

**TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY**

Ithaca, New York

FINANCIAL REPORT

**For the Year Ended
December 31, 2025**



TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

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INDEPENDENT AUDITORS' REPORT

Board of Directors
Tompkins County Industrial Development Agency
Ithaca, New York

Report on the Audit of the Financial Statements

Opinions

We have audited the accompanying financial statements of Tompkins County Industrial Development Agency (the Agency), a component unit of the County of Tompkins, New York, and its blended component unit, Tompkins County Development Corporation (the Corporation), as of and for the year ended December 31, 2025, and the related notes to the financial statements, which collectively comprise the Agency's and the Corporation's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of Tompkins County Industrial Development Agency, and its blended component unit, Tompkins County Development Corporation, as of December 31, 2025, and the respective changes in financial position, and, where applicable, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinions

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 (*Government Auditing Standards*). 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 Agency and Corporation 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 opinions.

Emphasis of a Matter

During the year ended December 31, 2025, the Agency corrected errors associated with its fee revenue. As discussed in Note 9 to the financial statements, net position as of December 31, 2024 was restated to reflect this correction of an error. Our opinion is not modified with respect to this matter.

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 Agency's and Corporation'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 opinions. 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 Agency's and Corporation'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 Agency's and Corporation'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.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Supplementary Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Agency's and Corporation's basic financial statements. The Schedules of Indebtedness and Projects are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, the Schedules of Indebtedness and Projects are fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated March 18, 2026, on our consideration of the Agency's and Corporation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency's and Corporation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's and Corporation's internal control over financial reporting and compliance.

Other Reporting Required by New York State Public Authorities Law

We have also issued our report dated March 18, 2026 on our consideration of the Agency's and Corporation's compliance with §2925(3)(f) of the New York State Public Authorities Law. The purpose of that report is to describe anything that came to our attention that caused us to believe the Agency and Corporation failed to comply with the Agency's and Corporation's Investment Guidelines, the New York State Comptroller's Investment Guidelines, and §2925(3)(f) of the New York State Public Authorities Law.

Respectfully submitted,

A handwritten signature in black ink that reads "Insero & Co. CPAs, LLP". The signature is written in a cursive, slightly slanted style.

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York
March 18, 2026

TOMPKINS COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2025

The Tompkins County Industrial Development Agency (TCIDA) was created in 1971 to encourage economic growth in Tompkins County. The Tompkins County Development Corporation (TCDC) was created in 2010 for the same purpose as the TCIDA and is considered a blended component unit of the TCIDA. Together, they make up the primary government, which for the purposes of the Management's Discussion and Analysis (MD&A) is referred to as the Agency.

TCIDA Mission: The Tompkins County Industrial Development Agency delivers economic incentives to business and industry to diversify and strengthen Tompkins County's tax base and enhance community vitality by supporting job creation, business and industrial development, and community revitalization. We strive to develop the local economy in an organized, sustainable, and environmentally beneficial manner.

TCDC Mission: To promote economic development initiatives in Tompkins County by offering tax-exempt bonding opportunities to nonprofit organizations.

The following MD&A provides a comprehensive overview of the Agency's financial position as of December 31, 2025, and the result of its operations for the year then ended. Management has prepared the financial statements and related footnote disclosures along with this MD&A. The MD&A should be read in conjunction with the audited financial statements and related footnotes of the Agency, which directly follow the MD&A.

OVERVIEW OF THE BASIC FINANCIAL STATEMENTS

The financial statements of the Agency have been prepared in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) as prescribed by the Governmental Accounting Standards Board (GASB).

The basic financial statements consist of a Statement of Net Position; a Statement of Revenues, Expenses, and Changes in Net Position; a Statement of Cash Flows; and accompanying notes. These statements provide information on the financial position of the Agency and its blended component unit and the financial activity and results of its operations during the year. A description of these statements follows.

- **Statement of Net Position** presents information on all of the Agency's assets and liabilities, with the difference between the two reported as net position. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position of the Agency is improving or deteriorating.
- **Statement of Revenues, Expenses, and Changes in Net Position** presents information showing the change in the Agency's net position during the most recent fiscal year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of cash flows. Thus, revenues and expenses reported in this statement include all items that will result in cash received or disbursed in future fiscal periods.

TOMPKINS COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS DECEMBER 31, 2025

- **Statement of Cash Flows** provides information on the major sources and uses of cash during the year. The cash flow statement portrays net cash provided or used by operating, non-capital financing, capital financing, and investing activities.

Component Unit

The Agency reports the Tompkins County Development Corporation as a blended component unit. Although legally separate, this component unit is based on the Agency's nature and significance of its relationship with TCDC. Statements of the two entities are shown starting on page 5.

FINANCIAL ANALYSIS OF THE AGENCY AS A WHOLE

Our analysis below focuses on the net position (*Figure 1*) and changes in net position (*Figure 2*) of the Agency's activities.

Figure 1

Condensed Combined Statement of Net Position	Total Agency		Total Dollar Change
	2025	2024	
<i>Cash and Cash Equivalents</i>	\$ 1,719,051	\$ 2,156,027	\$ (436,976)
<i>Administrative Fees Receivable, Net</i>	23,480	102,846	(79,366)
<i>Equipment Contract Receivable</i>	71,429	71,429	-
<i>Loan Receivable</i>	90,000	30,000	60,000
Total Assets	1,903,960	2,360,302	(456,342)
<i>Pass-Through Funds Payable</i>	3,610	-	3,610
Total Liabilities	3,610	-	3,610
<i>Unrestricted Net Position</i>	1,900,350	2,360,302	(459,952)
Total Net Position	\$ 1,900,350	\$ 2,360,302	\$ (459,952)

Significant changes from the prior year are as follows:

- Total assets decreased 19.33%, as a result of operations and decreases in revenue during the year.
- Net position decreased 19.49%, due to excess expenses over revenues.

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS
DECEMBER 31, 2025

Our analysis in *Figure 2* considers the operations of the Agency's activities.

Figure 2

<i>Combined Changes in Net Position</i>	<i>Total Agency</i>		<i>Total Dollar Change</i>
	<i>2025</i>	<i>2024</i>	
<i>Operating Revenues:</i>			
<i>Administrative Fees</i>	\$ 274,456	\$ 462,466	\$ (188,010)
<i>Total Operating Revenues</i>	274,456	462,466	(188,010)
<i>Non-Operating Revenues:</i>			
<i>Interest and Earnings</i>	18,959	731	18,228
<i>Total Non-Operating Revenues</i>	18,959	731	18,228
<i>Operating Expenses:</i>			
<i>Contractual, Professional, and Administrative Expenses</i>	504,083	482,044	22,039
<i>Investment in Economic Development</i>	249,284	230,494	18,790
<i>Total Operating Expenses</i>	753,367	712,538	40,829
<i>CHANGE IN NET POSITION</i>	\$ (459,952)	\$ (249,341)	\$ (210,611)

Significant changes from the prior year are as follows:

- Total revenues decreased by 36.65%, due to more fees related to projects closing in the prior year.
- Total expenses increased 5.73%, due to increased investments in economic development.

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

MANAGEMENT'S DISCUSSION AND ANALYSIS
DECEMBER 31, 2025

FACTORS BEARING ON THE AGENCY'S FUTURE

The Agency's capacity to support economic development activities has been challenged by the economic cycle. The Agency has committed \$483,320 to Ithaca Area Economic Development (IAED) for administrative and economic development services to the County in 2026. The Agency committed to approximately 35% of IAED's funding in 2020 to 2025 to provide a sustainable funding model for countywide economic development activities. The Agency may wish to encumber funds for this purpose to ensure adequate support for economic development should project deal flow diminish.

Tompkins County established a complementary economic development entity, Tompkins County Development Corporation, which has the authority to finance public facilities for not-for-profit organizations. Fees generated by the Development Corporation will supplement economic development activities. The Development Corporation has not committed any financial support to Ithaca Area Economic Development for economic development in 2026.

The Development Corporation's authority to finance certain public facilities might be exposed to legislative curtailment in the future, as the NYS Dormitory Authority provides similar services. Currently, the NYS Dormitory Authority aggressively pursues deals throughout the state and this has diminished TCDC deal flow.

CONTACTING THE AGENCY'S FINANCIAL MANAGEMENT

This financial report is designed to provide the Agency's clients, investors, and creditors with a general overview of the Agency's finances and to demonstrate the Agency's accountability for the money it receives. If you have questions about this report or need additional financial information, contact the Tompkins County Industrial Development Agency, at 119 E. Seneca Street, Suite 200, Ithaca, New York 14850.

***TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY***

**STATEMENT OF NET POSITION
DECEMBER 31, 2025**

	Industrial Development Agency	Development Corporation	Total
ASSETS			
Current Assets			
Cash and Cash Equivalents	\$ 1,579,585	\$ 139,466	\$ 1,719,051
Administrative Fees Receivable, Net	23,480	-	23,480
Loans Receivable, Net	-	90,000	90,000
Equipment Contract Receivable	71,429	-	71,429
Total Current Assets	1,674,494	229,466	1,903,960
Total Assets	1,674,494	229,466	1,903,960
LIABILITIES			
Current Liabilities			
Pass-Through Funds Payable	3,610	-	3,610
Total Current Liabilities	3,610	-	3,610
NET POSITION			
Net Position			
Unrestricted Net Position	1,670,884	229,466	1,900,350
Total Net Position	1,670,884	229,466	1,900,350
Total Liabilities, and Net Position	\$ 1,674,494	\$ 229,466	\$ 1,903,960

See Notes to Financial Statements

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

**STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
FOR THE YEAR ENDED DECEMBER 31, 2025**

	Industrial Development Agency	Development Corporation	Total
Operating Revenues			
Administrative Fees	\$ 274,456	\$ -	\$ 274,456
Total Operating Revenues	274,456	-	274,456
Operating Expenses			
Contractual Expense - IAED	475,314	-	475,314
Professional and Administrative Expenses	28,769	-	28,769
Investment in Economic Development	9,284	240,000	249,284
Total Operating Expenses	513,367	240,000	753,367
Gain (Loss) From Operations	(238,911)	(240,000)	(478,911)
Non-Operating Revenues (Expenses)			
Interest and Earnings	18,873	86	18,959
Total Non-Operating Revenues (Expenses)	18,873	86	18,959
Change in Net Position	(220,038)	(239,914)	(459,952)
Unrestricted Net Position, December 31, 2024, as Previously Reported	1,788,076	469,380	2,257,456
Correction of an Error - Fees Receivable	102,846	-	102,846
Unrestricted Net Position, December 31, 2024, as Restated	1,890,922	469,380	2,360,302
Unrestricted Net Position, December 31, 2025	\$ 1,670,884	\$ 229,466	\$ 1,900,350

See Notes to Financial Statements

***TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY***

**STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2025**

	Industrial Development Agency	Development Corporation	Total
Cash Flows From Operating Activities			
Cash Received From Providing Services	\$ 357,432	\$ -	\$ 357,432
Cash Payments - Investment in Economic Development	(9,284)	(300,000)	(309,284)
Cash Payments - Contractual Expenses	(504,083)	-	(504,083)
Net Cash Provided (Used) by Operating Activities	(155,935)	(300,000)	(455,935)
Cash Flows From Investing Activities			
Interest Income Received	18,873	86	18,959
Net Cash Provided (Used) by Investing Activities	18,873	86	18,959
Net Change in Cash and Equivalents	(137,062)	(299,914)	(436,976)
Cash and Cash Equivalents, January 1, 2025	1,716,647	439,380	2,156,027
Cash and Cash Equivalents, December 31, 2025	\$ 1,579,585	\$ 139,466	\$ 1,719,051
Reconciliation of Operating Gain to Net Cash Provided (Used) by Operating Activities:			
Operating Gain (Loss)	\$ (238,911)	\$ (240,000)	\$ (478,911)
Adjustments to Reconcile Operating Gain to Net Cash Provided (Used) by Operating Activities:			
(Increase) Decrease in Loans Receivable	-	(60,000)	(60,000)
(Increase) Decrease in Administrative Fees Receivable	79,366	-	79,366
Increase (Decrease) in Pass-Through Funds Payable	3,610	-	3,610
Net Cash Provided (Used) by Operating Activities	\$ (155,935)	\$ (300,000)	\$ (455,935)

See Notes to Financial Statements

TOMPKINS COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2025

***Note 1* Summary of Significant Accounting Policies**

The financial statements of Tompkins County Industrial Development Agency (Agency) and its component unit, Tompkins County Development Corporation, have been prepared in conformity with generally accepted accounting principles (U.S. GAAP). The Governmental Accounting Standards Board (GASB) is the accepted standard setting body for establishing U.S. GAAP for state and local governments through its pronouncements (Statements and Interpretations). The more significant details of the Agency's accounting policies are described below.

Financial Reporting Entity

The Agency was created in 1971 by the Tompkins County Legislature under the provisions of Chapter 535 of the 1971 Laws of New York State for the purpose of encouraging economic growth in Tompkins County. The Agency is exempt from federal, state, and local income taxes. The Agency, although established by the Tompkins County Legislature, is a separate entity and operates independently from the County. The Agency is considered a component unit of the County. The County Legislature appoints four Board members. Additionally, the County provides administrative support at no cost to the Agency.

All Governmental Activities and functions performed by the Agency are its direct responsibility.

The financial reporting entity consists of (a) the primary government which is the Tompkins County Industrial Development Agency; (b) organizations for which the primary government is financially accountable; and (c) other organizations for which the nature and significance of their relationship with the primary government are such that exclusion would cause the reporting entity's financial statements to be misleading or incomplete as set forth in GASB Statement No. 14, "The Financial Reporting Entity," as amended.

The decision to include a potential component unit in the Agency's reporting entity is based on several criteria set forth in GASB Statement No. 14, "The Financial Reporting Entity," as amended; including legal standing, fiscal dependency, and financial accountability. Based on the application of these criteria, the following is included as a blended component unit:

- **Tompkins County Development Corporation (Corporation)** - Similar to the Agency, the Corporation was formed, during 2010, for the purpose of encouraging economic growth in Tompkins County. Because New York State has legislated industrial development agencies can no longer serve nonprofit entities, the Corporation serves that segment of the economy in Tompkins County. The Agency provides a financial benefit to the Corporation.

TOMPKINS COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2025

***Note 1* Summary of Significant Accounting Policies - Continued**

Basis of Accounting

The accounts of the Agency and Corporation are maintained on the accrual basis of accounting. Under the accrual basis of accounting, revenues are recorded when earned. Material revenues accrued include administrative fees. Expenses are recorded when the liability is incurred.

Cash and Cash Equivalents

The Agency and Corporation consider all highly liquid investments having an original maturity of three months or less to be cash equivalents.

Equity Classifications

Equity is classified as net position and displayed in two components:

- Restricted - Consists of net resources with constraints placed on their use either by 1) external groups such as creditors, grantors, contributors, or laws and regulations of other governments; or 2) law through constitutional provisions or enabling legislation. The Agency had no restricted resources at year end.
- Unrestricted - Consists of all other resources that do not meet the definition of "restricted."

Related Parties

Ithaca Area Economic Development, Inc. (IAED) is a private, nonprofit organization founded in 1964 that provides the Ithaca area with innovative services to strengthen the economy. The President and Director of Business Services of IAED serve as Co-Administrative Directors of the Agency. During the year ended December 31, 2025, one additional member of the IAED Board of Directors served on the Board of Directors of the Agency.

Loan Receivable

Loans receivable represent amounts due to the Agency or Corporation from lending programs established to support economic development. These loans are recorded at their outstanding principal balances, net of any applicable allowances for doubtful accounts.

TOMPKINS COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2025

***Note 1* Summary of Significant Accounting Policies - Continued**

Revenues

The Agency and Corporation first utilize restricted resources to finance qualifying activities.

Operating and Non-Operating Revenues and Expenses

Operating and non-operating revenues of the Agency and Corporation consist of administrative fees. Interest and earnings are reported as non-operating revenues. Operating and non-operating expenses of the Agency and Corporation consist of contractual, professional, and administration expenses.

Leases

The Agency and Corporation determine if an arrangement is or contains a lease at inception.

The Agency and Corporation record assets and lease obligations for leases, which are initially based on the discounted future minimum lease payments over the term of the lease. The Agency and Corporation use the rate implicit in the lease agreements. In some cases the implicit rate is not easily determinable, and the Agency and Corporation elect to use its incremental borrowing rate in calculating present value of lease payments.

Lease term is defined as the non-cancelable period of the lease plus any options to extend the lease when it is reasonably certain that it will be exercised. For leases with a term, including renewals, of 12 months or less, no intangible lease assets or lease obligations are recorded on the Statement of Net Position and the Agency and Corporation will recognize short-term lease expense for these leases on a straight-line basis over the lease term

The Agency's and Corporation's lease agreements do not contain any material residual value guarantees or material restrictive covenants. Amortization expense for leases is recognized on the same basis as payments on the lease liability.

Interest expense is recognized using the effective interest method. Variable payments, short-term rentals, and payments associated with non-lease components are expensed as incurred.

New Accounting Standards

The Agency and Corporation adopted and implemented the following current Statements of the GASB effective for the year ended December 31, 2025:

- GASB has issued Statement No. 102, "Certain Risk Disclosures," effective for the year ended December 31, 2025.

The Agency and Corporation have determined there was no material impact on the financial statements associated with either of these standards.

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2025

Note 1 **Summary of Significant Accounting Policies - Continued**

Future Changes in Accounting Standards

- GASB has issued Statement No. 103, “Financial Reporting Model Improvements,” effective for the year ending December 31, 2026.
- GASB has issued Statement No. 104, “Disclosure of Certain Capital Assets,” effective for the year ending December 31, 2026.

The Agency and Corporation will evaluate the impact future pronouncements may have on its financial statements and will implement as applicable and when material.

Reclassifications

Certain financial statement items have been reclassified to conform to the current year’s presentation. The reclassifications had no effect on net assets previously reported.

Note 2 **Industrial Revenue Bond and Note Transactions**

Certain industrial development revenue bonds and notes issued by the Agency and Corporation are secured by property leased to companies and retired by lease payments. The bonds and notes as listed on the Schedules of Indebtedness on pages 17 and 18 are not obligations of the Agency, Corporation, or State.

The Agency and Corporation do not record assets or liabilities resulting from completed bond and note issues in their accounts, because their primary function is to arrange financing between the borrowing companies and the bond and note holders, and funds arising therefrom are controlled by trustees or banks acting as fiscal agents. For providing this service, the Agency and Corporation receive bond administration fees from the borrowing companies. Such administrative fee income is recognized immediately upon issuance of bonds and notes. At December 31, 2025, the outstanding value of bonds and notes issued aggregated \$1,130,824 and \$189,654,482 for the Agency and Corporation, respectively.

Note 3 **Tax Abatements**

During the time in which property is leased to a company, the property is exempt from taxes other than special ad valorem levies and special assessments. However, the Agency executes Payment in Lieu of Taxes (PILOT) agreements, wherein a company is required to make annual payments to the county, local municipalities, and school districts.

In 2025, \$4,687,832 was received in PILOT payments. See Schedule of Projects for more information.

In addition to PILOTs above, \$3,102,463 of sales tax and \$259,000 of mortgage tax abatements were received.

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2025

Note 4 **Deposits and Investments**

State statutes govern the Agency's and Corporation's investment policies. In addition, the Agency and the Corporation each have their own written investment policy. Monies must be deposited in Federal Deposit Insurance Corporation (FDIC) insured commercial banks or trust companies located within the state. The Treasurer is authorized to use demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. Treasury, and obligations of New York State or its localities.

Collateral is required for demand deposits and certificates of deposit for the Agency and Corporation at 105% and 100%, respectively, of all deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations of the United States and its agencies and obligations of the state and its municipalities and school districts.

Total bank balances of the Agency and Corporation were \$1,579,585 and \$139,466, respectively, at December 31, 2025 and are covered by FDIC insurance up to \$250,000. As of December 31, 2025, all deposits with financial institutions were either insured or collateralized with securities held by the pledging financial institution in the entities' name.

Note 5 **Equipment Contract Receivable**

During the year ended December 31, 2023, the Agency purchased equipment totaling \$500,000, subsequently entering into a voluntary nonexchange transaction for use of the equipment with the Knickerbocker Bed Company (the Company). The agreement calls for annual payments of \$1 to the Agency for use of the equipment for a term of 5 years. At the end of the term, February 2028, the Agency shall sell the equipment to the Company for a purchase price of either: \$1, if the Company has created 176 full-time equivalent jobs at its facility, or 50% of the appraised value of the equipment. If applicable, at the discretion of the Company, the appraised value of the equipment shall be either the fair market value or the net book value of the equipment as depreciated over a 7-year period on a straight-line basis in accordance with U.S. GAAP.

The Agency has recorded this transaction in accordance with GASB Statement No. 33 "Accounting and Financial Reporting for Nonexchange Transactions." That statement requires the Agency to recognize an expense for the value of the benefit provided to the Company as eligibility requirements are met.

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2025

Note 5 **Equipment Contract Receivable - Continued**

Because the agreement stipulates that the Company must pay the Agency the appraised value of the equipment if the jobs created requirement is not met, the Agency has estimated the amount that would be paid and recorded a receivable totaling \$71,429, which remains the balance as of December 31, 2025. In the event the company meets the requirement at the end of the lease term, the Agency will eliminate the receivable and record an expense at that time.

Note 6 **Loan Receivable**

During the year, the Corporation entered into a forgivable loan agreement with Downtown Ithaca LDC II for \$90,000. The agreement calls for \$30,000 to be paid at the initiation of the agreement, with the remaining amount to be disbursed based project reporting by Downtown Ithaca LDC II. The loan receivable balance at December 31, 2025 was \$90,000. At the Agency's discretion, the loan may be forgiven based on the Agency's satisfaction of the project the proceeds were used for, the financial condition of the Agency, whether Downtown Ithaca LDC II or a third party exercises an option to purchase the property, and/or whether a third party requests financial assistance from the Agency for further development of the project.

Note 7 **Related Party Transactions**

During 2025, the Agency paid IAED \$475,314 for economic development and marketing services.

Note 8 **Commitments and Contingencies**

Commitments

During the year ended December 31, 2025, the Board of Directors of the Agency passed a resolution authorizing a 2026 budgetary commitment to IAED of \$483,320.

In addition to the commitment to IAED in 2025, the Agency also committed \$75,000 to support a housing study. Of the \$75,000 commitment, \$-0- has been disbursed, leaving a balance of \$75,000.

This leaves combined unrestricted net position of \$1,342,030.

Contingencies

The Agency and Corporation are exposed to various risks of loss related to, but not limited to, torts; theft of, damage to, and destruction of assets; errors and omissions; natural disasters. These risks are covered by commercial insurance purchased from independent third parties. Settled claims from these risks have not exceeded commercial insurance coverage for the past three years.

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2025

Note 8 **Commitments and Contingencies - Continued**

Financial Concentrations and Constraints

The Agency and Corporation have reviewed its concentrations and constraints in accordance with GASB Statement No. 102, "Certain Risk Disclosures." Based on this review, no events associated with said concentrations or constraints have been identified that are more likely than not to cause a substantial impact requiring additional disclosure.

Note 9 **Restatement**

During the year, the Agency corrected errors associated with its fee revenue. The Agency's December 31, 2024 net position has been restated to reflect the following:

Net Position Beginning of Year	\$ 2,257,456
Correction of an Error	<u>102,846</u>
Net Position Beginning of Year, as Restated	<u><u>\$ 2,360,302</u></u>

TOMPKINS COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

SCHEDULE OF INDEBTEDNESS
DECEMBER 31, 2025

<u>INDUSTRIAL DEVELOPMENT AGENCY</u>	<u>Month and Year</u>	<u>Current Interest Rate</u>	<u>Outstanding Beginning of Fiscal Year</u>	<u>Issued During Fiscal Year</u>	<u>Paid During Fiscal Year</u>	<u>Outstanding End of Fiscal Year</u>	<u>Final Maturity</u>
Family & Children's Services of Ithaca	01/2008	4.75%	\$ 1,239,512	\$ -	\$ 108,688	\$ 1,130,824	02/2033
Total			<u>\$ 1,239,512</u>	<u>\$ -</u>	<u>\$ 108,688</u>	<u>\$ 1,130,824</u>	

TOMPKINS COUNTY DEVELOPMENT CORPORATION

SCHEDULE OF INDEBTEDNESS DECEMBER 31, 2025

DEVELOPMENT CORPORATION	Month and Year	Current Interest Rate	Outstanding Beginning of Fiscal Year	Issued During Fiscal Year	Paid During Fiscal Year	Outstanding End of Fiscal Year	Final Maturity
Cayuga Medical Center at Ithaca, Inc.	9/2022	4.22%	\$ 21,380,822	\$ -	\$ 413,487	\$ 20,967,335	8/2052
Cayuga Medical Center at Ithaca, Inc.	5/2024	5.03%	8,325,000	-	-	8,325,000	6/2056
Ithaca College	09/2015	Fixed	20,070,000		1,085,000	18,985,000	7/2038
Ithaca College (Refinanced)	12/2017	Fixed	17,900,000		715,000	17,185,000	7/2041
Ithaca College	12/2018	Fixed	13,520,000		1,070,000	12,450,000	7/2034
Ithaca College	06/2020	Variable	31,351,383		931,104	30,420,279	7/2050
Ithacare Center Service Company (Refinanced)	12/2018	3.02%	10,207,222		429,500	9,777,722	1/2043
Franziska Racker Center	10/2011	4.0%	571,991		203,601	368,390	6/2027
TC3 Foundation	01/2013	5.0%	36,130,000		-	36,130,000	12/2038
Kendal	12/2014	4.0%-5.0%	24,390,000		-	24,390,000	7/2044
Kendal	1/2022	4%	5,190,000		-	5,190,000	7/2042
Kendal	1/2022	4%	4,055,000		1,025,000	3,030,000	7/2032
The William George Agency	12/2015	2.8%	649,736		133,333	516,403	12/2031
The William George Agency	12/2016	3.1%	2,039,353		120,000	1,919,353	12/2041
Total			\$ 195,780,507	\$ -	\$ 6,126,025	\$ 189,654,482	

See Independent Auditors' Report

TOMPKINS COUNTY INDUSTRIAL DEVELOPMENT AGENCY

SCHEDULE OF PROJECTS DECEMBER 31, 2025

Project Name	Exemption Period	2025 Exemption Type	Project Purpose*	Sales Tax Cap	2025 Sales Tax Exemptions	2025 Mortgage Tax Exemptions	2025 Payments in Lieu of Taxes	2025 Property Taxes if not Exempt	2025 Property Taxes Abated	2025 Total Exemptions	Existing Retained Jobs	Current Employment December 31, 2025
121 - 125 Lake Street, LLC (The Breeze)	2023-2026	STE	Real Estate	\$ 960,347	\$ 322,100	\$ -	\$ -	\$ -	\$ -	\$ 322,100	-	-
Carrowmoor Solar	2024-2026	STE	Electric/Solar	757,399	432,964	-	-	-	-	432,964	-	-
City Harbor	2021-2027	STE	Real Estate	2,736,433	-	-	-	-	-	-	-	-
Lit Thinking (Prostar)	2025-2027	STE	Manufacturing	98,000	124,389	-	-	-	-	124,389	-	-
Living Essence Massage Institute	2025-2027	STE	Services	31,800	4,795	-	-	-	-	4,795	-	4
Southworks (SHFT Capital)	2025-2034	STE	Real Estate	20,074,500	109,902	-	-	-	-	109,902	-	4
TE Medical, Inc.	2024-2026	STE	Manufacturing	72,000	30,486	-	-	-	-	30,486	-	11
Carpenter Park Mixed Use	2024-2037	PILOT/STE	Real Estate	2,900,000	765,355	-	67,619	47,314	(20,305)	745,500	-	-
BVSHF III (401 E State Street)	2021-2036	PILOT/MRT/STE	Real Estate	4,443,971	1,312,472	259,000	50,326	94,629	44,303	1,615,775	-	-
15 Royal Road (Emmy's Organics)	2021-2030	PILOT	Manufacturing	-	-	-	36,072	50,576	14,504	14,504	6	26
209-215 Dryden Assoc., LLC	2015-2066	PILOT	Real Estate	-	-	-	231,243	164,024	(67,219)	(67,219)	-	64
323T, LLC	2021-2030	PILOT	Real Estate	-	-	-	17,491	116,709	99,218	99,218	-	-
327 W Seneca (Visum Development Group)	2022-2032	PILOT	Real Estate	-	-	-	18,106	46,684	28,578	28,578	-	3
Arnot Ithaca 2	2024-2034	PILOT	Real Estate	-	-	-	56,777	719,180	662,403	662,403	-	-
Asteri Conference	2025-2035	PILOT	Services	-	-	-	-	-	-	-	-	15
Asteri Ithaca (Apts)	2022-2053	PILOT	Real Estate	-	-	-	-	670,375	670,375	670,375	27	4
Asteri Parking	2024-2053	PILOT	Other	-	-	-	-	294,964	294,964	294,964	1	-
Carey Building	2019-2028	PILOT	Real Estate	-	-	-	110,085	173,486	63,401	63,401	-	10
Carpenter Park Apartments	2024-2058	PILOT	Real Estate	-	-	-	18,316	214,492	196,176	196,176	-	1
Carpenter Park Medical Office Building (MOB)	2024-2051	PILOT	Services	-	-	-	21,960	514,151	492,191	492,191	-	96
Cascade Plaza (Hilton Garden Inn Bldg)	2005-2025	PILOT	Services	-	-	-	726,120	801,192	75,072	75,072	-	362
City Centre	2020-2029	PILOT	Real Estate	-	-	-	183,580	1,324,806	1,141,226	1,141,226	24	7
College Circle Association	2003-2043	PILOT	Real Estate	-	-	-	296,600	855,059	558,459	558,459	-	-
DRS NY Dryden I	2020-2039	PILOT	Electric/Solar	-	-	-	10,599	30,710	20,111	20,111	-	-
DRS NY Dryden II	2020-2039	PILOT	Electric/Solar	-	-	-	6,172	12,865	6,693	6,693	-	-
DRS NY Newfield I	2019-2038	PILOT	Electric/Solar	-	-	-	18,019	12,784	(5,235)	(5,235)	-	-
DRS NY Newfield II	2019-2038	PILOT	Electric/Solar	-	-	-	18,019	11,409	(6,610)	(6,610)	-	-
DRS NY Newfield III	2017-2038	PILOT	Electric/Solar	-	-	-	18,019	12,703	(5,316)	(5,316)	-	-
DRS NY Newfield IV	2021-2039	PILOT	Electric/Solar	-	-	-	10,599	29,632	19,033	19,033	-	-
DRS NY Newfield V - IV B as parcel merged	2021-2039	PILOT	Electric/Solar	-	-	-	10,599	29,632	19,033	19,033	-	-
Dryden Tompkins Solar I	2020-2048	PILOT	Electric/Solar	-	-	-	121,626	29,691	(91,935)	(91,935)	-	-
Dryden Tompkins Solar II	2021-2050	PILOT	Electric/Solar	-	-	-	64,946	33,412	(31,534)	(31,534)	-	-
Enfield Solar	2020-2039	PILOT	Electric/Solar	-	-	-	17,665	28,956	11,291	11,291	-	-
Ex Libris, LLC	2021-2035	PILOT	Real Estate	-	-	-	29,177	722,335	693,158	693,158	-	2
GPA Management (The Dean)	2025-2032	PILOT	Real Estate	-	-	-	148,252	148,252	-	-	-	-
Green Street Development Partners/The Ithaca	2023-2053	PILOT	Real Estate	-	-	-	18,926	1,208,097	1,189,171	1,189,171	-	6
Hancock and First	2019-2046	PILOT	Real Estate	-	-	-	63,339	192,412	129,073	129,073	-	2
Harolds Holding	2020-2031	PILOT	Real Estate	-	-	-	140,603	930,518	789,915	789,915	2	3
Hilton Canopy (Ithaca Downtown Assoc., LLC)	2019-2028	PILOT	Services	-	-	-	178,912	362,114	183,202	183,202	-	46
Hotel Ithaca (Holiday Inn/Lenroe)	2019-2025	PILOT	Services	-	-	-	336,996	375,362	38,366	38,366	-	70
Hotel Ithaca (Marriott)	2016-2026	PILOT	Services	-	-	-	424,695	522,983	98,288	98,288	78	63
Incedema	2021-2033	PILOT	Manufacturing	-	-	-	31,176	26,967	(4,209)	(4,209)	-	35
Ithaca Arthaus	2021-2030	PILOT	Real Estate	-	-	-	109,453	574,083	464,630	464,630	47	3
Ithaca Beer	2014-2026	PILOT	Manufacturing	-	-	-	74,923	85,626	10,703	10,703	-	18
Ithacare (Longview)	2019-2029	PILOT	CCRC	-	-	-	1	321,097	321,096	321,096	14	73
Knickerbocker Bed Company	2023-2033	PILOT	Manufacturing	-	-	-	78,690	110,115	31,425	31,425	37	85
Lansing Renewables Solar	2021-2040	PILOT	Electric/Solar	-	-	-	23,272	56,208	32,936	32,936	-	-
Mecklenburg Solar	2019-2038	PILOT	Electric/Solar	-	-	-	16,217	13,586	(2,631)	(2,631)	-	-
Nine Brown Road (Odyssey)	2007-2030	PILOT	Manufacturing	-	-	-	24,632	38,488	13,856	13,856	-	8
Nineteen Brown Road (O Squared Solutions BioScience)	2007-2025	PILOT	Manufacturing	-	-	-	104,954	117,260	12,306	12,306	125	164
NSF Enfield Solar 1	2025-2044	PILOT	Electric/Solar	-	-	-	21,000	3,867	(17,133)	(17,133)	240	-
NSF Enfield Solar 2	2025-2044	PILOT	Electric/Solar	-	-	-	21,000	5,109	(15,891)	(15,891)	3	-
NSF Enfield Solar 3	2025-2044	PILOT	Electric/Solar	-	-	-	21,000	4,570	(16,430)	(16,430)	158	-
Organic Nature, LLC (Green Star Coop)	2021-2027	PILOT	Retail	-	-	-	99,676	126,172	26,496	26,496	300	157
Salt Point Brewing Company	2023-2029	PILOT	Manufacturing	-	-	-	9,311	17,274	7,963	7,963	116	11
Therm, Inc.	2019-2025	PILOT	Manufacturing	-	-	-	70,256	73,039	2,783	2,783	-	132
Tompkins Trust HQ	2020-2029	PILOT	Finance	-	-	-	337,116	581,969	244,853	244,853	-	251
Transonic Systems	2011-2031	PILOT	Manufacturing	-	-	-	115,965	115,965	-	-	-	89
Twenty Thornwood (Macon)	2017-2030	PILOT	Real Estate	-	-	-	57,732	57,732	-	-	57	31
Total				\$ 32,074,450	\$ 3,102,463	\$ 259,000	\$ 4,687,832	\$ 13,110,635	\$ 8,422,803	\$ 11,784,266	1,235	1,856

STE = Sales Tax Exemption; MRT = Mortgage Recording Tax
PIF = PILOT Incremental Financing; PILOT = Payment in Lieu of Taxes

* Project Purpose as defined by NYS ABO



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

Board of Directors
Tompkins County Industrial Development Agency
Ithaca, 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 Tompkins County Industrial Development Agency (Agency), a component unit of the County of Tompkins, New York, and its blended component unit, Tompkins County Development Corporation (Corporation), which comprise the Statement of Net Position as of December 31, 2025, and the related Statements of Activities and Cash Flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated March 18, 2026.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Agency's and Corporation's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Agency's or Corporation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Agency's or Corporation'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 Agency's or Corporation'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.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Agency's and Corporation's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of This Report

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

Respectfully submitted,

A handwritten signature in black ink that reads "Insero & Co. CPAs, LLP". The signature is written in a cursive, slightly slanted style.

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York
March 18, 2026



**INDEPENDENT AUDITORS' REPORT ON COMPLIANCE WITH
§2925(3)(f) OF THE NEW YORK STATE PUBLIC AUTHORITIES LAW**

Board of Directors
Tompkins County Industrial Development Agency
Ithaca, 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 Tompkins County Industrial Development Agency (the Agency), a component unit of the County of Tompkins, New York, and its blended component unit, Tompkins County Development Corporation (the Corporation), as of and for the year ended December 31, 2025, and the related notes to the financial statements, which collectively comprise the Agency's and Corporation's basic financial statements, and have issued our report thereon dated March 18, 2026.

In connection with our audit, nothing came to our attention that caused us to believe that the Agency and Corporation failed to comply with the Agency's and Corporation's Investment Guidelines, the New York State (NYS) Comptroller's Investment Guidelines and §2925(3)(f) of the NYS Public Authorities Law (collectively, the Investment Guidelines), which is the responsibility of the Agency's and Corporation's management, insofar as they relate to the financial accounting knowledge of noncompliance with such Investment Guidelines. However, our audit was not directed primarily towards obtaining knowledge of noncompliance with such Investment Guidelines. Accordingly, had we performed additional procedures, other matters may have come to our attention regarding the Agency's and Corporation's noncompliance with the Investment Guidelines.

This report is intended solely for the information and use of management, the Board of Directors, and the Office of the State Comptroller of the State of New York. It is not intended to be, and should not be, used by anyone other than these parties.

Respectfully submitted,

Insero & Co. CPAs, LLP
Certified Public Accountants

Ithaca, New York
March 18, 2026

INSERO & Co. CPAs, LLP

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