

## **Operations and Accomplishments - 2011**

The Suffolk County Economic Development Corporation (EDC) is a local development corporation of the State of New York created in 2010, pursuant to NYS Not-For-Profit Corporation Law 1411. The primary purpose of the EDC is to promote economic development in Suffolk County by assisting not-for-profit corporations in their acquisition of capital projects.

### **Mission**

The mission of the Suffolk County Economic Development Corporation is to promote the economic welfare, employment opportunities and quality of life of the residents of Suffolk County.

### **Program Objectives**

To assist, complement and be an addition to the economic development efforts of the Suffolk County Industrial Development Agency and the Suffolk County Department of Economic Development and Workforce Housing. The EDC's primary focus in accomplishing this is to provide financial assistance to not-for-profit organizations that make valuable contributions to the health and well being of the residents of Suffolk County.

Provide employment opportunities for the residents of Suffolk County by assisting not-for profit organizations to remain, expand and/or relocate in the County.

Expand the tax base and maintain a healthy economy by providing assistance to businesses.

Improve the overall quality of life for County residents by assisting not-for-profit organizations that provide educational, cultural, health and social services.

Encourage environmentally compatible projects and uses particularly through the reuse and redevelopment of existing facilities.

Work cooperatively with all other economic development entities and local officials to insure that appropriate and desirable projects are dealt with smoothly and efficiently.

Conduct all activities of the EDC in a professional and ethical manner.

### **EDC Financial Assistance**

In order to promote economic development the EDC provides financial assistance through the issuance of tax-exempt or taxable bonds. The EDC provides this assistance for businesses that either wish to locate or expand their operations in Suffolk County. Typical projects eligible for financing include the purchase and rehabilitation of existing buildings, the construction of new buildings, or the construction of additions to existing facilities. Equipment may also be financed through the EDC.

There are four types of financial assistance available through the EDC:

1. Tax-Exempt Bonds: Not-for-profit facilities can be financed with tax-exempt bonds.
2. Taxable Bonds: Not-for-profit projects qualify for taxable bonds.
3. Tax-Exempt and Taxable Bonds: A combination of tax-exempt and taxable bonds can be issued for projects.
4. Refunding Bonds: Projects which were previously assisted with tax-exempt bonds are allowed to repay/refund the outstanding principal amount of the "old" bonds with new tax-exempt refunding bonds bearing a lower interest rate but only for the same term remaining on the original tax-exempt issue.

### **EDC Benefits**

1. Tax-Exempt Bonds: The interest on a tax-exempt bond is wholly or partially exempt from federal, state and local income taxes, while the interest on a taxable bond is exempt from New York State personal income tax only.
2. Exemption from Mortgage Recording Tax: If a mortgage is used to finance the project it is exempt from mortgage recording tax.

### **EDC Application/Project Process**

1. Initial inquiry - discuss project; eligibility; application process, etc. Hand out application packet.
2. Review draft application with applicant to insure it is complete.

3. Completed application submitted to EDC. Application distributed to EDC Bond Counsel, Agency Counsel, Board Members, and Planning Department for environmental review and EDC staff for internal review and preparation of project abstract.
4. Presentation of application to the EDC Board for consideration. Board approves, tables or disapproves. An inducement resolution is issued for approved applications.
5. Public Hearing for all EDC projects as required by federal and State law. Current law requires 14 day notice for Public Hearings. Note: In some cases it may be possible to schedule Public Hearing prior to Inducement.
6. Processing of documentation begins; Inducement Agreement sent to applicant; Engagement letter from Bond Counsel; etc.
7. Applicant submits fully executed bank commitment letter to the EDC indicating that the required financing is in place.
8. Induced project is again presented to the EDC Board for the adoption of the Bond Resolution for bonds.
9. Applicable elected representative approves the project, i.e. that all requirements of environmental review, public hearing, etc. have been compiled with. This approval is required under TEFRA 1982 for tax-exempt bonds.

### **2011 EDC Closed Projects**

The Suffolk County EDC closed two projects in 2011. The 2011 projects resulted in the bond activity of over \$191.87 million by these not-for-profits. Employment at these two projects total almost 10,440 people with a total annual payroll of approximately \$513.194 million.

### **Summary of 2011 EDC Projects**

Head Injury Association, Inc. \$7,190,000 tax-exempt bond.

The project involves the renovation and build out of four facilities and the refinancing of IDA Bonds.

Catholic Health Services of Long Island \$184,680,000 tax-exempt bond.

The project involves the refinancing of DASNY bonds and financing for projects recently completed.

## **Board Members and Staff**

The Agency is governed by a seven member Board of Directors. The following individuals are members of the Board and Officers (if applicable):

Jim Morgo, Chairman  
David I. Rosenberg, Vice Chairman  
Peter E. Zarcone, Jr., Treasurer  
Steven Rossetti, Secretary  
Elizabeth Custodio, Member  
Alan J. Ehl, Member  
Yves Michel, Member

The Board has the following Committees:

### **Audit Committee**

David I. Rosenberg, Chairman  
Alan J. Ehl  
Jim Morgo

### **Finance Committee**

Peter E. Zarcone, Jr., Chairman  
Jim Morgo  
David I. Rosenberg

### **Governance Committee**

Steven Rossetti, Chairman  
Elizabeth Custodio  
Yves Michel

Members of the Board of Directors serve as volunteers and receive no compensation pursuant to NYS law. The EDC has no staff and contracts with the Suffolk County Industrial Development Agency for administrative services.

## **No EDC Outstanding Debt**

The EDC does not have any debt of its own including bonds, notes or loans. All of the EDC Bonds are conduit debt obligations where the respective business or not-for-profit organization is responsible for the repayment of its EDC bond to the bank/bondholder. The EDC is not liable for any of these conduit debt obligations.

### **No EDC Real Property**

The EDC does not have any real property of its own.

### **Assessment of the Effectiveness of Internal Controls**

The Audit Committee and EDC's administrative staff support periodically review the system of internal controls to determine its effectiveness and to make any improvements.

Beginning in 2006 there were new accounting and auditing disclosure standards that took effect for accounting firms in regard to internal controls. The accounting standards require very specific language in disclosing this information. The EDC's outside accounting firm assisted the EDC's in preparation of the financial statements. Therefore, the accounting firm must now disclose this information. Due to the very specific language that is required by the accounting standards board the EDC's outside accountants must indicate that since they assisted in the preparation of the financial statements this is considered to be significant deficiencies in internal controls when, in layman's terms, it is not. The EDC's Accountant has explained this disclosure requirement to the Board of Directors.