



Monday, October 21, 2019
21 Lodge Street, 11:00 a.m.

CAPITALIZE ALBANY
CORPORATION

Capitalize Albany Corporation
Finance and Investment Committee Meeting
Agenda

1. Review of the minutes from the Finance & Investment Committee Meeting of September 16, 2019
2. Quarterly Financial Report
3. Quarterly Investment Update
4. 2019 Draft Proposed Annual Budget
5. Executive Session (if necessary)

**Capitalize Albany Corporation Finance & Investment Committee Meeting
MINUTES
Monday, September 16, 2019**

The meeting of the Capitalize Albany Corporation Finance & Investment Committee was held at 11:00 a.m., September 16, 2019 at 21 Lodge Street, Albany, NY.

The following were in at attendance:

Committee Members: Bob Curley, John Harris, Jeff Sperry, Anders Tomson, John Vero

Other: Thomas M. Owens, Esq.

Staff: Sarah Reginelli, Mark Opalka, Genevieve Zurowski

Chair Anders Tomson called the regular meeting of the Capitalize Albany Corporation Finance & Investment Committee to order at 11:03 a.m.

Review of the minutes of August 19, 2019 Finance & Investment Committee Meeting

The Committee reviewed the minutes of the August 19, 2019 Finance & Investment Committee meeting. Jeff Sperry made a motion for approval, John Harris seconded. The Committee agreed unanimously to approve the minutes.

Review 2019 Draft Proposed Annual Budget

Staff reviewed with the Committee the 2020 Draft Proposed Annual Budget for Capitalize Albany Corporation. Staff stated the net income for 2020, before depreciation expense and program activity, is budgeted to be approximately \$196,510 with a deficit of approximately \$551,265. Staff outlined the Salary and Benefit Expense to be \$1,109,680, and Professional Fees budgeted to be \$274,330.

Staff reviewed significant variables related to the Liberty Park transaction that could require amendments to the budget after approval, and the Committee discussed the variables and their potential impacts at length. The Committee recommended Staff continue to monitor the potential transaction, and present the base case scenario budget to the Board for approval.

Following this discussion, the Committee accepted the 2020 Draft Proposed Annual Budget with small additions, and noted that this Draft Proposed Annual Budget will move to the full Board for approval in October. The motion was made by John Harris, seconded by Bob Curley. A vote being taken, the motion passed unanimously.

Land-banked Properties Adjacent to Palace Theatre

Staff and the Committee discussed at length the CAC land-banked properties adjacent to the Palace Theatre, which were discussed at the last board meeting.

Executive Session

A motion to enter into executive session was made by Jeff Sperry seconded by John Harris and unanimously approved to obtain legal advice from counsel. CAC Staff (other than the CAC President) left the room, and the Board entered into executive session at 12:10 p.m. Executive session ended at 12:20 p.m. on a motion by Jeff Sperry, seconded by John Vero and unanimously

approved, and CAC Staff were notified to re-enter the meeting room. No actions were taken during executive session.

Other Business

No other business was discussed.

There being no further business the Capitalize Albany Corporation Finance & Investment Committee Meeting was adjourned at 12:20 p.m.

Capitalize Albany Corporation
21 Lodge Street
Albany, New York 12207

MEMORANDUM

TO: Capitalize Albany Finance & Investment Committee
FROM: Mark Opalka
RE: Capitalize Albany Corporation 3rd Quarter Financial Reports
DATE: October 21, 2019

BUDGET PERFORMANCE

On a pre-audit basis, through September 30, 2019, the Capitalize Albany Corporation had net income of \$39,928. This position compares favorably to the year-to-date (YTD) budgeted net loss of \$199,225. Capitalize Albany Corporation had net income of \$10,207 at September 30, 2018.

My comments below address those categories that deviate in excess of 5% and greater than \$5,000 from the YTD budget.

- ***YTD 2019 revenue is \$1,174,996, which is \$301,914 (35%) above the 2019 budget.***
 - **Professional Service Fee Income.** Professional Service Fee Income is \$295,671 which is 34,234 (13%) over budget. This variance is a direct result of the City of Albany Industrial Development Agency and the City of Albany Capital Resource Corporation Board of Directors approving an increase in the fee charged by the Corporation to provide professional services to both of these organizations.
 - **Loan Interest Income.** Loan Interest Income is \$45,027 which is \$34,644 (43%) under budget. This variance is a direct result of loan payoffs that occurred during 2018 with no loan closings YTD. The Corporation approved a \$500,000 loan 2019 but as of September 30th no loan disbursement has been made.
 - **Fee Income.** Fee Income is \$22,265 which is 6,600 (42%) over budget. This is a variance is primarily a direct result of fee income from the Enterprise Community loan program as a result of a loan payoff.
 - **Investment & Interest Income.** Interest and Investment Income is \$209,663 which is 140,988 (205%) over budget. This variance is due to gains realized in sales and redemptions of equities and fixed income investments as well as positive gains in the FMV of equities held in the Corporation's Investment Portfolio with Hugh Johnson Advisors. Additionally as part of an RFP that was issued in 2018 the Corporation has moved some of its unrestricted funds and invested these funds in fixed income securities and certificate of deposits which currently earns a higher yield then what the Corporation was previously earning.

- **Project & Program Revenue.** Project and Program revenue is \$157,458. This revenue is from grant monies realized for the Amplify Albany and façade grant programs. These revenues have offsetting project and program expenses.
- **YTD 2019 expenses are \$1,135,068 which is \$62,760 (6%) below the 2019 budget.**
 - **Salary & Fringe Expense.** Salary and Fringe expense are \$559,361 which is \$117,359 (17%) under budget. This variance is attributable to the Corporation budgeting for eight positions in 2019
 - **Professional Fee Expense.** Professional fee expenses are \$157,450 which is \$33,953 (18%) under budget. The variance is attributable to lower general legal, accounting and IT fees incurred by the Corporation year to date.
 - **Administrative Expense.** Administrative expenses are \$51,716 which is \$8,106 (14%) under budget. The variance is attributable to lower general office expenses that the Corporation has incurred year to date.
 - **Real Estate Expense.** Real Estate expenses are \$81,245 which is \$52,564 (183%) over budget. The variance is attributable to an emergency demolition which was needed to be performed at the Corporation's owned property located at 174 North Pearl Street.
 - **Occupancy Expense.** Occupancy expenses are \$23,996 which is \$9,986 (29%) under budget. The variance is attributable to lower maintenance costs that have been incurred year to date.
 - **Project & Program Expense.** Project and Program Expenses are \$265,457. This expense was for the grant disbursements for the Amplify Albany and Façade grant programs as well as due diligence expenses incurred for the Liberty Park project and for consulting work performed as part of the Skyway Project.

LOANS

- Richard Dobush (Enterprise Community) repaid his loan during the first quarter.
- Joyce Banks (Ten Broeck) repaid her loan during the second quarter.

BALANCE SHEET

- At September 30, 2019, compared to December 31, 2018, unrestricted cash has decrease by \$2,657,941. This is primarily a result of the Corporation moving a portion of its unrestricted fund balance to investments to seek higher yields.

- Investments increased by \$2,363,000. As noted above this is primarily a result of the Corporation moving a portion of its unrestricted balance to investments to seek higher yields.
- Restricted cash has increased \$75,437 due to scheduled payments and one loan payoff on the Corporation's Enterprise Community Loans.
- Mortgage notes receivable has decreased by \$103,230. This is a result of scheduled loan payment activity and a loan payoffs.
- Liabilities have decreased by \$398,380. This is primarily due to by reduced accounts payable and decrease in unearned grant revenue.

CASH FLOW STATEMENT

- Currently, CAC's December 31, 2019 cash and cash equivalents is anticipated to decrease by approximately \$3.16 million to \$2.74 million. This decrease is primarily attributable the movement of funds to the Corporation's investment portfolio, a budgeted loan disbursement that is projected to occur during 2019 as well as projected Amplify Albany, Retail Grant and Façade Grant disbursements.
- Projected 2019 cash flow provided by operational activities reflect scheduled project grants activity (primarily the receipt of fund from NYS ESD), receipt of payment under the CAIDA Professional Service Agreement, scheduled lease and rental receipts, and payment of various administrative expenses
- Cash used in capital and financing activities reflects scheduled debt service payments and capital purchases made during 2019.
- Cash flow from investing activities reflects projected loan disbursement and repayment activity, direct finance lease payments, and investment activity.

	January 1, 2019 - December 31, 2019					Oct - Dec Adjustment Forecast	2019 Projection	Original Budget	Projected Variance from Budget
	Q3	YTD Actual	YTD Budget	Variance - \$	Variance - %				
REVENUE									
General Economic & Community Development Support Income	\$ 62,500	\$ 305,043	\$ 305,043	\$ -	0%	\$ 192,400	\$ 497,443	\$ 497,443	\$ -
Real Estate Income	36,330	108,809	109,092	(283)	0%	192,896	301,705	302,022	(317)
Professional Service Agreement Income	98,557	295,671	261,437	34,234	13%	98,557	394,228	348,582	45,646
Loan Interest Income	14,962	45,027	79,671	(34,644)	-43%	15,319	60,346	106,228	(45,882)
Fee Income	2,161	22,265	15,665	6,600	42%	2,805	25,070	18,470	6,600
Direct Finance Lease Income	-	-	-	-	0%	-	-	-	-
Investment & Interest Income	34,985	100,537	68,675	31,862	46%	30,208	130,745	91,573	39,172
FMV Adj on Fidelity Inv	8,181	41,483	-	41,483	100%	-	41,483	-	41,483
G/L on Sale/Redemption	7,700	67,643	-	67,643	100%	-	67,643	-	67,643
Membership & Event Support	625	31,060	33,500	(2,440)	-7%	5,000	36,060	33,500	2,560
TOTAL REVENUE	\$ 266,001	\$ 1,017,538	\$ 873,082	\$ 144,456	17%	\$ 537,186	\$ 1,554,724	\$ 1,397,818	\$ 156,906
EXPENSE									
Salaries & Fringe Expense	\$ 181,249	\$ 559,361	\$ 676,720	\$ (117,359)	-17%	\$ 309,841	\$ 869,202	\$ 938,966	\$ (69,764)
Professional Fees	45,139	157,450	191,402	(33,953)	-18%	55,301	212,751	237,849	(25,098)
Administrative Expenses	17,477	51,716	59,822	(8,106)	-14%	11,147	62,864	70,073	(7,209)
Interest Expense	-	-	-	-	0%	20,493	20,493	20,493	0
Real Estate Expenses	62,614	81,245	28,681	52,564	183%	27,171	108,416	41,328	67,088
Occupancy Expense	7,012	23,996	33,983	(9,986)	-29%	13,421	37,417	45,809	(8,392)
Bad Debt Expense (recovery)	-	(4,657)	-	(4,657)	0%	(10,000)	(14,657)	-	(14,657)
Membership & Event Expense	-	500	2,000	(1,500)	0%	24,950	25,450	12,450	13,000
TOTAL EXPENSES BEFORE DEPRECIATION	\$ 313,492	\$ 869,611	\$ 992,608	\$ (122,996)	-12%	\$ 452,324	\$ 1,321,936	\$ 1,366,967	\$ (45,031)
NET INCOME BEFORE DEPRECIATION & PROGRAM ACTIVITY	\$ (47,491)	\$ 147,927	\$ (119,525)	\$ 267,452	-224%	\$ 84,861	\$ 232,788	\$ 30,851	\$ 201,937
DEPRECIATION	\$ -	\$ -	\$ -	\$ -	#DIV/0!	\$ 199,541	\$ 199,541	\$ 199,541	\$ -
NET INCOME (LOSS) AFTER DEPRECIATION	\$ (47,491)	\$ 147,927	\$ (119,525)	\$ 267,452	224%	\$ (114,680)	\$ 33,247	\$ (168,690)	\$ 201,937
PROJECT & PROGRAM REVENUE									
NYS ESD (Liberty Park)	\$ -	\$ -	\$ -	\$ -	0%	4,189,694	4,189,694	\$ -	\$ 4,189,694
CACRC Grant	89,351	157,458	-	157,458	100%	(4,246)	153,211	153,211	-
New York Parks (Skyway Project)	-	-	-	-	100%	-	-	-	-
Total Program Income	\$ 89,351	\$ 157,458	\$ -	\$ 157,458	100%	\$ 4,185,448	\$ 4,342,905	\$ 153,211	\$ 4,189,694
PROJECT & PROGRAM EXPENSE									
Liberty Park Expenses	\$ 59,305	\$ 79,181	\$ 29,700	\$ 49,481	167%	\$ 3,714,492	3,793,673	\$ 40,000	\$ 3,753,673
Capitalize Albany Amplify and Retail Grants	118,169	186,276	-	186,276	100%	-	186,276	153,211	33,065
Impact Downtown Albany (Skyway Project)	-	-	50,000	(50,000)	-100%	66,935	66,935	100,000	(33,065)
Total Program Expense	\$ 177,474	\$ 265,457	\$ 79,700	\$ 185,757	233%	\$ 3,781,428	\$ 4,046,884	\$ 293,211	\$ 3,753,673
NET INCOME (LOSS) FROM PROGRAM ACTIVITY	\$ (88,123)	\$ (107,999)	\$ (79,700)	\$ (28,299)	-36%	\$ 404,020	\$ 296,021	\$ (140,000)	\$ 436,021
NET INCOME (LOSS) AFTER DEPRECIATION & PROGRAM ACTIVITY	\$ (135,614)	\$ 39,928	\$ (199,225)	\$ 239,153	120%	\$ 289,340	\$ 329,268	\$ (308,689)	\$ 637,958

CAPITALIZE ALBANY CORPORATION

Comparative Balance Sheets

Pre-Audited Draft

	September 30, 2019	Projected December 31, 2019	December 31, 2018
Assets			
Current Assets:			
Cash and cash equivalents	\$ 3,254,181	\$ 2,746,405	\$ 5,912,122
Investments	6,008,345	6,026,345	3,645,345
Restricted cash	697,275	6,502,943	621,838
Mortgage notes receivable, net	1,361,993	1,839,180	1,465,223
Net investment in direct financing leases	-	-	-
Accrued interest receivable	28,135	28,135	21,858
Grants receivable	-	-	-
Receivables from the City of Albany and City agencies	-	-	-
Other receivables, net	91,855	190,780	196,178
Property held for investment and lease, net	1,931,773	2,111,290	1,880,718
Property and equipment, net	359,512	335,454	336,241
Other assets	439,665	128,391	451,664
Total assets	\$ 14,172,734	\$ 19,908,923	\$ 14,531,187
Deferred Outflows of Resources	\$ -	\$ -	\$ -
Liabilities			
Current Liabilities:			
Accounts payable and accrued expenses	\$ 89,525	\$ 50,758	\$ 369,590
Due to the City of Albany	59,521	59,521	72,892
Unearned grant and other income	836,742	6,522,358	944,200
Bonds payable	1,350,000	1,150,000	1,350,000
Revolving loan fund liability	675,992	675,992	673,479
Unearned program support	20,384	20,383	20,384
Total liabilities	\$ 3,032,165	\$ 8,479,012	\$ 3,430,545
Deferred Inflows of Resources	\$ -	\$ -	\$ -
Net Position			
Net invested in capital assets	\$ 856,001	\$ 856,001	\$ 856,001
Restricted for:			
Debt service	-	-	-
CDBG eligible activities	114,356	114,356	114,356
Other program specific activities	8,190	8,190	8,190
Impact Downtown Albany	-	-	-
Unrestricted	10,162,023	10,451,363	10,122,095
Total net position	\$ 11,140,570	\$ 11,429,910	\$ 11,100,642

Capitalize Albany Corporation**STATEMENTS OF REVENUES AND EXPENSES AND CHANGES IN NET ASSETS**

Pre Audited Draft

	<u>Year to Date</u> <u>September 30, 2019</u>	<u>Projected</u> <u>December 31, 2019</u>	<u>Year Ended</u> <u>December 31, 2018</u>
Revenues			
Grant income and Contribution Income	\$ 462,501	\$ 4,840,348	\$ 1,003,131
Rental income	108,809	301,705	300,287
Other interest and investment income	209,663	239,871	68,581
Interest income on mortgage notes	45,027	60,346	74,358
Gain on sale of properties	-	-	69,555
Fees and other income	348,996	455,358	417,067
	<u>1,174,996</u>	<u>5,897,628</u>	<u>1,932,979</u>
Total revenues			
Expenses			
Salaries and fringe benefits	559,361	869,202	760,640
Program and project costs	347,202	4,335,232	1,102,460
Interest expense	-	20,493	22,554
Bad debt expenses (recovery)	(4,657)	(14,657)	-
Administrative Expenses	233,162	358,090	113,836
	<u>1,135,068</u>	<u>5,568,360</u>	<u>1,999,490</u>
Total expenses			
Excess of (expenses over revenues) revenues over expenses	39,928	329,268	(66,511)
Net Position, Beginning of Year	<u>11,100,642</u>	<u>11,100,642</u>	<u>11,167,153</u>
Net Position, End of Month	<u>\$ 11,140,570</u>	<u>\$ 11,429,910</u>	<u>\$ 11,100,642</u>

CAPITALIZE ALBANY CORPORATION
STATEMENTS OF CASH FLOWS
Pre-Audited Draft

	September 30, 2019	Projected December 31, 2019	December 31, 2018
Cash Flows From Operating Activities			
Cash received from customers	\$ 287,434	\$ 389,100	\$ 305,986
Cash received from grantors	357,556	10,744,292	755,485
Other operating cash receipts	348,996	455,358	405,960
Cash payments to suppliers and grantees	(864,484)	(1,926,670)	(750,913)
Cash payments to employees	(559,361)	(869,202)	(760,640)
Net cash provided by operating activities	<u>(429,859)</u>	<u>8,792,877</u>	<u>(44,122)</u>
Cash Flows From Capital and Related Financing Activities			
Proceeds from sale of property held for sale	-	-	700,000
Purchase of property held for investment and lease	(51,055)	(3,276,055)	(10,958)
Purchase of property and equipment	(23,271)	(23,271)	(20,243)
Purchase of other assets including purchase options	-	-	-
Principal payments on bonds payable	-	(200,000)	(350,000)
Interest paid on bonds payable	(5,942)	(23,368)	(25,621)
Net cash used in capital and related financing activities	<u>(80,268)</u>	<u>(3,522,694)</u>	<u>293,178</u>
Cash Flows From Investing Activities			
Interest on cash and cash equivalents and investments	90,348	113,118	61,886
Net decrease (increase) in restricted cash	(75,437)	(5,881,105)	105,226
Proceeds from sales and maturities of investments	10,865,734	10,883,234	2,238,428
Purchase of investments	(13,127,033)	(13,162,534)	(2,286,932)
Issuance of mortgage notes receivable	-	(500,000)	(100,000)
Repayments received on mortgage notes receivable	98,573	111,387	540,259
Principal payments received under direct financing leases	-	-	188,148
Net cash used in investing activities	<u>(2,147,814)</u>	<u>(8,435,900)</u>	<u>747,015</u>
Change in cash and cash equivalents	(2,657,941)	(3,165,717)	996,071
Cash and cash equivalents:			
Beginning of year	<u>5,912,122</u>	<u>5,912,122</u>	<u>4,916,051</u>
End of year	<u>\$ 3,254,181</u>	<u>\$ 2,746,405</u>	<u>\$ 5,912,122</u>

	September 30, 2019	Projected December 31, 2019	December 31, 2018
Reconciliation of Excess of (Expenses Over Revenues) Revenues Over Expenses to Net Cash Provided by Operating Activities			
Excess of (expenses over revenues) revenues over expenses	\$ 39,928	\$ 329,268	\$ (66,511)
Adjustments to reconcile excess of (expenses over revenues) revenues over expenses to net cash provided by operating activities:			
Depreciation and amortization	-	3,069,541	189,785
Adjustment for losses on mortgage notes and other receivables	4,657	14,657	(11,107)
Gain on sale of property	-	-	(69,555)
Net realized and unrealized losses (gains) on investments	(101,700)	(101,700)	29,540
Interest income on cash and cash equivalents and investments	(90,348)	(113,119)	(67,220)
Interest expense on bonds payable	5,942	23,368	22,554
Changes in:			
Grants receivable	-	323,273	(311,269)
Other receivables, accrued interest receivable and other assets	110,043	(879)	(99,560)
Accounts payable and accrued expenses	(293,435)	(332,202)	275,598
Unearned grant, program support and other income	(107,458)	5,578,158	61,088
Revolving loan fund liability	2,513	2,513	2,535
Net cash provided by operating activities	<u>\$ (429,859)</u>	<u>\$ 8,792,877</u>	<u>\$ (44,122)</u>

Confidential Draft – For Discussion Purposes Only

TO: Capitalize Albany Corporation Finance Committee
FROM: Mark Opalka
DATE: October 21, 2019
RE: Capitalize Albany Corporation Preliminary Draft 2020 Budget

The Corporation is projecting a budgeted net loss for 2020 before Depreciation Expense and Program Activity to be approximately \$53,851. Overall, the preliminary budget anticipates a deficit of approximately \$408,045. The major contributors to this budgeted deficit are related to approximately \$168,000 in depreciation, an increase of \$170,710 over 2019 Budget in salary and benefits for expanded operations, net strategic expenses of \$100,000 toward the implementation of the Impact Downtown strategy, an increase of \$36,900 in increased professional fee expense and \$54,650 in net expenses related to the anticipated property management and operation of the Liberty Park area.

This budget also anticipates that the Corporation will close on a \$400,000 loan under the Corporation's real estate loan program.

The projected ending unrestricted cash balance for 2019 is anticipated to be \$2,746,405. Given the proposed Draft Budget, the anticipated ending unrestricted cash balance for 2020 would be \$1,914,190.

Please note that this preliminary budget is built on forecasting assumptions on program and project related expenses related to the Liberty Park project.

Below are identified significant revenue and expense variances for the projected 2020 budget compared to the 2019 approved budget.

2019 NON-PROGRAM REVENUE ASSUMPTIONS:

Revenue derived from non-program activity is budgeted at approximately \$1.53 million.

- **Real Estate Income**
Real Estate Income is budgeted to be approximately \$394,868 which is approximately \$92,846 higher than the 2019 budget. This is a direct result of a gain on sale of the Palace Properties offset by income related to parking in the Liberty Park area being reclassified into program and project income for 2020.
- **Lending Income**
Lending Income is budgeted to be approximately \$93,818 which is approximately \$30,880 lower than the 2019 budget. This is a direct result a reduction of the Corporation's loan portfolio which has occurred in prior years.

Confidential Draft – For Discussion Purposes Only

- **Professional Service Agreement Income**
Professional Service Agreement income is budgeted to be approximately \$394,230 which is approximately \$45,645 higher than the 2019 budget. This reflects an anticipated continuance of the current terms of the 2019 contract for services with the City of Albany IDA and CRC.
- **Investment & Interest Income**
Investment Income is budgeted to be approximately \$113,425 which is approximately \$21,852 higher than the 2019 approved budget. This is a direct result of higher interest rates being earned on the Corporation's bank and investment accounts as a result of the Corporation moving surplus unrestricted fund into higher yielding account.

2020 NON-PROGRAM EXPENSE ASSUMPTIONS:

Expense incurred from non-program activity is budgeted at approximately \$1.78 million.

- **Salary & Benefit Expense**
Salary & Benefit Expense for 2020 is budgeted to be approximately \$1,109,680 which is approximately \$170,715 higher than the 2019 approved budget. This is attributable to budgeting for an increase to nine full-time staff as well as promotions and market and merit based increases for existing positions do to an expansion in operational and program activity.
- **Professional Fees**
Professional fees expense for 2020 is budgeted to be approximately \$274,745 which is approximately \$36,895 higher compared to the 2019 approved budget. This increase is due to the Corporation seeking Professional Services for strategic communication services.
- **Real Estate Expenses**
Real estate expenses for 2020 is budgeted to be approximately \$4,000 which is approximately \$37,330 lower compared to the 2019 approved budget. This decrease is due to the anticipated elimination of license fees associated with property in the Liberty Park area.
- **Occupancy Expenses**
Occupancy expenses for 2020 is budgeted to be approximately \$75,400 which is approximately \$29,595 higher compared to the 2019 approved budget. This increase is due to anticipated increases in property maintenance costs that Corporation is anticipating due to a change in property managers.

Confidential Draft – For Discussion Purposes Only

- **Sponsorship and Event Expenses**
Sponsorship and Event expenses for 2020 is budgeted to be approximately \$25,450 which is approximately \$13,000 higher compared to the 2019 approved budget. This increase is due to the Corporation engaging an outside vendor to produce the Corporation's annual report for 2020.
- **Depreciation Expense**
Depreciation Expense for 2019 is budgeted to be approximately \$199,540. Of this amount, \$168,500 (84%) is attributable to the anticipated recording of depreciation expense for the Corning Preserve.

2020 PROGRAM INCOME AND EXPENSE ASSUMPTIONS:

- **Program Income**
Program Income is budgeted to be approximately \$998,673 for 2020. Approximately \$731,900 of this income is anticipated to be grant revenues received from NYS Empire State Development for expenses incurred by the Corporation for development of the Liberty Park area of the City of Albany. Additionally, approximately \$162,325 is anticipated to be received from parking operations in the Liberty Park area and \$104,445 is budgeted for grant income realized under the Amplify Albany, Downtown Retail and Façade grant programs.
- **Program Expenses**
Program expenses is budgeted to be approximately \$1,153,330 for 2020. \$100,000 is budgeted for continued implementation of the Impact Downtown Albany Plan. Approximately \$948,880 is budgeted for expenses related to the Liberty Park Development and \$104,445 is budgeted for anticipated grant awards to applicants under the Amplify Albany, Downtown Retail and Façade grant programs.

**Capitalize Albany Corporation
Draft 2020 Budget Summary**

	2019 Budget	2019 Projected	Variance 2019 Projected v. 2019 Budget	2020 Budget	Variance	
					2020 Budget v. 2019 Projected - \$	2020 Budget v. 2019 Projected - %
Revenue						
General Economic and Community Development Support Income	\$ 497,443	\$ 497,443	\$ -	\$ 497,443	\$ -	0.00%
Real Estate Income	302,022	301,705	(317)	394,868	93,164	30.88%
Professional Service Agreement Income	348,582	394,228	45,646	394,228	-	0.00%
Lending Income	124,698	85,417	(39,281)	93,818	8,401	9.84%
Direct Financing Lease Income	-	-	-	-	-	100.00%
Investment & Interest Income	91,573	239,871	148,298	113,425	(126,446)	-52.71%
Membership & Event Support	33,500	36,060	2,560	33,500	(2,560)	-7.10%
Total	\$ 1,397,818	\$ 1,554,724	\$ 156,906	\$ 1,527,282	\$ (27,441)	-1.77%
Expenses						
Salary & Benefits	\$ 938,966	\$ 869,202	\$ (69,764)	\$ 1,109,679	\$ 240,477	27.67%
Professional Fees	237,849	212,751	(25,098)	274,745	61,994	29.14%
Administration Expenses	70,073	62,864	(7,209)	74,713	11,850	18.85%
Interest Expense	20,493	20,493	-	17,143	(3,350)	-16.35%
Real Estate Expenses	41,328	108,416	67,088	4,000	(104,416)	-96.31%
Occupancy Expense	45,809	37,417	(8,392)	75,403	37,986	101.52%
Membership & Event Expense	12,450	25,450	13,000	25,450	-	0.00%
Bad Debt (Recovery)	-	(14,657)	(14,657)	-	14,657	-100.00%
Total	\$ 1,366,967	\$ 1,321,935	\$ (45,032)	\$ 1,581,133	\$ 259,198	19.61%
Net Income/Loss Before Depreciation and Program Activity	\$ 30,851	\$ 232,789	\$ 201,938	\$ (53,851)	\$ (286,639)	-123.13%
Depreciation/Impairment of Assets	199,541	199,541	-	199,541	-	0.00%
Net Income/Loss after Depreciation	\$ (168,690)	\$ 33,248	\$ 201,938	\$ (253,391)	\$ (286,639)	-862.12%
Program Activity						
<i>Program Revenue</i>						
Capitalize Albany Retail and Amplify Albany Grants	153,211	157,458	4,246	104,445	(53,013)	-33.67%
New York ESD Grant	-	4,189,694	4,189,694	894,228	(3,295,466)	-78.66%
<i>Program Expenses</i>						
Capitalize Albany Retail and Amplify Albany Grants	(153,211)	(157,458)	(4,246)	(104,445)	53,013	-33.67%
Downtown Tactical Plan	(100,000)	(100,000)	-	(100,000)	-	0.00%
Liberty Park Expenses	(40,000)	(3,793,673)	(3,753,673)	(948,882)	2,844,791	-74.99%
Net Income (Loss) from Program Activity	\$ (140,000)	\$ 296,021	\$ 436,021	\$ (154,654)	\$ (450,675)	-152.24%
Net Income(Loss) after Depreciation and Program Activity	\$ (308,690)	\$ 329,269	\$ 637,959	\$ (408,045)	\$ (737,314)	-115.57%

Capitalize Albany Corporation
Draft 2020 Budget

	2018 Actual	2019 Budget	2019 Projected	2020 Budget	Variances					
					2019 Projected V. 2019 Budget		2020 Budget V. 2019 Budget		2020 Budget V. 2019 Projected	
					\$	%	\$	%	\$	%
REVENUE										
<i>General Economic and Community Development Support Income</i>										
CAIDA	\$ 250,000.00	\$ 250,000.00	\$ 250,000.00	\$ 250,000.00			\$ -		\$ -	
ACDA	165,843.00	165,843.00	165,843.00	165,843.00	-		-		-	
Renaissance Support	51,700.00	51,700.00	51,700.00	51,700.00	-		-		-	
CHF - Redevelopment Support	29,900.00	29,900.00	29,900.00	29,900.00	-		-		-	
Total Support Income	\$ 497,443.00	\$ 497,443.00	\$ 497,443.00	\$ 497,443.00	\$ -	0.00%	\$ -	0.00%	\$ -	100.00%
<i>Real Estate Income</i>										
Leases										
Quakenbush House	\$ 35,989.32	\$ 37,250.00	\$ 37,068.33	\$ 38,367.50	(181.67)		1,117.50		1,299	
DBID Lease	18,299.76	18,665.76	18,761.40	18,949.01	95.64		283.25		188	
Port of Albany	155,514.00	156,566.98	156,566.98	156,566.98	-		-		-	
Licenses										
Albany Management - 10 Dallius Street	51,018.97	52,039.35	51,808.08	-	(231.27)		(52,039.35)		(51,808)	
Albany Parking Authority - Quakenbush Lot	37,500.00	37,500.00	37,500.00	37,500.00	-		-		-	
Gain on Sale of Property	-	-	-	143,485.00	-		143,485.00		143,485	
Total Real Estate Income	\$ 300,322.05	\$ 302,022.09	\$ 301,704.79	\$ 394,868.49	\$ (317)	-0.11%	\$ 92,846	30.74%	\$ 93,164	30.88%
<i>Professional Service Agreement Income</i>										
CAIDA	\$ 348,582.00	\$ 348,582.00	\$ 394,228.00	\$ 394,228.00	\$ 45,646.00		\$ 45,646.00		\$ -	
Total Professional Service Agreement Income	\$ 348,582.00	\$ 348,582.00	\$ 394,228.00	\$ 394,228.00	\$ 45,646	13.09%	\$ 45,646	13.09%	\$ -	0.00%
<i>Lending Income</i>										
Interest										
CAC Miscellaneous	\$ 71,826.84	\$ 105,712.00	\$ 59,903.75	\$ 79,000.00	\$ (45,808.25)		\$ (26,712.00)		\$ 19,096.25	
Ten Broeck	2,531.43	516.00	442.52	-	(73.48)		(516.00)		(442.52)	
Fees										
Commitment Fees	1,500.00	4,000.00	5,000.00	4,000.00	1,000.00		-		(1,000.00)	
Application Fees	500.00	250.00	750.00	250.00	500.00		-		(500.00)	
Legal Fees	3,000.00	3,000.00	3,000.00	3,000.00	-		-		-	
Enterprise Comm Admin Cost Allowance	14,576.12	11,220.00	16,320.28	7,568.00	5,100.28		(3,652.00)		(8,752.28)	
Other Fees					-		-		-	
Total Lending Income	\$ 93,934.39	\$ 124,698.00	\$ 85,416.55	\$ 93,818.00	\$ (39,281)	-31.50%	\$ (30,880)	-24.76%	\$ 8,401	9.84%

Capitalize Albany Corporation
Draft 2020 Budget

	2018 Actual	2019 Budget	2019 Projected	2020 Budget	Variances					
					2019 Projected V. 2019 Budget		2020 Budget V. 2019 Budget		2020 Budget V. 2019 Projected	
					\$	%	\$	%	\$	%
<u>Direct Financing Lease Income</u>										
200 Henry Johnson Blvd.	\$ 1,914.58	\$ -	\$ -	\$ -	\$ -		\$ -		\$ -	
Total Direct Financing Lease Income	\$ 1,914.58	\$ -	\$ -	\$ -	\$ -	100.00%	\$ -	100.00%	\$ -	100.00%
<u>Investment & Interest Income</u>										
Investment Income										
Gain/Loss on Sale/Disposal of Investments	\$ 57,340.31	\$ -	\$ 67,642.88	\$ -	\$ 67,643		\$ -		\$ (67,643)	
Interest and Dividends - Fidelity	66,479.18	72,000.00	86,960.79	80,000.00	14,960.79		8,000		(6,961)	
Change in FV Mkt Adj on Fidelity Investments	(86,880.22)	-	41,483.25	-	41,483.25		-		(41,483)	
Interest Income										
Capital Bank	464.58	475.73	469.18	440.00	(6.55)		(36)		(29)	
Community Bank	28,996.34	19,000.00	23,443.63	10,000.00	4,443.63		(9,000)			
Berkshire Bank	-	-	17,453.34	22,925.00	17,453.34		22,925		5,472	
Fidelity Cash Account	231.73	97.18	2,418.28	60.00	2,321.10		(37)		(2,358)	
Imprest Account	-	-	-	-	-		-		-	
Other interest	-	-	-	-	-		-		-	
Total Investment and Interest Income	\$ 66,631.92	\$ 91,572.91	\$ 239,871.35	\$ 113,425.00	\$ 148,298	161.95%	\$ 21,852	23.86%	\$ (113,003)	-47.11%
<u>Membership & Event Support</u>										
Membership Fees	\$ 28,750.00	\$ 25,000.00	\$ 27,400.00	\$ 25,000.00	\$ 2,400.00		\$ -		(2,400)	
Sponsorship Revenue	9,000.00	8,500.00	8,500.00	8,500.00	-		-		-	
Event Revenue	-	-	-	-	-		-		-	
Miscellaneous	51.08	-	160.00	-	160		-		(160)	
Total Membership & Event Support	\$ 37,801.08	\$ 33,500.00	\$ 36,060.00	\$ 33,500.00	\$ 2,560	7.64%	\$ -	0.00%	\$ (2,560)	-7.10%
TOTAL REVENUE	\$ 1,346,629.02	\$ 1,397,818.00	\$ 1,554,723.69	\$ 1,527,282.49	\$ 156,906	11.23%	\$ 129,464	9.26%	\$ (27,441)	-1.77%
<u>EXPENSES</u>										
<u>Salary & Benefits</u>										
Salaries	\$ 557,794.24	\$ 644,370.08	\$ 604,623.08	\$ 812,550.00	\$ (39,747)		\$ 168,180		\$ 207,927	
Fringe Benefits	202,845.60	294,595.80	264,579.03	297,129.08	(30,017)		2,533		32,550	
Total Salary & Benefits	\$ 760,639.84	\$ 938,965.88	\$ 869,202.11	\$ 1,109,679.08	\$ (69,764)	-7.43%	\$ 170,713	18.18%	\$ 240,477	27.67%
<u>Professional Fees</u>										
Legal	\$ 48,751.14	\$ 60,000.00	\$ 49,539.25	\$ 60,000.00	\$ (10,460.75)		\$ -		10,461	
Accounting	71,577.69	75,120.00	58,502.00	65,000.00	(16,618)		(10,120)		6,498	
ITS Contract	16,912.06	17,224.00	16,844.49	16,990.03	(380)		(234)		146	
Other	6,250.00	-	6,600.00	50,000.00	6,600		50,000		43,400	
Usherwood Contract/Repeat Business	9,783.00	10,076.00	5,840.00	6,015.00	(4,236)		(4,061)		175	
City of Albany MOU	53,480.00	53,480.00	53,484.00	53,584.00	4		104		100	
Connectivity Support	5,546.17	9,076.55	8,686.21	9,503.00	(390)		426		817	
Fidelity Brokerage Fees	12,872.81	12,872.45	13,255.08	13,652.73	383		780		398	
Total Professional Fees	\$ 225,172.87	\$ 237,849.00	\$ 212,751.03	\$ 274,744.76	\$ (25,098)	-10.55%	\$ 36,895.76	15.51%	\$ 61,994	29.14%

Capitalize Albany Corporation
Draft 2020 Budget

	2018 Actual	2019 Budget	2019 Projected	2020 Budget	Variances					
					2019 Projected V. 2019 Budget		2020 Budget V. 2019 Budget		2020 Budget V. 2019 Projected	
					\$	%	\$	%	\$	%
<i>Administration Expenses</i>										
Supplies & Non-capitalized equipment	\$ 5,785.30	\$ 6,000.00	\$ 4,959.25	\$ 6,000.00	\$ (1,041)		\$ -		\$ 1,041	
Postage & Printing	2,335.50	2,885.00	1,561.87	\$ 2,179.00	(1,323.13)		(706)		617	
Dues & Subscriptions	1,306.00	2,590.00	1,839.64	\$ 3,509.00	(750.36)		919		1,669	
Filing Fees	800.00	1,000.00	900.00	\$ 1,000.00	(100.00)		-		100	
Insurance	27,839.25	29,458.00	28,546.00	\$ 29,402.38	(912.00)		(56)		856	
Training & Education	3,913.26	4,500.00	4,500.00	\$ 5,400.00	-		900		900	
Travel	3,382.26	8,500.00	5,294.47	\$ 11,400.00	(3,205.53)		2,900		6,106	
Miscellaneous	1,743.34	4,500.00	4,500.00	\$ 4,620.00	-		120		120	
Payroll Processing Fees	4,864.39	4,640.00	4,717.35	\$ 4,903.00	77.35		263		186	
Bank Service Fees	35.00	-	45.00	-	45.00		-		(45)	
Meetings Expense	5,011.56	6,000.00	6,000.00	\$ 6,300.00	-		300		300	
Total Administration Expenses	\$ 57,015.86	\$ 70,073.00	\$ 62,863.58	\$ 74,713.38	\$ (7,209)	-10.29%	\$ 4,640	6.62%	\$ 11,850	18.85%
<i>Interest Expense</i>										
200 HJB	\$ 1,533.33	\$ -	\$ -	\$ -	\$ -		\$ -		\$ -	
Port/Coming Bonds 2002	21,021.07	20,492.96	20,492.96	17,143.00	-		(3,350)		(3,350)	
Total Interest Expense	\$ 22,554.40	\$ 20,492.96	\$ 20,492.96	\$ 17,143.00	\$ -	0.00%	\$ (3,350)	-16.35%	\$ (3,350)	100.00%
<i>Real Estate Expenses</i>										
174 North Pearl Street	\$ 1,143.98	\$ 2,400.00	\$ 70,000.00	\$ -	\$ 67,600		\$ (2,400)		\$ (70,000)	
Quackenbush House	300.00	1,500.00	1,150.00	\$ 3,000.00	(350)		1,500		1,850	
Albany Convention Center Authority/ Liberty Sq Lease Paym	35,315.24	36,427.54	36,265.68	\$ -	(162)		(36,428)		(36,266)	
Other	-	1,000.00	1,000.00	\$ 1,000.00	-		-		-	
Total Rental Property Expenses	\$ 36,759.22	\$ 41,327.54	\$ 108,415.68	\$ 4,000.00	\$ 67,088	162.33%	\$ (37,328)	-90.32%	\$ (104,416)	-96.31%
<i>Occupancy Expense</i>										
Utilities & Telephone	\$ 13,583.09	\$ 13,722.00	\$ 11,934.00	\$ 13,803.00	\$ (1,788)		\$ 81		\$ 1,869	
Maintenance, Repairs & Cleaning	21,697.70	30,587.00	24,732.59	\$ 60,100.00	(5,854)		29,513		35,367	
Renovations	-	1,000.00	500.00	1,000.00	(500)		-		500	
Supplies	-	500.00	250.00	500.00	(250)		-		250	
Total Occupancy Expenses	\$ 35,280.79	\$ 45,809.00	\$ 37,416.59	\$ 75,403.00	\$ (8,392)	-18.32%	\$ 29,594	64.60%	\$ 37,986	101.52%
<i>Sponsorship & Event Expense</i>										
Development Today/annual meeting	\$ 7,226.77	\$ 8,500.00	\$ 21,000.00	\$ 21,000.00	\$ 12,500.00		12,500		-	
Sponsorships	500.00	3,950.00	4,450.00	4,450.00	500.00		500		-	
Other Events	-	-	-	-	-		-		-	
Total Membership & Event Expense	\$ 7,726.77	\$ 12,450.00	\$ 25,450.00	\$ 25,450.00	\$ 13,000	104.42%	\$ 13,000	104.42%	\$ -	0.00%
Bad Debt (Recovery)	\$ -	\$ -	\$ (14,657.00)	\$ -	\$ (14,657)		\$ -	100.00%	\$ 14,657	-100.00%
TOTAL EXPENSES BEFORE DEPRECIATION	\$ 1,145,149.75	\$ 1,366,967.38	\$ 1,321,934.95	\$ 1,581,133.22	\$ (45,032)	-3.29%	\$ 214,166	15.67%	\$ 259,198	19.61%
NET INCOME BEFORE DEPRECIATION AND PROGRAM ACTIVITY	\$ 201,479.27	\$ 30,850.62	\$ 232,788.74	\$ (53,850.73)	\$ 201,938	654.57%	\$ (84,701)	-274.55%	\$ (286,639)	-123.13%
<i>Depreciation</i>										

Capitalize Albany Corporation
Draft 2020 Budget

	2018 Actual	2019 Budget	2019 Projected	2020 Budget	Variances					
					2019 Projected V. 2019 Budget		2020 Budget V. 2019 Budget		2020 Budget V. 2019 Projected	
					\$	%	\$	%	\$	%
Property & Equipment	\$ 2,438.43	\$ 11,590.00	\$ 11,590.00	\$ 11,590.00	\$ -		\$ -		\$ -	
Quakenbush House	6,933.44	6,933.44	6,933.44	6,933.44	-		-		-	
Corning Preserve	168,549.09	168,549.09	168,549.09	168,549.09	-		-		-	
21 Lodge Street	11,864.71	12,468.00	12,468.00	12,468.00	-		-		-	
Total Depreciation	\$ 189,785.67	\$ 199,540.53	\$ 199,540.53	\$ 199,540.53	\$ -	0.00%	\$ -	0.00%	\$ -	100.00%
NET INCOME AFTER DEPRECIATION	\$ 11,693.60	\$ (168,689.91)	\$ 33,248.21	\$ (253,391.26)	\$ 201,938	-119.71%	\$ (84,701)	50.21%	\$ (286,639)	-862.12%
<u>Program Income</u>										
Amplify Albany/Retail/Façade Grant Programs	\$ 194,418.91	\$ 153,211.34	\$ 157,457.70	\$ 104,445.00	\$ 4,246		\$ (48,766)		\$ (53,013)	
Liberty Park Grant Income	-	-	4,189,694.00	731,902.00	4,189,694.00		731,902		(3,457,792)	
Liberty Park Operating Income	-	-	-	162,326.16	-		162,326		162,326	
New York Main Street Grant Income	311,269.31	-	-	-	-		-		-	
Other Program Income	11,107.00	-	-	-	-		-		-	
Total Program Income	\$ 516,795.22	\$ 153,211.34	\$ 4,347,151.70	\$ 998,673.16	\$ 4,193,940	2737.36%	\$ 845,462	551.83%	\$ (3,348,479)	-77.03%
<u>Program Expenses</u>										
Amplify Albany/Retail/Façade Grant Programs	\$ 194,688.91	\$ 153,211.34	\$ 157,457.70	\$ 104,445.00	\$ 4,246		\$ (48,766)		\$ (53,013)	
Downtown Tactical Plan Implementation	415,025.75	100,000.00	100,000.00	100,000.00	-		-		-	
Other Program Expenses	-	-	-	-	-		-		-	
Liberty Park Expenses	54,831.14	40,000.00	3,793,673.00	948,882.00	3,753,673		908,882		(2,844,791)	
Total Program Expenses	\$ 664,545.80	\$ 293,211.34	\$ 4,051,130.70	\$ 1,153,327.00	\$ 4,246.36	1.45%	\$ 860,116	293.34%	\$ (53,013)	-1.31%
NET INCOME (LOSS) FROM PROGRAM ACTIVITY	\$ (147,750.58)	\$ (140,000.00)	\$ 296,021.00	\$ (154,653.84)	\$ 4,189,694	-2992.64%	\$ (14,654)	10.47%	\$ (450,675)	-152.24%
NET INCOME (LOSS) AFTER DEPRECIATION AND PROGRAM ACTIVITY	\$ (136,056.98)	\$ (308,689.91)	\$ 329,269.21	\$ (408,045.10)	\$ 4,391,632	-1422.67%	\$ (99,355.19)	32.19%	\$ (737,314)	-223.92%

CAPITALIZE ALBANY CORPORATION

Comparative Balance Sheets

Pre-Audited Draft

	Projected December 31, 2019	Projected December 31, 2020
Assets		
Current Assets:		
Cash and cash equivalents	\$ 2,746,405	\$ 1,914,190
Investments	6,026,345	6,106,345
Restricted cash	6,502,943	5,838,981
Mortgage notes receivable, net	1,839,180	2,115,411
Net investment in direct financing leases	-	-
Accrued interest receivable	28,135	28,135
Grants receivable	-	-
Receivables from the City of Albany and City agencies	-	100,000
Other receivables, net	190,780	90,780
Property held for investment and lease, net	2,111,290	1,935,808
Property and equipment, net	335,454	311,396
Other assets	128,391	13,487
Total assets	\$ 19,908,923	\$ 18,454,533
Deferred Outflows of Resources	\$ -	\$ -
Liabilities		
Current Liabilities:		
Accounts payable and accrued expenses	\$ 50,758	\$ 50,758
Due to the City of Albany	59,521	59,521
Unearned grant and other income	6,522,358	5,686,011
Bonds payable	1,150,000	940,000
Revolving loan fund liability	675,992	675,992
Unearned program support	20,383	20,387
Total liabilities	\$ 8,479,012	\$ 7,432,669
Deferred Inflows of Resources	\$ -	\$ -
Net Position		
Net invested in capital assets	\$ 856,001	\$ 856,001
Restricted for:		
Debt service	-	-
CDBG eligible activities	114,356	114,356
Other program specific activities	8,190	8,190
Impact Downtown Albany	-	-
Unrestricted	10,451,363	10,043,317
Total net position	\$ 11,429,910	\$ 11,021,864

Capitalize Albany Corporation

STATEMENTS OF REVENUES AND EXPENSES AND CHANGES IN NET ASSETS

Pre Audited Draft

	<u>Projected December 31, 2019</u>	<u>Projected 2020</u>
Revenues		
Grant income and Contribution Income	\$ 4,844,595	\$ 1,496,116
Rental income	301,705	251,383
Other interest and investment income	239,871	113,425
Interest income on mortgage notes	60,346	79,000
Gain on sale of properties	-	143,485
Fees and other income	455,358	442,546
Total revenues	<u>5,901,875</u>	<u>2,525,955</u>
Expenses		
Salaries and fringe benefits	869,202	1,109,679
Program and project costs	4,339,479	1,336,259
Interest expense	20,493	17,143
Bad debt expenses (recovery)	(14,657)	-
Administrative Expenses	358,090	470,920
Total expenses	<u>5,572,607</u>	<u>2,934,001</u>
Excess of (expenses over revenues) revenues over expenses	329,268	(408,046)
Net Position, Beginning of Year	<u>11,100,642</u>	<u>11,429,910</u>
Net Position, End of Month	<u>\$ 11,429,910</u>	<u>\$ 11,021,864</u>

CAPITALIZE ALBANY CORPORATION
STATEMENTS OF CASH FLOWS
Pre-Audited Draft

	Projected December 31, 2019	Projected December 31, 2020
Cash Flows From Operating Activities		
Cash received from customers	\$ 389,100	\$ 573,868
Cash received from grantors	10,748,539	659,770
Other operating cash receipts	455,358	442,546
Cash payments to suppliers and grantees	(1,930,917)	(1,592,729)
Cash payments to employees	(869,202)	(1,109,679)
	<u>8,792,877</u>	<u>(1,026,224)</u>
Net cash provided by operating activities		
Cash Flows From Capital and Related Financing Activities		
Proceeds from sale of property held for sale	-	-
Purchase of property held for investment and lease	(3,276,055)	-
Purchase of property and equipment	(23,271)	-
Purchase of other assets including purchase options	-	-
Principal payments on bonds payable	(200,000)	(210,000)
Interest paid on bonds payable	(23,368)	(17,142)
	<u>(3,522,694)</u>	<u>(227,142)</u>
Net cash used in capital and related financing activities		
Cash Flows From Investing Activities		
Interest on cash and cash equivalents and investments	113,118	113,425
Net decrease (increase) in restricted cash	(5,881,105)	663,962
Proceeds from sales and maturities of investments	10,883,234	8,074,017
Purchase of investments	(13,162,534)	(8,154,022)
Issuance of mortgage notes receivable	(500,000)	(400,000)
Repayments received on mortgage notes receivable	111,387	123,769
Principal payments received under direct financing leases	-	-
	<u>(8,435,900)</u>	<u>421,151</u>
Net cash used in investing activities		
Change in cash and cash equivalents	(3,165,717)	(832,215)
Cash and cash equivalents:		
Beginning of year	<u>5,912,122</u>	<u>2,746,405</u>
End of year	<u>\$ 2,746,405</u>	<u>\$ 1,914,190</u>

	Projected December 31, 2019	Projected December 31, 2019
Reconciliation of Excess of (Expenses Over Revenues)		
Revenues Over Expenses to Net Cash Provided by Operating Activities		
Excess of (expenses over revenues) revenues over expenses	\$ 329,268	\$ (408,046)
Adjustments to reconcile excess of (expenses over revenues) revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	3,069,541	199,540
Adjustment for losses on mortgage notes and other receivables	14,657	-
Gain on sale of property	-	-
Net realized and unrealized losses (gains) on investments	(101,700)	-
Interest income on cash and cash equivalents and investments	(113,119)	(113,430)
Interest expense on bonds payable	23,368	17,150
Changes in:		
Grants receivable	323,273	-
Other receivables, accrued interest receivable and other assets	(879)	214,908
Accounts payable and accrued expenses	(332,202)	-
Due to the City of Albany	-	(100,000)
Unearned grant, program support and other income	5,578,158	(836,346)
Revolving loan fund liability	2,513	-
	<u>\$ 8,792,877</u>	<u>\$ (1,026,224)</u>
Net cash provided by operating activities		

Budget Report for Capitalize Albany Corporation

Fiscal Year Ending: 12/31/2020

Run Date: 10/17/2019
 Status: UNSUBMITTED
 Certified Date: N/A

Budget & Financial Plan

Budgeted Revenues, Expenditures, And Changes in Current Net Assets.

	Last Year (Actual) 2018	Current Year (Estimated) 2019	Next Year (Adopted) 2020	Proposed 2021	Proposed 2022	Proposed 2023
REVENUE & FINANCIAL SOURCES						
Operating Revenues						
Charges For Services	\$404,601.00	\$454,786.00	\$563,804.00	\$556,554.00	\$556,554.00	\$556,554.00
Rentals & Financing Income	\$325,186.00	\$325,121.00	\$473,868.00	\$362,053.00	\$346,930.00	\$343,783.00
Other Operating Revenues	\$118,412.00	\$35,900.00	\$33,500.00	\$33,500.00	\$33,500.00	\$33,500.00
Non-Operating Revenues						
Investment Earnings	\$67,022.00	\$243,625.00	\$113,425.00	\$106,959.00	\$107,965.00	\$109,024.00
State Subsidies / Grants	\$311,269.00	\$4,189,694.00	\$731,902.00	\$471,011.00	\$275,039.00	\$165,462.00
Federal Subsidies / Grants	\$14,576.00	\$16,320.00	\$7,568.00	\$3,709.00	\$1,106.00	\$0.00
Municipal Subsidies / Grants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Public Authority Subsidies	\$415,843.00	\$569,054.00	\$520,288.00	\$415,843.00	\$415,843.00	\$415,843.00
Other Non-Operating Revenues	\$276,071.00	\$81,849.00	\$81,600.00	\$81,600.00	\$81,600.00	\$81,600.00
Proceeds From The Issuance Of Debt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Revenues & Financing Sources	\$1,932,980.00	\$5,916,349.00	\$2,525,955.00	\$2,031,229.00	\$1,818,537.00	\$1,705,766.00
EXPENDITURES						
Operating Expenditures						
Salaries And Wages	\$557,794.00	\$604,623.00	\$812,550.00	\$828,801.00	\$845,377.00	\$862,285.00
Other Employee Benefits	\$202,846.00	\$264,579.00	\$297,129.00	\$303,072.00	\$309,133.00	\$315,316.00
Professional Services Contracts	\$225,173.00	\$212,751.00	\$274,481.00	\$285,558.00	\$286,522.00	\$287,497.00
Supplies And Materials	\$8,121.00	\$7,271.00	\$9,679.00	\$10,320.00	\$10,320.00	\$10,320.00
Other Operating Expenditures	\$373,058.00	\$430,479.00	\$369,427.00	\$358,340.00	\$360,054.00	\$361,450.00
Non-Operating Expenditures						
Payment Of Principal On Bonds And Financing Arrangements	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Interest And Other Financing Charges	\$22,554.00	\$20,493.00	\$17,143.00	\$13,542.00	\$9,823.00	\$5,923.00
Subsidies To Other Public Authorities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Capital Asset Outlay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grants And Donations	\$194,919.00	\$153,211.00	\$104,445.00	\$0.00	\$0.00	\$0.00
Other Non-Operating Expenditures	\$415,026.00	\$3,893,673.00	\$1,048,882.00	\$603,367.00	\$371,776.00	\$265,462.00
Total Expenditures	\$1,999,491.00	\$5,587,080.00	\$2,933,736.00	\$2,403,000.00	\$2,193,005.00	\$2,108,253.00
Capital Contributions	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Excess (Deficiency) Of Revenues And Capital Contributions Over Expenditures	(\$66,511.00)	\$329,269.00	(\$407,781.00)	(\$371,771.00)	(\$374,468.00)	(\$402,487.00)

Budget Report for Capitalize Albany Corporation

Fiscal Year Ending: 12/31/2020

Run Date: 10/17/2019
Status: UNSUBMITTED
Certified Date:N/A

The authority's budget, as presented to the Board of Directors, is posted on the following website:

[Additional Comments](#)