



Choose Columbia

Columbia Economic Development Corporation

COLUMBIA ECONOMIC DEVELOPMENT CORPORATION NOTICE OF MEETING

Please take notice that there will be a meeting of the Columbia Economic Development Corporation Audit and Finance Committee held on July 19, 2017 at 8:30am, at 4303 Route 9, Hudson, NY 12534 for the purpose of discussing any matters that may be presented to the Committee for consideration.

Dated: July 12, 2017

Sarah Sterling

Secretary

Columbia Economic Development Corporation

CEDC Audit and Finance Committee Agenda

Chairman:

Rick Bianchi

Members:

Tish Finnegan

Tony Jones

James Lapenn

John Lee

1. Minutes, March 28, 2017*
2. Review of Financials*
3. Portfolio Review
4. Public Comment

Attachments:

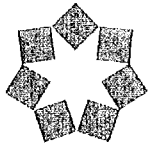
Minutes, March 28, 2016

Financials

Loan Status Report

Vendor Expenses Summary

* Requires action



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Columbia Economic Development Corporation

MINUTES
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION
AUDIT and FINANCE COMMITTEE
Tuesday, March 28, 2017
4303 Route 9
Hudson, New York

A regularly scheduled meeting of Columbia Economic Development Corporation's (CEDC) Audit and Finance Committee was held at their offices located at 4303 Route 9, Hudson, NY 12534 on March 28, 2017. The meeting was called to order at 8:05am by Rick Bianchi, Audit and Finance Committee Chairman.

Attendee Name	Title	Status	Arrived
Rick Bianchi	Committee Chairman	Present	
Tish Finnegan	Committee Member	Present	
Tony Jones	Committee Member	Excused	
James Lapenn	Committee Member	Present	
John Lee	Committee Member	Excused	
F. Michael Tucker	President/CEO	Present	
Andy Howard	Counsel	Present	
Matt VanDerbeck	Pattison Koskey Howe and Bucci	Present	
Lisa Drahushuk	Administrative Supervisor	Present	
Erin McNary	Bookkeeper	Present	
Ed Stiffler	Economic Developer	Present	
Martha Lane	Business Development Specialist	Present	
Carol Wilber	Marketing Director	Present	
Nick Olivari	Register Star	Present	

Minutes:

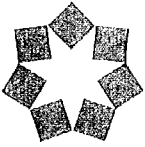
Mr. Lapenn made a motion, seconded by Ms. Finnegan to approve the minutes of the January 18, 2017 meeting as presented. Carried.

2016 Audited Financials:

Mr. Bianchi suggested due to limited time for the Audit and Finance Committee, Mr. Vanderbeck review the audited financials for the full board.

Review of Financials:

Mr. Bianchi reviewed the monthly financial report with the Committee. He noted total income and expenses had increased over the same period last year. Net ordinary income had increased from the prior year and new income had increased over the same period.



DRAFT

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Columbia Economic Development Corporation

Mr. Lapenn questioned the interfund transfer. Mr. Tucker stated the account had been used when funds had been transferred from one bank to another. He noted it was a consolidation of 4 sub categories. He stated he would be working with Mr. Vanderbeck on a better presentation. Mr. Lapenn noted the comparison with the previous years was difficult with the consolidation of the statements.

Mr. Tucker noted the balance sheet show an increase of \$5,800 from the previous year. He noted the corporation had written off \$50,000 in loans during the past year. Mr. Lapenn made a motion, seconded by Ms. Finnegan to recommend the approval of the financial reports to the full board. *Mr. Lapenn made a motion, seconded by Ms. Finnegan to recommend the financials to the CEDC full board for approval. Carried.*

990 Review:

Mr. Vanderbeck noted there were no significant changes from the previous year's form. He noted the information all ties to the financial statements.

PARIS Review:

Mr. Vanderbeck stated the report was complete. He stated it had been done in house at CEDC and reviewed by his office.

Portfolio Review:

Ms. Lane briefly reviewed the portfolio noting the Monkshood Nursery SBA loan had been written off after the Loan Committee meeting. *Ms. Finnegan made a motion, seconded by Mr. Lapenn to recommend the report to the full board. Carried.*

Risk Assessment:

Mr. Tucker reminded the Committee that Mr. Vanderbeck had requested an analysis of risk be completed on the loans as part of the risk assessment. Ms. Lane handed out a copy of the completed document. Ms. Lane stated the system had been obtained from the Community Development Loan Fund. Mr. Bianchi asked if ongoing monitoring was part of the process. Ms. Lane stated she reviews the judgements and tax returns throughout the year.

With no other business to come before the committee and no public comment, Ms. Finnegan made a motion, seconded by Mr. Lapenn to adjourn the meeting. Carried.

The meeting was adjourned at 8:28am

Respectfully submitted by Lisa Drahushuk

8:51 AM

07/12/17

Accrual Basis

Columbia Economic Development Corp
Balance Sheet Prev Year Comparison
As of June 30, 2017

	Jun 30, 17	Jun 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Checking and Savings	1,961,202.92	1,830,667.95	130,534.97	7.1%
Total Checking/Savings	1,961,202.92	1,830,667.95	130,534.97	7.1%
Other Current Assets				
Accounts Receivable	21,666.66	0.00	21,666.66	100.0%
Allowance for Bad debt SBA	-53,712.00	-79,000.00	25,288.00	32.0%
Other loans receivable	24,423.54	39,750.77	-15,327.23	-38.6%
SBA Loans Receivable	369,978.56	472,521.43	-102,542.87	-21.7%
Total Other Current Assets	362,356.76	433,272.20	-70,915.44	-16.4%
Total Current Assets	2,323,559.68	2,263,940.15	59,619.53	2.6%
Fixed Assets				
Property & Capitalized Assets	12,933.52	6,539.65	6,393.87	97.8%
Total Fixed Assets	12,933.52	6,539.65	6,393.87	97.8%
Other Assets				
Allowance for Bad Debt Loans	-139,421.57	-161,864.82	22,443.25	13.9%
Comm. Pk Land Sale Recv.	37,182.98	45,500.00	-8,317.02	-18.3%
Grants Receivable	312,834.26	367,793.50	-54,959.24	-14.9%
Loans Receivable	654,061.47	734,010.12	-79,948.65	-10.9%
Total Other Assets	864,657.14	985,438.80	-120,781.66	-12.3%
TOTAL ASSETS	3,201,160.34	3,255,918.60	-54,768.26	-1.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-01 - *Accounts Payable	4,944.22	0.00	4,944.22	100.0%
Total Accounts Payable	4,944.22	0.00	4,944.22	100.0%
Other Current Liabilities				
Accrued Expenses	13,939.92	3,375.00	10,564.92	313.0%
Land Deposit	3,300.00	8,689.50	-5,389.50	-62.0%
Total Other Current Liabilities	17,239.92	12,064.50	5,175.42	42.9%
Total Current Liabilities	22,184.14	12,064.50	10,119.64	83.9%
Long Term Liabilities				
Due to Columbia Cty Land Sale	0.00	45,500.00	-45,500.00	-100.0%
Loans Payable to SBA	442,892.39	512,116.87	-69,223.48	-13.5%
Long term Deferrd Revenue	107,834.26	162,793.50	-54,959.24	-33.8%
Total Long Term Liabilities	550,726.65	720,409.37	-169,682.72	-23.6%
Total Liabilities	572,910.79	732,473.87	-159,563.08	-21.8%
Equity				
Invested in Capital Assets	12,933.52	773,357.13	-760,423.61	-98.3%
Net assets Restricted	307,654.12	1,042,905.94	-735,251.82	-70.5%

8:51 AM

07/12/17

Accrual Basis

Columbia Economic Development Corp
Balance Sheet Prev Year Comparison
As of June 30, 2017

	<u>Jun 30, 17</u>	<u>Jun 30, 16</u>	<u>\$ Change</u>	<u>% Change</u>
Unrestricted Net Position	2,270,416.16	683,596.66	1,586,819.50	232.1%
Net Income	37,235.75	23,585.00	13,650.75	57.9%
Total Equity	<u>2,628,239.55</u>	<u>2,523,444.73</u>	<u>104,794.82</u>	<u>4.2%</u>
TOTAL LIABILITIES & EQUITY	<u><u>3,201,150.34</u></u>	<u><u>3,255,918.60</u></u>	<u><u>-54,768.26</u></u>	<u><u>-1.7%</u></u>

8:55 AM

07/12/17

Accrual Basis

Columbia Economic Development Corp
Profit & Loss Prev Year Comparison
 January through June 2017

	Jan - Jun 17	Jan - Jun 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
Administrative Revenue	23,666.66	35,298.17	-11,631.51	-33.0%
Columbia County	230,000.00	218,500.00	11,500.00	5.3%
Grant Income	18,979.28	19,823.14	-843.86	-4.3%
Loan Income	32,373.03	39,203.91	-6,830.88	-17.4%
Membership/Sponsorship	42,731.00	38,275.00	4,456.00	11.6%
Other Income	6,350.71	3,485.07	2,865.64	82.2%
SBA Microloan T/A	38,444.50	16,831.97	21,612.53	128.4%
Total Income	392,545.18	371,417.26	21,127.92	5.7%
Expense				
Conferences and Training	1,000.00	2,721.82	-1,721.82	-63.3%
Consulting -TSI	60,000.00	0.00	60,000.00	100.0%
Consulting Fees	12,185.64	58,372.23	-46,186.59	-79.1%
Direct Program Expenses	7,374.83	3,560.46	3,814.37	107.1%
Employer Payroll Taxes	14,417.81	15,746.97	-1,329.16	-8.4%
Facility	14,087.34	12,806.64	1,280.70	10.0%
Fringe Benefits	22,329.85	10,283.00	12,046.85	117.2%
Insurance	3,346.31	4,365.93	-1,019.62	-23.4%
Inter-Fund Expenses	0.00	26,250.00	-26,250.00	-100.0%
Interest Expense	-1,176.38	-229.43	-946.95	-412.7%
MicroBlz Expenses	9,556.94	6,719.24	2,837.70	42.2%
New Initiatives	12,050.00	0.00	12,050.00	100.0%
Office Expense				
5060-01 · Comp./Equip & Leasing & Maint.	7,756.24	7,612.01	144.23	1.9%
5060-02 · Telephone & Fax	1,964.49	2,006.28	-41.79	-2.1%
5060-03 · Internet	863.40	623.70	239.70	38.4%
5060-04 · Office Supplies & Printing	2,436.58	2,711.23	-274.65	-10.1%
5060-05 · Dues & Subscriptions	4,813.45	5,724.00	-910.55	-15.9%
5060-06 · Postage	28.83	606.26	-577.43	-95.2%
5060-07 · Misc. Office Expenses	3,456.52	3,137.70	318.82	10.2%
5060-08 · Web Site	650.00	2,970.00	-2,320.00	-78.1%
Total Office Expense	21,969.51	25,391.18	-3,421.67	-13.5%
Other Expenses	7,500.00	7,987.71	-487.71	-6.1%
Payroll	134,866.74	140,298.11	-5,431.37	-3.9%
Professional Fees	24,967.10	23,835.79	1,131.31	4.8%
Public Relations/Marketing	10,833.74	9,722.61	1,111.13	11.4%
Total Expense	355,309.43	347,832.26	7,477.17	2.2%
Net Ordinary Income	37,235.75	23,585.00	13,650.75	57.9%
Net Income	37,235.75	23,585.00	13,650.75	57.9%

8:59 AM

07/12/17

Accrual Basis

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
 January through June 2017

	Jan - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Administrative Revenue	23,666.66	29,500.00	-5,833.34	80.2%
Columbia County	230,000.00	230,000.00	0.00	100.0%
Grant Income	18,979.28	20,667.00	-1,687.72	91.8%
Loan Income	32,373.03	32,200.63	172.40	100.5%
Membership/Sponsorship	42,731.00	37,500.00	5,231.00	113.9%
Other Income	6,350.71	10,979.61	-4,628.90	57.8%
SBA Microloan T/A	38,444.50	39,999.98	-1,555.48	96.1%
4101 · CEO Roundtable sponsor	0.00	0.00	0.00	0.0%
Total Income	392,545.18	400,847.22	-8,302.04	97.9%
Expense				
Conferences and Training	1,000.00	2,499.98	-1,499.98	40.0%
Consulting -TSI	60,000.00	60,000.00	0.00	100.0%
Consulting Fees	12,185.64	12,500.02	-314.38	97.5%
Direct Program Expenses	7,374.83	10,547.36	-3,172.53	69.9%
Employer Payroll Taxes	14,417.81	12,436.87	1,980.94	115.9%
Facility	14,087.34	14,087.34	0.00	100.0%
Fringe Benefits	22,329.85	23,564.95	-1,235.10	94.8%
Insurance	3,346.31	3,249.98	96.33	103.0%
Interest Expense	-1,176.38	898.32	-2,074.70	-131.0%
MicroBiz Expenses	9,556.94	9,770.58	-213.64	97.8%
New Initiatives	12,050.00	12,500.04	-450.04	96.4%
Office Expense				
5060-01 · Comp./Equip & Leasing & Maint.	7,756.24	7,500.00	256.24	103.4%
5060-02 · Telephone & Fax	1,964.49	2,250.00	-285.51	87.3%
5060-03 · Internet	863.40	925.04	-61.64	93.3%
5060-04 · Office Supplies & Printing	2,436.58	2,499.96	-63.38	97.5%
5060-05 · Dues & Subscriptions	4,813.45	3,249.99	1,563.46	148.1%
5060-06 · Postage	28.83	750.00	-721.17	3.8%
5060-07 · Misc. Office Expenses	3,456.52	2,499.96	956.56	138.3%
5060-08 · Web Site	650.00	3,999.96	-3,349.96	16.3%
Total Office Expense	21,969.51	23,674.91	-1,705.40	92.8%
Other Expenses	7,500.00	8,563.92	-1,063.92	87.6%
Payroll	134,866.74	154,748.15	-19,881.41	87.2%
Professional Fees	24,967.10	27,399.96	-2,432.86	91.1%
Public Relations/Marketing	10,833.74	9,000.00	1,833.74	120.4%
Total Expense	355,309.43	385,442.38	-30,132.95	92.2%
Net Ordinary Income	37,235.75	15,404.84	21,830.91	241.7%
Net Income	37,235.75	15,404.84	21,830.91	241.7%

Columbia Economic Development Corp
Profit & Loss by Class
January through June 2017

	Total 1 Operating	2 Loan Fund	Total 3 CDBG Fund	Total 4 SBA	TOTAL
Ordinary Income/Expense					
Income					
Administration Revenue	23,666.66	0.00	0.00	0.00	23,666.66
Columbia County support	230,000.00	0.00	0.00	0.00	230,000.00
Grant Income	0.00	2,600.64	16,378.64	0.00	18,979.28
Loan Income	0.00	18,882.54	616.92	12,873.57	32,373.03
Membership/Sponsorship	42,731.00	0.00	0.00	0.00	42,731.00
Other Income	3,265.12	2,212.24	303.33	570.02	6,350.71
SEA Microloan T/A	38,444.50	0.00	0.00	0.00	38,444.50
Total Income	338,107.28	23,695.42	17,298.89	13,443.59	392,545.18
Expense					
Conferences and Training	1,000.00	0.00	0.00	0.00	1,000.00
Consulting -TSI	60,000.00	0.00	0.00	0.00	60,000.00
Consulting Fees	12,185.64	0.00	0.00	0.00	12,185.64
Direct Program Expenses	7,354.83	20.00	0.00	0.00	7,374.83
Employer Payroll Taxes	14,417.81	0.00	0.00	0.00	14,417.81
Facility	14,087.34	0.00	0.00	0.00	14,087.34
Fringe Benefits	22,329.85	0.00	0.00	0.00	22,329.85
Insurance	3,346.31	0.00	0.00	0.00	3,346.31
Interest Expense	0.00	0.00	0.00	-1,176.38	-1,176.38
MicroBiz Expenses	9,556.94	0.00	0.00	0.00	9,556.94
New Initiatives	12,050.00	0.00	0.00	0.00	12,050.00
Office Expense	21,947.51	0.00	0.00	22.00	21,969.51
Other Expenses	0.00	7,500.00	0.00	0.00	7,500.00
Payroll	134,866.74	0.00	0.00	0.00	134,866.74
Professional Fees	24,967.10	0.00	0.00	0.00	24,967.10
Public Relations/Marketing	10,833.74	0.00	0.00	0.00	10,833.74
Total Expense	348,943.81	7,520.00	0.00	-1,154.38	355,309.43
Net Ordinary Income	-10,836.53	16,175.42	17,298.89	14,597.97	37,235.75
Net Income	-10,836.53	16,175.42	17,298.89	14,597.97	37,235.75

Columbia EDC Available Funds to Loan, Current Outstanding Loan Portfolio & Reserve Account Balances - June 30, 2017

CEDC Loan Fund	Bank Relationship	TYPE	Available to lend	Total Available
CEDC Loan Fund (Small Cities)	Kindershook Bank	SV	-	
	Kindershook Bank	SV	-	
	Kindershook Bank	CK	25,252.00	25,252.00
	Kindershook Bank	CK	-	
SBA Micro Loan Fund	Kindershook Bank	SV	869,152.00	869,152.00
	Kindershook Bank	SV	869,152.00	869,152.00
SBA Loan Funds	First Niagara	RLF3	30,906.00	
	First Niagara	RLF4	90,738.00	
	Bank of Greene County	RLF5	91,057.00	212,701.00
	SBA - Available Funds		300,000.00	300,000.00
			512,701.00	1,407,105.00
Reserve Accounts				
CEDC Loan Fund	Bank Relationship	TYPE	Available	Total Reserves
CEDC Loan Fund			139,422.00	
SBA Loan Funds			53,712.00	193,134.00
SBA Loan Funds	First Niagara	LLR3	26,051.00	
	First Niagara	LLR4	38,248.00	
	Bank of Greene County	LLR5	36,373.00	100,672.00
	Bank of Greene County	LLR5	36,373.00	100,672.00
Water Tower Reserve			71,817.00	365,623.00
			71,817.00	71,817.00
			1,086,297.00	1,086,297.00

Current CDC Outstanding Loan Balances	741,321.00
Current SBA Loan Portfolio Balance	344,976.00
Total CDC & SBA Outstanding Loan Balances	1,086,297.00

Columbia EDC Available Funds to Loan, Current Outstanding Loan Portfolio & Reserve Account Balances - Post-SBA \$300,000 Additional Funding

CEDC Loan Fund	Bank Relationship	TYPE	Available	Total Available
CEDC Loan Fund (Small Cities)	Kindershook Bank	SV	-	
	Kindershook Bank	SV	-	
	Kindershook Bank	CK	25,252.00	25,252.00
	Kindershook Bank	CK	-	
SBA Micro Loan Fund	Kindershook Bank	SV	869,152.00	869,152.00
	Kindershook Bank	SV	869,152.00	869,152.00
SBA Loan Funds	First Niagara	RLF3	30,906.00	
	First Niagara	RLF4	90,738.00	
	Bank of Greene County	RLF5	91,057.00	212,701.00
	Bank of Greene County	RLF6	300,000.00	300,000.00
			512,701.00	1,407,105.00
Reserve Accounts				
CEDC Loan Fund	Bank Relationship	TYPE	Available	Total Reserves
CEDC Loan Fund			139,422.00	
SBA Loan Funds			53,712.00	193,134.00
SBA Loan Funds	First Niagara	LLR3	26,051.00	
	First Niagara	LLR4	38,248.00	
	Bank of Greene County	LLR5	36,373.00	145,672.00
	Bank of Greene County	LLR6	45,000.00	145,672.00
Water Tower Reserve			71,817.00	410,623.00
			71,817.00	71,817.00
			1,086,297.00	1,086,297.00

Current CDC Outstanding Loan Balances	741,321.00
Current SBA Loan Portfolio Balance	344,976.00
Total CDC & SBA Outstanding Loan Balances	1,086,297.00

CEDC LOAN STATUS REPORT

LOAN FUND 6/30/17		RECIPIENT	LOAN TYPE	ORIG. LOAN AMOUNT	ORIGIN. Loan Date	Loan Bal	# of YEARS	INTEREST RATE	MONTHLY PAYMENT	DAY DUE	PAST DUE IF > 30	Last PYMT
		ANGELLO'S DISTRIBUTING *	SC	\$100,000	01/01/06	33,273.00	15	6.00%	\$843.86	1		05/01/17
		CHATHAM CAFE & DELI	CDBG	\$25,000	08/06/15	19,791.00	6	7.75%	\$435.29	6	\$1,305.87	05/08/17
		EAST CHATHAM FOOD Co.	CDBG	\$15,000	08/04/16	12,861.00	5	7.25%	\$298.79	4		06/05/17
		HUDSON CHATHAM WINERY LF	CDBG	\$32,045	08/02/13	12,697.00	6	3.00%	\$486.88	2		06/06/17
		HUDSON RIVER LAUNDRESS	CDBG	\$7,394	03/01/17	5,811.00	3	6.00%	\$112.00	1		06/02/17
		HUDSON-ATHENS RETAIL	CDBG	\$25,000	08/13/14	14,581.00	6	7.50%	\$432.25	13		06/22/17
		HUDSON CRUISES, INC.	CDBG	\$50,000	06/15/14	46,167.00	10	7.00%	\$387.65	15		06/05/17
		HUDSON VALLEY CREAMERY	SC	\$100,000	01/01/12	24,424.00	7	5.00%	\$1,413.89	1		06/13/17
		HUDSON VALLEY CREAMERY 184	SC	\$184,000	05/01/12	54,562.00	7	5.00%	\$2,600.64	1		06/13/17
		J.E.M. WOODWORKING #2	CDBG	\$32,067	06/01/15	22,730.00	6	6.50%	\$539.04	1		06/07/17
		LINDA MARRISH (THE POND)	CDBG	\$148,209	12/08/15	131,683.00	8	6.00%	\$1,804.71	11		06/27/17
		LABELLA OF VALATIE, INC	CDBG	\$50,000	02/15/11	4,352.00	6	8.50%	\$888.92	15		05/08/17
		MONKSHOOD NURSERY	CDBG	\$10,000	12/30/13	7,968.00	5	4.00%	\$184.08	30		06/26/17
		MARIOS HOME CENTER	CDBG	\$100,000	10/01/09	24,499.00	10	2.25%	\$931.37	1		06/26/17
		OLDE HUDSON	CDBG	\$40,000	12/02/15	31,666.00	6	7.75%	\$696.46	2		06/14/17
		NICK JENNINGS (TBD)	CDBG	\$10,000	04/13/17	9,707.00	5	6.00%	\$193.33	13		06/01/17
		OLD KLAVERACK BREWERY *	CDBG	\$17,324	05/01/17	17,324.28	5	7.75%	\$349.20	1		
		NANCYSCANS CORP	CDBG	\$100,000	11/16/09	4,450.00	7	8.00%	\$1,558.88	16	\$4,450.00	06/26/17
		PHILMONT BEAUTIFICATION *	CDBG	\$30,000	05/03/17	30,000.00	1	3.00%		3		
		PAGODA HOME, INC.	CDBG	\$25,000	11/11/15	19,440.00	6	7.75%	\$435.29	11		06/19/17
		PAUL CALCAGNO	CDBG	\$60,000	12/15/14	32,782.00	2	7.00%	\$1,232.02	15	\$1,232.00	06/26/17
		PARR INABAR CORP.	CDBG	\$35,000	04/23/13	12,236.00	6	7.00%	\$596.72	23		06/15/17
		RONNYBROOK	CDBG	\$25,000	02/06/14	12,501.00	7	7.50%	\$432.25	6		06/07/17
		STATE 11 DISTILLERY	CDBG	\$25,000	02/24/17	23,808.00	6	5.25%	\$405.53	24		06/08/17
		Scheriff	CDBG	\$25,000	12/19/14	15,967.00	6	7.75%	\$435.29	19		06/09/17
		PHOENIX SERVICES	CDBG	\$128,699	05/01/15	116,040.00	15	5.00%	\$1,017.74	1		06/01/17
		TOTAL		\$1,399,738.30		\$741,320.28			\$18,712.08		\$6,987.87	
		Philmont Beautification * 6 month def										
		Old Klaverack Brewery * 6 month def.										
		Angello * 6 month def.										
		GRANTS										
		Flanders	LF	200,000.00	07/11/11	\$ 200,000.00						
		HVCreamery	SC	100,000.00	04/24/12	\$ 20,000.00						
		Bartow	LF	5,000.00	05/15/13							

Columbia Economic Development Corp
Expenses by Vendor Summary
January through June 2017

Vendor Jan - June 20017 vs 2016	Jan - Jun 17	Jan - Jun 16	
Tucker Strategies, Inc.	60,041.47	46,615.43	CEO
Pattison, Koskey, Howe & Buccl	15,366.60	15,010.59	Audit
Holcim (US) Inc.	13,337.34	12,306.64	Rent
Hollow Road Farms, Inc.	12,050.00	0.00	Goat Study
Brian Zweig	7,055.15	3,341.98	Tech Assistance
Mastercard	6,927.50	4,646.04	Various
Freeman, Howard, P.C.	6,070.00	7,170.00	Legal
Camoin Associates, Inc.	5,244.59	1,566.68	Consulting - IDA
Columbia County Chamber of Commerce	5,000.00	3,561.00	Sponsorship
TechBridge Group, LLC	3,294.00	3,162.00	IT
Philadelphia Insurance Companies	3,150.05	2,147.00	Insurance
M. R. Morton	2,275.00	0.00	Consulting - QuickBooks
Kozel's Restaurant	1,948.18	0.00	Annual Meeting
Gareau, LLC	1,930.00	611.00	Consulting - Research/Writing
New York State Economic Dev. Council	1,800.00	1,925.00	Membership/Conference
De Lage Landen	1,630.00	1,320.00	Office Equipment
Pro Printers	1,586.01	1,977.52	Printing
Donald Meltz Planning & GIS	1,577.50	0.00	GIS Mapping
NYS Employment Taxes	1,552.00	2,472.47	Payroll Tax
NEC Financial Services, LLC	1,508.88	1,534.03	Office Equipment
Center, for Economic Growth	1,500.00	0.00	Membership
Defio Kean, PLLC	1,395.00	240.00	Legal - HR Law
The Hartford	1,381.56	269.76	Insurance
Guterman, Shallo & Alford, PLLC	1,358.00	0.00	Legal
W.B. Mason Co., Inc.	1,262.94	1,133.76	Office Supplies
Columbia County Agricultural Society	1,250.00	1,000.00	Membership
Johnson Newspaper Corporation	1,131.17	1,125.66	Public Notice
Charlene Chai	1,128.38	1,690.00	Tech Assistance
Hudson Valley Agribusiness Dev. Corp	1,000.00	0.00	Membership
Reliance Standard	986.93	0.00	Insurance
Magna5	982.69	0.00	Telephone
Cornerstone	981.80	1,916.85	Telephone
Electronic Business Products, Inc	958.67	157.95	Copier
Mid-Hudson Cablevision, Inc..	863.40	623.70	Internet
Hudson Valley Resource Group, Inc.	777.50	702.50	Payroll
Technical Video	760.00	0.00	Annual Meeting
Apogee Media	650.00	2,970.00	IT
Center for Governmental Research	625.00	250.00	Consulting - IDA
Laberge Group	609.80	1,603.43	Consulting - Grant Adm
Hidden Gears	500.00	0.00	Tech Assistance
The Cascades	490.87	150.15	Events
Small Business Administration	425.86	-15,745.42	SBA
Staples Credit Plan	424.69	262.13	Office Supplies
Matthew Pirrone	400.00	0.00	Tech Assistance
Travelers	381.26	1,644.93	Insurance

Columbia Economic Development Corp
Expenses by Vendor Summary

January through June 2017

Vendor Jan - June 20017 vs 2016	Jan - Jun 17	Jan - Jun 16	
First Reliance Standard	378.32	0.00	Insurance
Pitney Bowes	352.65	124.94	Postage
Times Union	350.00	350.00	Advertising
Betsy Miller	300.00	958.40	Tech Assistance
Bowers & del Peral, PLLC	300.00	0.00	Tech Assistance
CEDC SBA-Microloan	280.00	0.00	SBA
NYS Department of Law	275.00	275.00	Fees
NYS Rural Housing Coalition Inc.	260.00	0.00	Membership
Cornell Cooperative Extension	250.00	0.00	Sponsorship
Empire State Development	250.00	0.00	Fees
Christine A. Abitabile	248.32	114.66	Tech Assistance
Martha Lane	230.46	3,039.34	EE
Alyson Slack	200.00	0.00	Annual Meeting
Columbia Green Board of Realtors	200.00	50.00	Membership
CEDC Loan Fund	185.00	0.00	Loan Fund
Merchant Services	166.04	0.00	Fees
Douglas Stalker	150.00	150.00	Annual Meeting
The Columbia Paper-	145.00	270.00	Public Notice
Mr. Edward Stiffler	121.03	0.00	EE
Greene County Chamber of Commerce	117.50	110.00	Membership
Commercial & Industrial Real Estate Board	110.00	125.00	Membership
Business Review	100.00	489.00	Events
Valatie Ecumenical Food Pantry	100.00	0.00	Contribution
Rebecca L Johnson	97.65	469.50	Tech Assistance
Carol Wilber.	88.94	0.00	EE
Saratoga County Treasurer	80.00	0.00	Conference
Lisa A. Drahushuk	79.04	0.00	EE
CBC Innovis, Inc.	45.60	93.60	Office Expense
Erin McNary	44.94	61.56	EE
GTel Teleconnections	27.00	0.00	Advertising
NYS Unemployment Insurance	9.03	0.00	Payroll Tax
CEDC SBA	0.00	11,250.00	SBA
Engne7 Design, Inc.	0.00	1,850.00	Annual Meeting
Fed Ex	0.00	0.00	Postage
Fidelity Investments	0.00	683.00	401K
Karp,Ackerman,Skabowski & Hogan, PC	0.00	187.50	Consulting
Lemery Greisler, LLC	0.00	712.70	Legal
Mary Ellen O'Loughlin	0.00	2,971.00	Consulting
New York State Insurance Fund	0.00	1,012.25	Payroll Tax
NY Farm Bureau	0.00	99.00	Membership
NYS Joint Commission on Public Ethics	0.00	50.00	Fees
Reserve Account	0.00	600.00	Loan Fund
Riverside Business Coaching	0.00	375.00	Tech Assistance
Trevellyan biz	0.00	760.00	IT
United States Treasury	0.00	83.27	Fees

Columbia Economic Development Corp
Expenses by Vendor Summary
January through June 2017

Vendor Jan - June 20017 vs 2016	Jan - Jun 17	Jan - Jun 16	
Victoria L Storrs	0.00	3,375.00	Consulting-Strategic Plan
First Niagara Risk Management, Inc.	-185.00	574.00	Insurance
TOTAL	180,926.31	140,626.50	