5102 Bank Service Charges	35.11
5103 Business Insurance	484.89
5104 IT/Computer Services	180.00
5110 Rent or Lease	1,500.00
5120 Legal & Accounting Fees	1,825.00
6003 Dues & Memberships	705.00
7057 Conferences & Meetings	1,500.00
Total 5200 General Office Expenses	6,781.82
7100 MARCOMM	
7052 Digital Subscriptions	130.57
Total 7100 MARCOMM	130.57
Total 9000 Operating Expenses	10,537.39
Total Expenditures	\$10,921.17
NET OPERATING REVENUE	\$ -7,296.17
NET REVENUE	\$ -7,296.17

Saratoga County Prosperity Partnership

Statement of Activity

February 2022

	TOTAL	
	FEB 2022	FEB 2021 (PY)
Revenue		
10000 StartUp NY Leaseback	3,625.00	3,625.00
10015 Occupancy Tax Revenue		112,500.00
Total Revenue	\$3,625.00	\$116,125.00
GROSS PROFIT	\$3,625.00	\$116,125.00
Expenditures		
8100 Employee Expenses		
8001 Payroll & 401K Fees	4.46	106.00
8002 Health & Dental Insurance		0.00
8003 Wireless & Data Fees		80.00
8004 Mileage Reimbursement		91.49
8005 Salaries & Wages		12,057.71
8006 401k Company Match	379.32	588.46
8007 Payroll Taxes		
8007A Payroll Expense - SS		747.58
8007B Payroll Expense - Medicare		174.84
8007C Payroll Expense - FUTA		0.00
8007D Payroll Expense - SUI		59.39
8007E Payroll Expense - NY Re-employ SVC		0.00
Total 8007 Payroll Taxes		981.81
Total 8100 Employee Expenses	383.78	13,905.47
9000 Operating Expenses		
3500 Programming & MOU Expenses		
3060 StartUp NY Leaseback	3,625.00	3,625.00
Total 3500 Programming & MOU Expenses	3,625.00	3,625.00
5200 General Office Expenses	551.82	133.99
5102 Bank Service Charges	35.11	
5103 Business Insurance	484.89	418.48
5104 IT/Computer Services	180.00	
5108 Office Equipment		364.29
5109 Postage & Delivery		45.22
5110 Rent or Lease	1,500.00	750.00
5120 Legal & Accounting Fees	1,825.00	
6002 Networking & Meetings		6.47
6003 Dues & Memberships	705.00	
7057 Conferences & Meetings	1,500.00	
Total 5200 General Office Expenses	6,781.82	1,718.45
7100 MARCOMM		371.44
7052 Digital Subscriptions	130.57	10.00
Total 7100 MARCOMM	130.57	381.44
Total 9000 Operating Expenses	10,537.39	5,724.89
Total Expenditures	\$10,921.17	\$19,630.36
NET OPERATING REVENUE	\$ -7,296.17	\$96,494.64
NET REVENUE	\$ -7,296.17	\$96,494.64

Saratoga County Prosperity Partnership

Statement of Financial Position

As of February 28, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Adirondack Trust Company	199,540.33
PPP Checking	0.00
USDA RBDG	30,029.78
Total Bank Accounts	\$229,570.11
Accounts Receivable	
1300 Accounts Receivable	225,000.00
Total Accounts Receivable	\$225,000.00
Other Current Assets	
1310 Prepaid Expenses	0.00
1320 Uncategorized Asset	0.00
1330 Undeposited Funds	0.00
1360 Prepaid Insurance - Gen Liability	1,666.88
1370 Prepaid Insurance - Workers comp	8,035.00
Total Other Current Assets	\$9,701.88
Total Current Assets	\$464,271.99
Fixed Assets	
1385 Accumulated Depreciation	-6,140.49
1390 Furniture	16,743.86
Total Fixed Assets	\$10,603.37
TOTAL ASSETS	\$474,875.36
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	14,177.07
Total Accounts Payable	\$14,177.07
Credit Cards	
2002 Shelby Schneider Credit Card	164.75
Total Credit Cards	\$164.75
Other Current Liabilities	
2051 401K Employee Contributions	0.00
401K Employee Contribution (Shelby)	0.00
Total 2051 401K Employee Contributions	0.00
2053 Deferred Revenue	0.00
2054 IDA Fees Payable	0.00
2056 PPP SBA Loan	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$14,341.82
Total Liabilities	\$14,341.82
Equity	
4015 Unrestricted Net Assets	377,441.09
Net Revenue	83,092.45
Total Equity	\$460,533.54
TOTAL LIABILITIES AND EQUITY	\$474,875.36

Saratoga County Prosperity Partnership

Statement of Financial Position

As of February 28, 2022

	TOTAL	
	AS OF FEB 28, 2022	AS OF FEB 28, 2021 (PY)
ASSETS		
Current Assets		
Bank Accounts		
Adirondack Trust Company	199,540.33	12,063.99
PPP Checking	0.00	41,086.35
USDA RBDG	30,029.78	10.00
Total Bank Accounts	\$229,570.11	\$53,160.34
Accounts Receivable		
1300 Accounts Receivable	225,000.00	112,500.00
Total Accounts Receivable	\$225,000.00	\$112,500.00
Other Current Assets		
1310 Prepaid Expenses	0.00	0.00
1320 Uncategorized Asset	0.00	5,521.54
1330 Undeposited Funds	0.00	0.00
1350 Prepaid Expenditures - Business Recruiting (deleted)	0.00	1,908.00
1360 Prepaid Insurance - Gen Liability	1,666.88	1,666.80
1370 Prepaid Insurance - Workers comp	8,035.00	4,875.50
Total Other Current Assets	\$9,701.88	\$13,971.84
Total Current Assets	\$464,271.99	\$179,632.18
Fixed Assets		
1385 Accumulated Depreciation	-6,140.49	-6,140.49
1390 Furniture	16,743.86	16,743.86
Total Fixed Assets	\$10,603.37	\$10,603.37
TOTAL ASSETS	\$474,875.36	\$190,235.55

Saratoga County Prosperity Partnership

Statement of Financial Position

As of February 28, 2022

	TOTAL	
	AS OF FEB 28, 2022	AS OF FEB 28, 2021 (PY)
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2100 Accounts Payable	14,177.07	0.00
Total Accounts Payable	\$14,177.07	\$0.00
Credit Cards		
(7203) Michele Battle Credit Card (deleted)	0.00	0.00
2002A Credit Card Fees (deleted)	0.00	-10.00
Total (7203) Michele Battle Credit Card (deleted)	0.00	-10.00
2002 Shelby Schneider Credit Card	164.75	937.40
Total Credit Cards	\$164.75	\$927.40
Other Current Liabilities		
2051 401K Employee Contributions	0.00	0.00
401K Employee Contribution (Shelby)	0.00	1,211.07
401K Employee Contribution- Jenny (deleted)	0.00	358.42
401K Employee Contribution- Michele (deleted)	0.00	335.86
Total 2051 401K Employee Contributions	0.00	1,905.35
2053 Deferred Revenue	0.00	5,000.00
2054 IDA Fees Payable	0.00	0.00
2056 PPP SBA Loan	0.00	55,503.92
Total Other Current Liabilities	\$0.00	\$62,409.27
Total Current Liabilities	\$14,341.82	\$63,336.67
Total Liabilities	\$14,341.82	\$63,336.67
Equity		
4015 Unrestricted Net Assets	377,441.09	57,244.03
Net Revenue	83,092.45	69,654.85
Total Equity	\$460,533.54	\$126,898.88
TOTAL LIABILITIES AND EQUITY	\$474,875.36	\$190,235.55

**SARATOGA COUNTY PROSPERITY
PARTNERSHIP, INC.**

**(A Component Unit of the County of
Saratoga, New York)**

FINANCIAL STATEMENT

DECEMBER 31, 2021 AND 2020

03/24/2022

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INDEPENDENT AUDITORS' REPORT

The Board of Directors
Saratoga County Prosperity Partnership, Inc.
Malta, New York

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Saratoga County Prosperity Partnership, Inc. (a nonprofit organization), a component unit of the County of Saratoga, New York, which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Saratoga County Prosperity Partnership, Inc. as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

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

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

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 28, 2022 on our consideration of Saratoga County Prosperity Partnership, Inc.'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 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 Saratoga County Prosperity Partnership, Inc.'s internal control over financial reporting and compliance.

Saratoga Springs, New York
March 28, 2022

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2021 AND 2020

- <u>ASSETS</u> -	<u>2021</u>	<u>2020</u>
CURRENT ASSETS:		
Cash and cash equivalents	\$ 147,495	\$ 41,604
Accounts receivable	237,000	0
Prepaid expenses	10,672	8,046
Total current assets	395,167	49,650
PROPERTY AND EQUIPMENT:		
Property and equipment	16,744	16,744
Less accumulated depreciation	(7,442)	(6,141)
Property and equipment - net	9,302	10,603
TOTAL ASSETS	<u>\$ 404,469</u>	<u>\$ 60,253</u>
- <u>LIABILITIES AND NET ASSETS</u> -		
LIABILITIES:		
Accounts payable	\$ 16,330	\$ 22
Accrued expenses	0	1,527
Deferred revenue	0	5,500
Total liabilities	16,330	7,049
NET ASSETS:		
Without donor restrictions	388,139	53,204
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 404,469</u>	<u>\$ 60,253</u>

See accompanying notes and independent auditors' report.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

STATEMENTS OF ACTIVITIES

YEARS ENDED DECEMBER 31, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
REVENUES:		
County Revenue - Occupancy tax	\$ 450,000	\$ 375,000
Grant income	97,524	86,301
Start-up NY	61,298	25,375
Other revenue	17,620	3,752
Total revenues	<u>626,442</u>	<u>490,428</u>
EXPENSES:		
Contractual expenses:		
Legal	<u>22,869</u>	<u>48,328</u>
Total contractual expenses	<u>22,869</u>	<u>48,328</u>
General and operating expenses:		
Computer expense	7,820	11,253
Conferences	4,067	0
Consulting expense	21,000	0
Depreciation	1,302	1,301
Dues and memberships	6,638	8,853
Employee benefits	5,717	46,363
Insurance	5,150	9,342
Marketing	0	7,538
Miscellaneous	409	5,222
Office furniture	464	0
Office supplies	3,914	5,555
Payroll service	3,213	3,816
Payroll taxes	8,011	14,553
Professional development	0	584
Program expenses	36,076	16,119
Rent	9,750	37,635
Salaries	94,846	258,731
Start-up NY	61,298	25,375
Travel	1,056	5,892
Utilities	1,947	2,631
Total general and operating expenses	<u>272,678</u>	<u>460,763</u>
Total expenses	<u>295,547</u>	<u>509,091</u>
Change in net assets	330,895	(18,663)
Net assets - beginning of year	53,204	71,867
Other change in net assets	4,040	0
Net assets - end of year	<u><u>\$ 388,139</u></u>	<u><u>\$ 53,204</u></u>

See accompanying notes and independent auditors' report.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

STATEMENTS OF FUNCTIONAL EXPENSES

YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021		
	Program	Management and General	Total
Legal	\$ 0	\$ 22,869	\$ 22,869
Computer expense	7,820	0	7,820
Conferences	4,067	0	4,067
Consulting	10,500	10,500	21,000
Depreciation	0	1,302	1,302
Dues and memberships	6,638	0	6,638
Employee benefits	3,659	2,058	5,717
Insurance	0	5,150	5,150
Miscellaneous	0	409	409
Office furniture	0	464	464
Office supplies	0	3,914	3,914
Payroll service	0	3,213	3,213
Payroll taxes	5,127	2,884	8,011
Program expenses	36,076	0	36,076
Rent	1,950	7,800	9,750
Salaries	60,701	34,145	94,846
Start-up NY	61,298	0	61,298
Travel	676	380	1,056
Utilities	389	1,558	1,947
TOTALS	\$ 198,901	\$ 96,646	\$ 295,547

	2020		
	Program	Management and General	Total
Legal	\$ 0	\$ 48,328	\$ 48,328
Computer expense	5,886	5,367	11,253
Depreciation	0	1,301	1,301
Dues and memberships	8,853	0	8,853
Employee benefits	29,209	17,154	46,363
Insurance	0	9,342	9,342
Marketing	6,141	1,552	7,693
Miscellaneous	0	5,067	5,067
Office supplies	0	5,555	5,555
Payroll service	0	3,816	3,816
Payroll taxes	9,168	5,385	14,553
Professional development	0	584	584
Program expenses	16,119	0	16,119
Rent	12,420	25,215	37,635
Salaries	163,001	95,730	258,731
Start-up NY	25,375	0	25,375
Travel	3,712	2,180	5,892
Utilities	132	2,499	2,631
TOTALS	\$ 280,016	\$ 229,075	\$ 509,091

See accompanying notes and independent auditors' report.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Changes in net assets	\$ 334,935	\$ (18,663)
Adjustments to reconcile changes in net assets to net cash provided (used) by operating activities:		
Depreciation	1,302	1,301
(Increase) decrease in:		
Accounts receivable	(237,023)	7,031
Prepaid expenses	(2,626)	13,476
Increase (decrease) in:		
Accounts payable	17,018	(16,285)
Accrued expenses	(2,215)	(2,121)
Deferred revenue	(5,500)	3,000
Net cash provided (used) by operating activities	<u>105,891</u>	<u>(12,261)</u>
NET INCREASE (DECREASE) IN CASH EQUIVALENTS	105,891	(12,261)
CASH AND CASH EQUIVALENTS - BEGINNING	<u>41,604</u>	<u>53,865</u>
CASH AND CASH EQUIVALENTS - ENDING	<u><u>\$ 147,495</u></u>	<u><u>\$ 41,604</u></u>

See accompanying notes and independent auditors' report.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2021 AND 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The Saratoga County Prosperity Partnership, Inc. (the Partnership), is a special purpose local development corporation organized under the Not-For-Profit Corporation Law of the State of New York. The Partnership is an instrumentality of, but separate and apart from, the County of Saratoga, New York (the County). Although legally separate from the County, the Partnership is a component unit of the County and, accordingly, is included in the County's financial statements as a discretely presented component unit.

The Partnership's mission is to publicize and promote the advantages of the County and the Region as a place where employers and entrepreneurs can successfully locate new and expanded operations. The Partnership, through its promotional program, shall attract and encourage prospective employers in a wide range of economic activity, including but not limited to manufacturing, agri-business, education, clean and renewable energy production and technology, business services, international trade, high-tech and broadband services and infrastructure, information technology, research, and tourism to locate to or expand within the County.

Basis of Accounting and Presentation

The financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles.

Net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Partnership and changes therein are classified as follows:

Net assets without donor restrictions – Net assets that are not subject to imposed restrictions and may be expended for any purpose in performing the primary objectives of the Partnership. The Partnership's Board of Directors may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions – Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by the actions of the Partnership or by the passage of time. Other donor restrictions are perpetual in nature whereby the donor has stipulated that the funds be maintained in perpetuity. The Partnership had no net assets with donor restriction as of December 31, 2021 and 2020.

Financial Statement Presentation

The financial statements are presented in accordance with *Not-for-Profit Entities* (FASB ASC), which requires the Partnership to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restriction and net assets with donor restriction.

Cash and Cash Equivalents

Cash equivalents consist of highly liquid investments with an initial maturity of three months or less, or which are redeemable on demand. Fair value approximates carrying amounts.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2021 AND 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – (CONTINUED)

Revenue Recognition

The Partnership adopted ASC Topic 606, *Revenue from Contracts with Customers*, on January 1, 2019. The Partnership's financial results for reporting periods beginning January 1, 2019, are presented under the new accounting standard. Based on the manner in which the Partnership historically recognized revenue, the adoption of ASC 606 did not have a material impact on the amount or timing of its revenue recognition and the Partnership recognized no cumulative effect adjustment upon adoption.

County Revenue: The Partnership has a contract with the County of Saratoga to provide economic development. As per the contract, the Partnership is allotted 50% of the county occupancy tax receipts. The full year occupancy tax amount is estimated by the County at the beginning of the year and provided to the Partnership in advance of the County's collection of funds. Additional funds may also be provided to the Partnership from the County General fund. The additional General Fund amount is determined by the County and provided in full at the beginning of the year. At year end, reconciliation is completed and any unused General Fund balance is returned to the County at a rate of 50%. The Partnership recognizes revenue after the year end reconciliation has been performed.

Other Income: Other income consists of event revenue and fee for service revenue. The Partnership records event revenue when the event takes place and fee for service revenue when the service takes place, which satisfies the performance obligation.

Grant Revenue: The Partnership receives small grants from time to time and recognizes revenue as it meets the grant terms and requests draw downs.

Accounts Receivable

The Partnership does not maintain any allowance for estimated uncollectible accounts. It is management's opinion that all receivables are collectible.

Income Taxes

Saratoga County Prosperity Partnership, Inc., is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and, therefore, has made no provisions for taxes in the accompanying financial statements. The Partnership has been classified as a publicly supported organization that is not a private foundation under Section 509(a) of the Code.

Uncertain Tax Positions

The Partnership files information returns in its U.S. federal jurisdiction and New York State. The Partnership's returns for its years ended December 31, 2021, 2020 and 2019, are subject to U.S. federal and New York State examination.

The Partnership follows the provision of uncertain tax positions as addressed in FASB ASC 740. The Partnership has been granted tax exempt status as a nonprofit organization, which management believes would be accepted upon examination by the taxing authorities. Management has determined that it currently has no other uncertain tax positions to report for the year ended December 31, 2021.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2021 AND 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – (CONTINUED)

Functional Expenses

The cost of providing certain activities of the Partnership have been summarized on a functional basis in the statement of functional expenses. Certain categories of expenses are attributable to the operation of the Partnership and administrative support. These expenses include rent, utilities, salaries, payroll taxes and other benefits. Rent and utilities have been allocated based on a square footage basis. Other expenses are allocated based on estimates of time and effort.

Advertising Costs

The Partnership's policy is to expense advertising costs in the period in which incurred. Advertising expense for the years ended December 31, 2021 and 2020 was \$-0- and \$7,538, respectively.

Estimates

The preparation of financial statements in accordance with generally accepted accounting principles requires the use of management's estimates. Accordingly, actual results could differ from those estimates.

Property and Equipment

Property and equipment are recorded at cost when purchased. Property and equipment, with an original cost of \$1,000 or greater, are capitalized when purchased. Repairs and maintenance are expensed and betterments that extend the life or capacity of the asset are capitalized. Depreciation is recorded on the straight-line basis. The useful life used to depreciate assets are as follows:

Leasehold Improvements	10 years
Equipment	5 years
Furniture/Fixtures	7 years

NOTE 2 – DUE (TO) FROM THE COUNTY OF SARATOGA

The Partnership receives a contract each year from the County; 50% of all unused general fund monies must be returned at the end of the year. In 2021 and 2020, the County appropriated \$-0- to the Partnership. The Partnership owed \$-0- as of December 31, 2021 and 2020.

NOTE 3 – RELATED PARTY TRANSACTIONS

A prior board member is an officer of the financial institution that the Partnership utilizes. The Partnership received the Paycheck Protection Program Loan (PPP) from this same institution, see Note 6.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2021 AND 2020

NOTE 4 – LEASE COMMITMENTS

The Partnership maintained a month-to-month lease for office space through December 31, 2021.

Rent expense totaled \$9,750 and \$37,635 for the years ending December 31, 2021 and 2020, respectively.

NOTE 5 – LIQUIDITY

The Partnership has a policy of consistently monitoring cash flow and liquidity to confirm it is able to meet operating and contractual commitments. With over 90% of revenue being received at the beginning of the year there is a strong awareness of monthly overhead expenses and cash needs. The Partnership is prudent in spending and tracks it to the budget on a monthly basis.

The Partnership maintains sufficient operating cash on hand to support its operations. There are no restrictions on its operating cash account, therefore at December 31, 2021, the Partnership had \$384,495 of cash on hand to meet general expenditures within one year. The Partnership has the following financial assets that could readily be made available within one year of the balance sheet to fund expenses without limitations:

	<u>2021</u>	<u>2020</u>
Cash and cash equivalents	\$ 147,495	\$ 41,604
Accounts receivable	237,000	0
	<u>\$ 384,495</u>	<u>\$ 41,604</u>

NOTE 6 – PAYCHECK PROTECTION PROGRAM LOAN (PPP)

The Partnership obtained a PPP loan on April 17, 2020, in the amount of \$81,804. This loan is part of the Coronavirus Aid, Relief and Economic Security (CARES) Act, which is intended to provide fast and direct economic assistance for American workers, families, and small businesses, and to help preserve jobs for American industries. These loans have the potential to be forgiven if the proceeds are used for qualifying expenses, and other provisions are met during the covered period, which can be up to 24 weeks from the PPP loan disbursement date. The qualifying expenses are payroll, which include health insurance and retirement benefits. Other qualifying expenses are rent, utilities, and mortgage interest. At least 60% of the costs need to be spent on payroll and payroll-related expenses and no more than 40% on the other costs. The Partnership applied for and received full forgiveness of the loan and has recorded the forgiven amount as grant income.

NOTE 7 – START-UP NY PROGRAM LEASEBACK AGREEMENT

The Partnership entered into a leaseback agreement with G&G LED, LLC. This agreement consists of a monthly rent payment of \$3,625, which G&G LED, LLC will pay to the Partnership which is then submitted by the Partnership to the landlord.

The Partnership entered into a leaseback agreement with Sparkshoppe, LTD. This agreement consists of a monthly rent payment of \$2,900, which Sparkshoppe, LTD will pay to the Partnership which is then submitted by the Partnership to the landlord.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.
(A Component Unit of the County of Saratoga, New York)

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2021 AND 2020

NOTE 8 – OTHER CHANGE IN NET ASSETS

Net assets increased by \$4,040 in 2021 due to the adjustment and correction of prior year balances.

NOTE 9 – SUBSEQUENT EVENTS

On February 28, 2022, the Partnership board voted to suspend the operation of the Partnership. Any current programs that are open will be maintained but any new operations or business will cease. All operational responsibilities will be transferred to Saratoga County's Planning and Economic Development Department. No other subsequent events were considered material to the issued financial statements.

**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**

To the Board of Directors
Saratoga County Prosperity Partnership, Inc.
Malta, 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 governmental activities, each major fund, and the aggregate remaining fund information of Saratoga County Prosperity Partnership, Inc., as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise Saratoga County Prosperity Partnership, Inc.'s basic financial statements, and have issued our report thereon dated March 28, 2022.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Saratoga County Prosperity Partnership, Inc.'s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Saratoga County Prosperity Partnership, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Saratoga County Prosperity Partnership, Inc.'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 entity's financial statements will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control 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 Saratoga County Prosperity Partnership, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity'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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saratoga Springs, New York
March 28, 2022

**SARATOGA COUNTY PROSPERITY
PARTNERSHIP, INC.**

**(A Component Unit of the County of
Saratoga, New York)**

SCHEDULE OF INVESTMENTS

YEAR ENDED DECEMBER 31, 2021

03/22/2022

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INDEPENDENT AUDITORS' REPORT

To the Chairperson and Board of the
Saratoga County Prosperity Partnership, Inc.
Malta, New York

Report on the Audit of the Schedule of Investments

Opinion

We have audited the schedule of investments Saratoga County Prosperity Partnership, Inc. as of December 31, 2021, and the related notes to the financial statements.

In our opinion, the accompanying schedule of investments present fairly, in all material respects, the financial position of Saratoga County Prosperity Partnership, Inc. as of December 31, 2021, in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Schedule of Investments section of our report. We are required to be independent of Saratoga County Prosperity Partnership, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Schedule of Investments

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

In preparing the schedule of investments, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Saratoga County Prosperity Partnership, Inc.'s ability to continue as a going concern for twelve months beyond the schedule of investments date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Schedule of Investments

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

In performing an audit in accordance with GAAS, we:

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

Report on the Financial Statements

We have audited, in accordance with auditing standards generally accepted in the United States, the financial statements of Saratoga County Prosperity Partnership, Inc. as of and for the year ended December 31, 2021, and our report thereon dated March 28, 2022, expressed an unmodified opinion on those financial statements.

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

Gloversville, New York
March 28, 2022

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.

SCHEDULE OF INVESTMENTS

DECEMBER 31, 2021

INVESTMENTS

Unrestricted

\$ 0

TOTAL INVESTMENTS

\$ 0

DRAFT

The accompanying notes are an integral part of this statement.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.

NOTES TO SCHEDULE OF INVESTMENTS

DECEMBER 31, 2021

NOTE 1 – BACKGROUND AND ORGANIZATION

Organization and Purpose

The Organization

The Saratoga County Prosperity Partnership, Inc. (the Partnership), is a special purpose local development corporation organized under the Not-For-Profit Corporation Law of the State of New York. The Partnership is an instrumentality of, but separate and apart from, the County of Saratoga, New York (the County). Although legally separate from the County, the Partnership is a component unit of the County and, accordingly, is included in the County's financial statements as a discretely presented component unit.

The Partnership's mission is to publicize and promote the advantages of the County and the Region as a place where employers and entrepreneurs can successfully locate new and expanded operations. The Partnership, through its promotional program, shall attract and encourage prospective employers in a wide range of economic activity, including but not limited to manufacturing, agri-business, education, clean and renewable energy production and technology, business services, international trade, high-tech and broadband services and infrastructure, information technology, research, and tourism to locate to or expand within the County.

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Investments

In accordance with FASB ASC, *Accounting for Certain Investments Held by Not-for-Profit Organizations*, investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statements of financial position. Unrealized gains and losses are included in the change in net assets.

NOTE 3 – INVESTMENTS

As of December 31, 2021, the Partnership had \$-0- investments.

SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC.

NOTES TO SCHEDULE OF INVESTMENTS

DECEMBER 31, 2021

NOTE 3 – INVESTMENTS – (CONTINUED)

Permitted Investments

Pursuant to the Not-For-Profit Corporation Law (“N-PCL”), the Corporation is authorized to invest moneys not required for immediate expenditure for terms not to exceed its projected cash flow needs in the following types of investments:

- a. Special time deposit accounts;*
 - b. Certificates of deposit;*
 - c. Obligations of the United States of America;**
 - d. Obligations guaranteed by agencies of the United States of America where payment of principal and interest are guaranteed by the United States of America;**
 - e. Obligations of the State of New York;*
- * Special time deposit accounts and certificates of deposit are permitted investments provided that (1) they shall be payable within such time as the proceeds shall be needed to meet expenditures for which the moneys were obtained and (2) they are collateralized in the same manner as set forth in Deposit Policy for deposits of public funds.
- ** All investment obligations shall be payable or redeemable at the option of the Corporation within such times as the proceeds will be needed to meet expenditures for purposes for which the moneys were provided and, in the case of obligations purchased with the proceeds of bonds or notes, shall be payable or redeemable at the option of the Corporation within two years of the date of purchase.



2021 Annual Report

January: The Partnership was able to close on its second PPP Loan application in the amount of \$55,503.92. This allowed for an additional funding source to address cash flow issues brought on by the COVID-19 pandemic.

February: SCPP completed a small business community survey. Partnerships with local chambers and other groups were made for outreach on funding sources. The Partnership provided technical guidance for restaurants wanting use of streetscapes. Weekly emails regarding COVID resources available for all levels were disbursed.

March: Town of Halfmoon received a StartUp NY business. This included Precision Valve & Automation, Inc., and Sparkshoppe LTD. The Partnership explored opportunities to expand child care by working with employers and local Workforce Development Boards to address this issue which was exacerbated by the COVID-19 pandemic.

April: Explored the potential of creating a strategic planning committee. This would include working with local partners and ensuring all parties are working towards the same goals. The Town of Galway senior housing study was initiated.

May: Efforts to expand childcare were continued with partners, Brightside Up and Capital Region Childcare Council. An application to Warren County's Northern Borders grant was submitted. Those training dollars would assist people to open their own at-home childcare centers.

June: Authorizing resolution between Sparkshoppe LTD and Precision Valve & Automation Inc. was executed. Sparkshoppe was able to maintain the benefits of the StartUp NY program to benefits its employees. By employing University at Albany students, Sparkshoppe was able to tap into the talent pipeline. President Shelby Schneider submitted a letter of resignation.

July – December: Following the resignation of the President, the last employee for the Partnership also submitted a letter of resignation. Dunn Strategies was hired by the board to assist with day-to-day operations. All operations that had previously been started during the year were maintained. Specifically, projects involving Nextwave communities, USDA, and StartUp NY grants continued to meet compliance benchmarks. Any new projects or endeavors were paused until a new strategic vision for the Partnership could be created.