

NEW YORK JOB DEVELOPMENT AUTHORITY

Meeting of the Members

Thursday

June 26, 2025 – 11:30 a.m.

AGENDA

I. CORPORATE ACTIONS

- A. Approval of the Minutes of the July 18, 2024 Members' and January 29, 2025 Meetings
- B. Annual Financial Reports – Approval of Certain Annual Financial Reports and Authorization to Take Related Actions
- C. Mission Statement, Related Performance Measurements and FY 2024-2025 Performance Measurement Report – Re-Examination of Mission Statement and Related Performance Measurements; and Acceptance of FY 2024-2025 Performance Measurement Report
- D. 2025 Procurement Guidelines - Adoption of Revised Guidelines for the Use, Awarding, Monitoring and Reporting of Procurement Contracts

II. FOR INFORMATION

- A. JDA Agriculture Loan Fund Program Update

Item I. A.

Minutes of the 7/18/24 Members' Meeting

DRAFT – SUBJECT TO REVIEW AND REVISION

NEW YORK JOB DEVELOPMENT AUTHORITY

Meeting of the Members

Held At:

Empire State Development
655 Third Avenue – 5th Floor Conference Room E
New York, New York 10017

With Video Conferencing To:

Empire State Development – Central New York Regional Office
620 Erie Boulevard West – Suite 112
Syracuse, New York 13204

and

Empire State Development – Finger Lakes Regional Office
225 East Avenue – Suite 101
Rochester, New York 14604

and

New York State Department of Agriculture and Markets
10B Airline Drive
Albany, New York 12235

July 18, 2024

MINUTES

Members Present: Hope Knight, Chair – Commissioner of NYS Department of Economic Development
Calvin Corriders
Benson Martin, Designee - Superintendent of NYS Department of Financial Services
Steve McGrattan, Designee - Commissioner of NYS Department of Agriculture and Markets
Christopher White, Designee - Commissioner of NYS Department of Labor
Javier Zapata

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JDA Staff: Joshua Bloodworth, General Counsel
Matthew Bray, Treasurer
Raymond Orlando, Chief Financial Officer
Debbie Royce, Acting Corporate Secretary

Present for ESD: Anthony Dalessio, Assistant Controller
Edwin Lee, Senior Vice President and Director - Economic
Incentives
Elizabeth Lusskin, Executive Vice President – Small Business &
Technology

Following the roll call and confirmation that a quorum was present, the meeting of the Members of the New York Job Development Authority (“JDA” or the “Authority”) was called to order at approximately 9:00 a.m. by Chair Knight. She reminded everyone to please mute themselves until they were ready to speak.

Next, Chair Knight noted that the meeting was being webcast and that the public had been given an opportunity to comment on the Agenda items by submitting their written comments at or before 12:00 p.m. yesterday. She further noted that no comments were received on any of the Agenda items.

Chair Knight stated the Members had received the written materials in advance of the meeting and were allowed to asked questions at any time during the presentations.

Next, the Chair asked the Members if anyone had any conflict of interest to note on any of the Agenda items and no conflicts were noted at this time.

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Chair Knight then called on Matthew Bray, JDA’s Treasurer, to present the only item on today’s Agenda relating to the election of certain Directors to the New York Energy Finance Development Corporation.

Mr. Bray explained that the Members were being asked to approve the appointment of Directors to a new Local Development Corporation (“LDC”) which was being formed. He advised the State was asked to facilitate the financing or refinancing of one or more energy-related projects which will further a public purpose that would be eligible to be funded in whole or in part with tax-exempt bonds.

Mr. Bray further explained that at the April 9, 2024 JDA Members’ Meeting, the Authority authorized the formation of an LDC with the purpose of issuing obligations to finance or refinance eligible projects called the New York Energy Finance Development Corporation. He stated that it will have a membership body appointed by the Governor of New York State and the Authority, with each electing up to three Directors.

On behalf of the Authority, Mr. Bray proposed that Robert Kwon, ESD’s Vice President of Portfolio Management; Elizabeth Lusskin, ESD’s Executive Vice President of Small Business and Technology Development; and Anthony Dalessio, ESD’s Assistant Controller be elected as Directors of the new LDC, the New York Energy Finance Development Corporation.

Mr. Bray advised that Mr. Kwon’s term will expire at the annual meeting held in 2025,

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Ms. Lusskin’s term will expire at the annual meeting in 2026 and Mr. Dalessio’s term will expire at the annual meeting in 2027.

Following the full presentation, the Chair called for questions or comments from the Members. Hearing none, and noting there were no comments from the public, the following Resolution was unanimously adopted:

NEW YORK JOB DEVELOPMENT AUTHORITY – New York Energy Finance Development Corporation – Election of Directors by the New York Job Development Authority

WHEREAS, the New York Job Development Authority (the “Authority”) is the Class B Member of the to be formed local development corporation (the “Corporation”) created with the purpose of issuing obligations bonds (including tax-exempt bonds or other federally tax-advantaged obligations) to finance or refinance energy related and other eligible projects; and

WHEREAS, the Class B Member may elect up to three members of the Corporation’s Board of Directors (each a “Director”); now therefore be it

RESOLVED, that Robert Kwon, Elizabeth Lusskin and Anthony Dalessio be and are elected by the Class B Member to serve as Directors of the Corporation, Robert Kwon for a term expiring at the annual meeting of the members to be held in 2025, Elizabeth Lusskin for a term expiring at the annual meeting of the members to be held in 2026 and Anthony Dalessio for a term expiring at the annual meeting of the members to be held in 2027, or until he or she resigns or is removed.

There being no further business, the meeting was adjourned at 9:09 a.m.

Respectfully submitted,

Debbie Royce
Acting Corporate Secretary

Minutes of the 1/29/25 Members' Meeting

DRAFT – SUBJECT TO REVIEW AND REVISION

NEW YORK JOB DEVELOPMENT AUTHORITY

Meeting of the Members

Held At:

Empire State Development
655 Third Avenue – 6th Floor Conference Room B
New York, NY 10017

With Video Conferencing To:

New York State Department of Labor
W.A. Harriman Campus, Building 12
Albany, NY 12240

and

New York State Department of Agriculture and Markets
10B Airline Drive
Albany, NY 12235

and

Empire State Development – Western New York Regional Office
95 Perry Street
Buffalo, NY 14203

and

Empire State Development – Central New York Regional Office
620 Erie Boulevard West – Suite 112
Syracuse, NY 13204

and

Empire State Development – Finger Lakes Regional Office
225 East Avenue – Suite 101
Rochester, NY 14604

DRAFT – SUBJECT TO REVIEW AND REVISION

January 29, 2025

MINUTES

Members Present: Hope Knight, Chair - Commissioner of NYS Department of Economic Development
Calvin Corriders
Sarita Heffernan - Designee, Commissioner of NYS Department of Agriculture and Markets
Benson Martin, Designee - Superintendent of NYS Department of Financial Services
Dana Politis, Designee - Commissioner of NYS Department of Labor
Javier Zapata

JDA Staff: Joshua Bloodworth, General Counsel
Anthony Dalessio, Controller
Raymond Orlando, Chief Financial Officer
Debbie Royce, Acting Corporate Secretary

Present for ESD: Felisa Hochheiser, Director of Compliance
Doug Janese, Senior Counsel - Corporate/Real Estate
Ray Salaberrios, Senior Vice President - Division of Small Business - Capital Access

Following the roll call and confirmation that a quorum was present, the meeting of the Members of New York Job Development Authority (“JDA” or the “Authority”) was called to order at approximately 10:30 a.m. by Chair Knight. She then asked everyone to please mute themselves until they were ready to speak.

Next, Chair Knight noted that the meeting was being webcast and that the public had been given an opportunity to comment on the Agenda items by submitting their written comments at or before 4:30 p.m. yesterday. She noted that no comments were received on any of the Agenda items.

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Chair Knight stated the Members had received the written materials in advance of the meeting and were allowed to asked questions at any time during the presentations.

Next, the Chair asked the Members if anyone had any conflict of interest to note on any of the Agenda items and no conflicts were noted at this time.

Next, Chair Knight called for a motion to approve the Minutes of the June 24, 2024 Members’ Meeting.

There being no changes or corrections, upon motion duly made and seconded, the following Resolution was unanimously adopted:

APPROVAL OF THE MINUTES AND RATIFICATIONS OF ACTIONS TAKEN AT THE JUNE 24, 2024 MEMBERS’ MEETING OF THE NEW YORK JOB DEVELOPMENT AUTHORITY

RESOLVED, that the Minutes of the meeting of the Authority held on June 24, 2024 as presented to this meeting, are hereby approved and all actions taken by the Members present at such meeting, as set forth in such Minutes, are hereby in all respects ratified and approved as actions of the Authority.

* * *

Chair Knight then called on Doug Janese, ESD’s Senior Counsel – Corporate/Real Estate, to present the final item on the Agenda which related to the disposition of property owned by JDA for the Members’ consideration.

Mr. Janese explained that the Members were being asked to approve the sale of a

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parcel of land, located in Ocala, Florida, commonly known as 0 Pine Track Place. He further explained the sale would be to private developer, ROI Land Company for the sum of \$30,000. He advised that 0 Pine Track Place is a vacant parcel of land, consisting of approximately 23,000 square-feet, that was acquired by the Authority in the mid-1990's as part of a settlement with the prior owner who defaulted on a loan provided by the Authority in 1987.

Mr. Janese further explained that since the Authority acquired the land, various efforts have been made to divest itself from the property without success. He stated the Authority continued to pay taxes on the property with over \$10,000 expended from 1996 to 2023.

Mr. Janese noted that in early 2024, two companies approached the Authority to acquire the property and in response to those inquiries, the Authority had the property appraised and advertised for sale in the *Ocala Star Banner* and *Marketplace Ocala Online*. He advised two offers were received with the highest offer coming from ROI Land Company in the amount of \$30,000.

Mr. Janese further noted that this proposed sale, is in compliance with the Public Authorities Law, having been marketed and publicly advertised for sale, being appraised in the amount of \$30,000 and sold for the fair market value of \$30,000.

Mr. Janese explained there was no reason for the Authority to continue to hold onto this property as it is located out of State and continues to be a drain of the Authority's

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resources without providing any benefits to the Authority or New York State. He also noted that since it does not involve an acquisition, financing or construction of a project by ESD, its subsidiary or JDA, it does not require approval by the Public Authorities Control Board.

Following the full presentation, the Chair called for questions or comments. Member Corriders asked if ESD owns a lot of property located out of State.

Mr. Janese stated that this was the only property owned by the Authority that was located out of state, which was acquired incidentally through the collateral of a defaulted loan as noted.

Chair Knight then called any further questions or comments. Hearing none, and noting that no comments were received from the public, upon motion duly made and seconded, the following Resolution was unanimously adopted:

Property Disposition – State of Florida – 0 Pine Track Place, Ocala, Florida – Authorization to Dispose of Real Property in Accordance with the Applicable Provisions of the New York Job Development Authority Act and Public Authorities Law; Determination of No Significant Effect on the Environment; and Authorization to Take Related Actions

RESOLVED, that, on the basis of the materials presented to this meeting (the “Materials”), the New York Job Development Authority (the “Authority”) hereby finds it is necessary and convenient to dispose of certain real property located at 0 Pine Track Place in the City of Ocala, Florida for the fair market value sum of \$30,000; and be it further

RESOLVED, that based on the Materials with respect to the authorization to dispose of real property located at 0 Pine Track Place in the City of Ocala, Florida, the Authority hereby determines that the proposed action will not have a significant effect on the environment; and

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be it further

RESOLVED, that the officers of the Authority, or any such officer’s designee, be, and each of them hereby is, authorized and directed in the name and on behalf of the Authority to execute and deliver any and all documents and to take any and all actions necessary or proper, in their respective sole discretion, as may be necessary or appropriate to effectuate the foregoing resolutions.

* * *

There being no further business, the meeting was adjourned at 10:37 a.m.

Respectfully submitted,

Debbie Royce
Acting Corporate Secretary

Item I. B.

FOR CONSIDERATION

June 26, 2025

TO: The Members

FROM: Hope Knight

SUBJECT: Annual Financial Reports

REQUEST FOR: Approval of Certain Annual Financial Reports and Authorization to Take Related Actions

I. Background

The Public Authorities Law (the “Law”) requires annual approval by the New York Job Development Authority (the “Authority”) and certifications by the President and Chief Executive Officer and Acting Chief Financial Officer/Controller of certain annual financial reports (the “Report”). The Report consists of financial information set forth in the independent audit required by the Law. The independent audit (the “Audit”), entitled New York Job Development Authority Combined Financial Statements and Independent Auditors’ Report March 31, 2025 and 2024 (the “Combined Financial Statements”) which contains the required information, is attached hereto.

II. The Report

The Report includes the following:

1. Independent Auditors’ Report (pages 1-3)
 - In this report the independent audit firm enumerates both Management’s and Auditors’ Responsibility and renders its opinion as to whether the Combined Financial Statements present fairly, in all material respects, the financial position, changes in financial position and cash flows of the Authority as of March 31, 2025 and 2024 in accordance with accounting principles generally accepted in the United States of America.

This report contains an unmodified (clean) opinion reflecting that the Combined Financial Statements present fairly, in all material respects, the financial position, changes in financial position and cash flows of the Authority, as of March 31, 2025 and 2024 in accordance with accounting principles generally accepted in the United States of America.

2. Management's Discussion and Analysis (pages 4-10)
 - This is not part of the basic financial statements, but is supplementary information required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic combined financial statements in an appropriate operational, economic, or historical context. The auditors applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, but do not express an opinion.
3. Combined Financial Statements, including Notes (pages 11-27)
 - Combined Statements of Net Position (page 11);
 - Combined Statements of Revenue, Expenses and Changes in Net Position (page 12);
 - Combined Statements of Cash Flows (pages 13-14); and
 - Notes to Combined Financial Statements (pages 15-27).
4. 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 (pages 28-29)
 - In this report, which is addressed to the Authority Members, includes the definition of a deficiency in internal control over financial reporting, a material weakness and a significant deficiency and reports whether the audit firm has discovered any deficiencies in internal control that would be considered material weaknesses or significant deficiencies. The report also includes the audit process for obtaining reasonable assurance that the combined financial statements are free from material misstatement through tests of the Authority's compliance with certain provisions of laws, regulations, contracts and grant agreements, non-compliance with which could have a direct and material effect on the combined financial statements.

This report indicates that for the limited purpose of determining the audit procedures, no deficiencies in internal control that would be considered material weaknesses were identified and for the purpose of assuring that the combined financial statements are free from material misstatement, disclosed no instances of non-compliance or other matters that are required to be reported under Government Auditing Standards.

5. Independent Auditors' Report on Investment Compliance and Report on Internal Control over Compliance Required by the Investment Guidelines (pages 30-32)
 - In this report, which is addressed to the Authority Members, includes sections defining Management's and Auditors' Responsibility and an opinion whether the Authority exercised compliance with the requirements of Section 201.3 of Title Two of the Official Compilation of Codes, Rules, and Regulations of the State of New York. In addition, the report includes all deficiencies that are considered to be significant deficiencies or material weaknesses in internal control; fraud and noncompliance with provisions of laws and regulations that have a material impact on the Authority's compliance with Section 201.3 of Title Two of the Official Compilation of Codes, Rules, and Regulations of the State of New York and any other instances that warrant the attention of those charged with governance; noncompliance with provisions of contracts and grant agreements, and abuse that has a material effect on the subject matter.

This report indicates that the Authority complied, in all material respects, with Section 201.3 of Title Two of the Official Compilation of Codes, Rules, and Regulations of the State of New York for the year ended March 31, 2025 and there are no matters that are required to be reported in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards.

III. Report to the Members

This report provides the Members with information about the auditors' responsibilities under auditing standards generally accepted in the United States of America, Government Auditing Standards and OMB Uniformed Guidance, as well as information related to the planned scope and timing of their audit. Professional standards also require that the auditors communicate other information including significant accounting policies, accounting estimates, significant disclosures, difficulties encountered in performing the audit, corrected and uncorrected misstatements, disagreements with management, management representations, management consultations with other independent accountants, other audit findings or issues, and other matters.

IV. Related Filing Requirements

As required under the Law, certain annual reports, including various reports not of a financial nature, but including the Report, will be submitted to the Governor, the Chairman and ranking minority member of the Senate Finance Committee, the Chairman and ranking minority member of the Assembly Ways and Means Committee and the State Comptroller, within ninety (90) days after the end of the Authority's fiscal year, but not later than June 30th.

As also required by the Law, the Audit will be submitted to the Governor, the Chairman and ranking minority member of the Senate Finance Committee, the Chairman and ranking minority member of the Assembly Ways and Means Committee and the State Comptroller, within thirty (30) days after receipt thereof by the Authority, but not later than June 30th.

V. Certifications

The Report has been certified in writing by the President and Chief Executive Officer and Chief Financial Officer of the Authority that based on the officer's knowledge: (a) the information provided therein is accurate, correct and does not contain any untrue statement of material fact; (b) does not omit any material fact which, if omitted, would cause the Report to be misleading in light of the circumstances under which such statements are made; and (c) fairly presents, in all material respects, the financial condition and results of operations of the Authority as of, and for, the periods presented in the Report.

Attachments

Resolution

Certifications

New Job Development Authority Combined Financial Statements and Independent Auditors' Report March 31, 2025 and 2024

June 26, 2025

NEW YORK JOB DEVELOPMENT AUTHORITY (the "Authority") – Annual Financial Reports -
Approval of Certain Annual Financial Reports and Authorization to take Related Actions

WHEREAS the Authority wishes to comply with §2800 of the Public Authorities Law (the "Law"), which mandates that public benefit corporations annually prepare certain financial reports (the "Report"), which for the Authority consists of the independent audit;

WHEREAS an independent audit is required by §2802 of the Law;

WHEREAS §2800 of said Law also requires the annual approval by the Members and certifications by the President and Chief Executive Officer and Chief Financial Officer of the Report;

WHEREAS an independent audit has been prepared for the fiscal year ended March 31, 2025;

WHEREAS, the Authority has reviewed said Report and found it to be satisfactory; and

NOW, THEREFORE, based on the materials submitted herewith, IT IS HEREBY RESOLVED that the Report is hereby approved; and it is further

RESOLVED, that the President and Chief Executive Officer, Chief Financial Officer, Controller, Treasurer or their designees be, and each of them hereby is, authorized and empowered to submit said Report, as required by law, and to take such action and execute such agreements and instruments as he or she may consider necessary or desirable or appropriate in connection with the implementation and approval of the Report and to take related actions.

* * *

CERTIFICATION

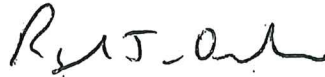
I hereby certify that to the best of my knowledge (a) the information provided in the New York Job Development Authority Combined Financial Statements and Independent Auditors' Report for the years ended March 31, 2025 and 2024 is accurate, correct and does not contain any untrue statement of material fact; (b) does not omit any material fact which, if omitted, would cause the financial statements to be misleading in light of the circumstances under which such statements are made; and (c) fairly presents in all material respects the financial condition and results of operations of the New York Job Development Authority as of, and for, the periods presented in the financial statements.



Hope Knight
President and Chief Executive Officer

CERTIFICATION

I hereby certify that to the best of my knowledge (a) the information provided in the New York Job Development Authority Combined Financial Statements and Independent Auditors' Report for the years ended March 31, 2025 and 2024 is accurate, correct and does not contain any untrue statement of material fact; (b) does not omit any material fact which, if omitted, would cause the financial statements to be misleading in light of the circumstances under which such statements are made; and (c) fairly presents in all material respects the financial condition and results of operations of the New York Job Development Authority as of, and for, the periods presented in the financial statements.



Raymond Orlando
Chief Financial Officer

REPORT TO THE MEMBERS OF THE AUTHORITY

June 5, 2025

The Members of the Authority
New York Job Development Authority:

We have audited the combined financial statements of New York Job Development Authority (the "Authority") as of and for the year ended March 31, 2025 and have issued our report dated June 5, 2025. Professional standards require that we provide you with information about our responsibilities under auditing standards generally accepted in the United States of America and Government Auditing Standards, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our engagement letter. Professional standards also require that we communicate to you the following information related to our audit.

Significant Accounting Policies

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Authority are described in note 2 to the combined financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2025. We noted no transactions entered into by the Authority during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the combined financial statements in the proper period.

Accounting Estimates

Accounting estimates are an integral part of the combined financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the combined financial statements and because of the possibility that future events affecting them may differ significantly from those expected.

For the year ended March 31, 2025, we evaluated the key factors and assumptions used to develop these estimates in determining that these estimates are reasonable in relation to the combined financial statements taken as a whole.

Significant Disclosures

The combined financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. There were no material misstatements or audit adjustments detected as a result of our audit.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the combined financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have received certain representations from management that are included in the management representation letter.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Authority's combined financial statements or a determination of the type of auditors' opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Authority's auditors. The result of those discussions was not a condition to our retention.

Other Matters

We applied certain limited procedures to Management's Discussion and Analysis, which is required supplementary information (RSI) that supplements the combined financial statements. Our procedures consisted of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the combined financial statements, and other knowledge we obtained during our audit of the combined financial statements. We did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

* * * * *

This information is intended solely for the use of the Authority members and management of New York Job Development Authority and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

EFPR Group, CPAs, PLLC

EFPR GROUP, CPAs, PLLC

NEW YORK JOB DEVELOPMENT AUTHORITY

Combined Financial Statements
and Independent Auditors' Report

March 31, 2025 and 2024

NEW YORK JOB DEVELOPMENT AUTHORITY

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INDEPENDENT AUDITORS' REPORT

The Authority Members
New York Job Development Authority:

Report on the Audit of the Combined Financial Statements

Opinion

We have audited the accompanying combined financial statements of the New York Job Development Authority (the "Authority"), a component unit of the State of New York, as of and for the years ended March 31, 2025 and 2024, and the related notes to combined financial statements, which collectively comprise the Authority's basic combined financial statements as listed in the table of contents.

In our opinion, the combined financial statements referred to above present fairly, in all material respects, the financial position of the Authority, as of March 31, 2025 and 2024, and the changes in financial position and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Combined Financial Statements

Management is responsible for the preparation and fair presentation of the combined 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 combined financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the combined financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority'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 Combined Financial Statements

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

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

- Exercise professional judgment and maintain professional skepticism throughout the audits.
- Identify and assess the risks of material misstatement of the combined 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 combined financial statements.
- Obtain an understanding of internal control relevant to the audits 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 Authority'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 combined financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority'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 audits, significant audit findings, and certain internal control-related matters that we identified during the audits.

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 combined financial statements. Such information is the responsibility of management and, although not a part of the basic combined 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 combined financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, 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 combined financial statements, and other knowledge we obtained during our audit of the basic combined 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.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated June 5, 2025 on our consideration of the Authority'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 Authority'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 Authority's internal control over financial reporting and compliance.

EFPR Group, CPAs, PLLC

Williamsville, New York
June 5, 2025

NEW YORK JOB DEVELOPMENT AUTHORITY
Management's Discussion and Analysis
March 31, 2025 and 2024

Our discussion and analysis of the New York Job Development Authority's ("JDA" or "Authority") financial performance provides an overview of the Authority's financial activities for the fiscal years ended March 31, 2025 and 2024. Please read it in conjunction with the Authority's combined financial statements.

Overview

During the fiscal year ended March 31, 2025, the Authority continued its mission to spur job growth and capital investment in New York State (the "State") by using the authority granted to it and by leveraging State-guaranteed bonds to support low interest loans to manufacturers and other targeted industries throughout the State. The loan program provides financing to encourage the growth of manufacturing and other private sector business in the State without requiring appropriation of taxpayers' funds.

Since 1995, the Authority has done business as Empire State Development ("ESD") and has been administratively consolidated with the New York State Urban Development Corporation ("UDC") d/b/a Empire State Development. The Authority had a restricted net position balance of \$207.9 million and \$190.9 million at March 31, 2025 and 2024, respectively. The 2025 and 2024 net position of JDA is a result of improved collections of the reserved loans in the loan portfolio, the absorption of personnel costs by UDC, and the consolidation of the net position of the New York Liberty Development Corporation ("NYLDC"), Brooklyn Arena Local Development Corporation ("BALDC") and New York Transportation Development Corporation ("NYTDC").

NYLDC was created in 2002 to provide a vehicle for the State to issue Liberty Bonds in the wake of the terrorist attacks of September 11, 2001. BALDC was created in November 2008 to finance certain components of the Atlantic Yards Land Use Improvement and Civic Project. NYTDC was created in 2015 to relieve and reduce unemployment, to promote and provide for additional and maximum employment, to improve, better and maintain job opportunities, and to lessen the burdens of government in the State.

In October 2003, the Authority created the Empire State Local Development Corporation ("ESLDC"), which has state-wide jurisdiction to carry out various economic development initiatives through the use of pass-through grants received from outside sources.

In June 2010, the Authority created the Canal Side Local Development Corporation ("CSLDC") and filed the certificate of incorporation in February 2012. CSLDC was created to help facilitate the financing of the Canal Side Land Use Improvement Project in Buffalo.

In April 2024, the Authority created the New York Energy Finance Development Corporation ("NYEFDC") to relieve and reduce unemployment, to promote and provide for additional and maximum employment, to improve, better and maintain job opportunities, and to lessen the burdens of government in the State.

NEW YORK JOB DEVELOPMENT AUTHORITY
Management's Discussion and Analysis, Continued

Summarized Statements

The following is a summary of the Authority's financial information as of and for the years ended March 31, 2025, 2024 and 2023:

Summary of Combined Statements of Net Position

	<u>2025</u>	<u>2024</u>	<u>2023</u>
Assets			
Cash and equivalents, restricted cash and temporary investments	\$ 226,086,161	206,970,974	189,165,473
Accrued interest receivable	58,069	39,565	42,858
Prepaid insurance	-	6,925	2,070
Loans receivable, net	<u>16,392,866</u>	<u>17,751,789</u>	<u>19,828,788</u>
Total assets	<u>242,537,096</u>	<u>224,769,253</u>	<u>209,039,189</u>
Liabilities			
Due to New York State Urban Development Corporation	29,730,343	28,765,930	27,878,395
Accounts payable and accrued expenses	<u>131,007</u>	<u>590,683</u>	<u>90,057</u>
Total liabilities	<u>29,861,350</u>	<u>29,356,613</u>	<u>27,968,452</u>
Deferred inflows of resources - unearned income	<u>4,733,299</u>	<u>4,517,492</u>	<u>6,045,138</u>
Net position - restricted	\$ <u>207,942,447</u>	<u>190,895,148</u>	<u>175,025,599</u>

NEW YORK JOB DEVELOPMENT AUTHORITY
Management's Discussion and Analysis, Continued

Summary of Combined Statements of Revenue,
Expenses and Changes in Net Position

	<u>2025</u>	<u>2024</u>	<u>2023</u>
Operating revenue:			
Loan interest	\$ 751,592	766,828	721,737
Grant income	-	1,840,727	-
Bond fee income	5,383,719	4,904,460	23,342,551
Other revenue	<u>1,719,410</u>	<u>1,588,595</u>	<u>844,315</u>
Total operating revenue	<u>7,854,721</u>	<u>9,100,610</u>	<u>24,908,603</u>
Operating expenses:			
Provision for loss on loans receivable and loan guarantees	-	13,333	175,466
Credit and bond related fees	55,000	46,000	60,000
General and administrative	88,646	74,421	128,005
Grant expense	<u>-</u>	<u>1,840,727</u>	<u>-</u>
Total operating expenses	<u>143,646</u>	<u>1,974,481</u>	<u>363,471</u>
Operating income	<u>7,711,075</u>	<u>7,126,129</u>	<u>24,545,132</u>
Non-operating revenue (expenses):			
Investment income	10,235,335	9,641,216	4,102,065
Unrealized loss in fair value of investments	-	-	(3,770)
Interest expense	<u>(899,111)</u>	<u>(897,796)</u>	<u>(474,641)</u>
Non-operating revenue (expenses), net	<u>9,336,224</u>	<u>8,743,420</u>	<u>3,623,654</u>
Change in net position	17,047,299	15,869,549	28,168,786
Net position - restricted at beginning of year	<u>190,895,148</u>	<u>175,025,599</u>	<u>146,856,813</u>
Net position - restricted at end of year	\$ <u>207,942,447</u>	<u>190,895,148</u>	<u>175,025,599</u>

NEW YORK JOB DEVELOPMENT AUTHORITY
Management's Discussion and Analysis, Continued

Liquidity

Fiscal Year Ended March 31, 2025

The Authority's Cash and equivalents, restricted cash and temporary investments totaled approximately \$226.1 million and \$207.0 million at March 31, 2025 and 2024, respectively. The \$19.1 million increase is primarily due to the following:

- Bond fee income generated cash of \$5.4 million related to NYTDC bonds and other debt issuances of approximately \$4,495.6 million;
- Loan principal and interest collections of \$2.2 million;
- Bond administration and application fee receipts of \$1.7 million; and
- Interest on investments of \$10.2 million.

These increases are offset by \$0.1 million in bond expenses and \$0.3 million of Transportation Economic Development and Infrastructure Renewal program grant disbursements.

The Authority's Loans receivable, net balance totaled \$16.4 million and \$17.8 million at March 31, 2025 and 2024, respectively. The \$1.4 million decrease is primarily due to loan principal collections totaling \$1.5 million offset by a decrease in the allowance of \$0.1 million.

Cash generated from operations exceeded the Authority's operating requirements for the year ended March 31, 2025 by approximately \$7.7 million, primarily due to receipt of the following:

- Bond fee income of \$5.4 million related to NYTDC bond and other debt issuances;
- Loan interest income of \$0.7 million; and
- Other operating cash receipts of \$1.7 million related to contractual and program related fees.

These receipts are offset by \$0.1 million in cash paid for bond expenses.

Fiscal Year Ended March 31, 2024

The Authority's Cash and equivalents, restricted cash and temporary investments totaled approximately \$207.0 million and \$189.2 million at March 31, 2024 and 2023, respectively. The \$17.8 million increase is primarily due to the following:

- Bond fee income generated cash of \$4.9 million related to NYTDC bond and other debt issuances of approximately \$3,013.3 million;
- Loan and financing arrangements principal and interest collections of \$3.2 million;
- Bond administration and application fee receipts of \$1.4 million; and
- Interest on investments of \$9.6 million.

These increases are offset by \$0.2 million of new loan disbursements, \$0.1 million in general and administrative expenses and \$1.0 million of Transportation Economic Development and Infrastructure Renewal program grant disbursements.

NEW YORK JOB DEVELOPMENT AUTHORITY
Management's Discussion and Analysis, Continued

The Authority's Loans receivable, net balance totaled \$17.8 million and \$19.8 million at March 31, 2024 and 2023, respectively. The \$2.0 million decrease is primarily due to \$0.2 million of new loans issued and a decrease in the allowance of \$0.2 million offset by loan principal collections totaling \$2.0 million.

Cash generated from operations exceeded the Authority's operating requirements for the year ended March 31, 2024 by approximately \$6.9 million, primarily due to receipt of the following:

- Bond fee income of \$4.9 million related to NYTDC bond and other debt issuances;
- Loan and financing arrangements interest income of \$0.7 million; and
- Other operating cash receipts of \$1.4 million related to contractual and program related fees.

These receipts are offset by \$0.1 million in cash paid for general and administrative expenses.

Change in Net Position

Fiscal Year Ended March 31, 2025

The change in net position for the Fiscal Year ended March 31, 2025 was \$17.0 million compared with \$15.9 million in fiscal 2024. The \$1.1 million increase is primarily due to the following increases:

- Bond fee income increase of \$0.5 million related to NYTDC bond issuances; and
- Interest on investments increase of \$0.6 million.

Fiscal Year Ended March 31, 2024

The change in net position for the Fiscal Year ended March 31, 2024 was \$15.9 million compared with \$28.2 million in fiscal 2023. The \$12.3 million decrease is primarily due to the following decreases:

- Bond fee income of \$18.4 million related to NYTDC bond issuances; and
- Provision for loss on loans receivable, loan guarantees and financing arrangements of \$0.2 million.

These decreases are offset by the following increases:

- Increase in investment income, including change in fair value of \$5.5 million; and
- Increase in other revenue of \$0.8 million.

NEW YORK JOB DEVELOPMENT AUTHORITY
Management's Discussion and Analysis, Continued

Revenue

Fiscal Year Ended March 31, 2025

Operating revenue was approximately \$7.9 million in fiscal 2025 compared to \$9.1 million in fiscal 2024. The \$1.2 million decrease is primarily due to a decrease in grant income of \$1.8 million, offset by increases in Bond fee income of \$0.5 million related to NYTDC bond issuances and other revenue of \$0.1 million.

Grant income through ESLDC decreased by \$1.8 million.

Bond fee income increased by approximately \$0.5 million due to an increase in NYTDC bonds and other debt issuances during the fiscal year.

Other revenue increased by approximately \$0.1 million, primarily due to an increase in application and commitment fees.

Non-operating revenue increased by \$0.6 million due to higher interest rates on investments throughout the year.

Fiscal Year Ended March 31, 2024

Operating revenue was approximately \$9.1 million in fiscal 2024 compared to \$24.9 million in fiscal 2023. The \$15.8 million decrease is primarily due to a decrease in Bond fee income of \$18.4 million related to NYTDC bond issuances, offset by increases to grant income of \$1.8 million and other revenue of \$0.8 million.

Bond fee income decreased by approximately \$18.4 million due to a decrease in NYTDC bond and other debt issuances during the fiscal year.

Grant income through ESLDC increased by \$1.8 million.

Other revenue increased by approximately \$0.8 million, primarily due to an increase in application and commitment fees.

Non-operating revenue increased by \$5.1 million due to higher interest rates on investments throughout the year.

NEW YORK JOB DEVELOPMENT AUTHORITY
Management's Discussion and Analysis, Continued

Expenses

Fiscal Year Ended March 31, 2025

Operating expenses were \$0.2 million for the fiscal year ended March 31, 2025, compared to \$2.0 million for the Fiscal Year ended March 31, 2024. The \$1.8 million decrease is primarily due to a \$1.8 million decrease in grant expense.

During the Fiscal Year, no new loans were issued. There was one new Special Purpose Fund loan approved for \$0.8 million, but not closed.

Fiscal Year Ended March 31, 2024

Operating expenses were \$2.0 million for the fiscal year ended March 31, 2024, compared to \$0.4 million for the Fiscal Year ended March 31, 2023. The \$1.6 million increase is primarily due to a \$1.8 million increase in grant expense offset by a \$0.2 million reduction in provision for loss on loans receivable, loan guarantees and financing arrangements.

During the Fiscal Year, \$0.2 million of new loans were issued through the JDA Agriculture Loan Fund Program. This program was created to select lenders authorized to make loans to State agribusiness firms with limited access to capital, aside from their own capital contributions. There were no loans approved, but not closed.

Request for Information

This financial report is designed to provide a general overview of the New York Job Development Authority's finances. Questions concerning any of the information provided in this report, or requests for additional financial information should be addressed to the Chief Financial Officer, New York Job Development Authority d/b/a Empire State Development, 655 Third Avenue, New York, New York 10017.

COMBINED FINANCIAL STATEMENTS

NEW YORK JOB DEVELOPMENT AUTHORITY
 Combined Statements of Net Position
 March 31, 2025 and 2024

Assets	<u>2025</u>	<u>2024</u>
Cash and equivalents	\$ 3,233,199	4,373,117
Cash and equivalents - restricted	57,057	57,057
Temporary investments in marketable securities	222,795,905	202,540,800
Accrued interest receivable	58,069	39,565
Prepaid insurance	-	6,925
Loans receivable, net of allowance of \$1,379,477 in 2025 and \$1,436,582 in 2024	<u>16,392,866</u>	<u>17,751,789</u>
Total assets	<u>242,537,096</u>	<u>224,769,253</u>
 Liabilities		
Due to New York State Urban Development Corporation	29,730,343	28,765,930
Accounts payable and accrued expenses	<u>131,007</u>	<u>590,683</u>
Total liabilities	<u>29,861,350</u>	<u>29,356,613</u>
 Deferred inflows of resources - unearned income	<u>4,733,299</u>	<u>4,517,492</u>
Commitments and contingencies (notes 9 and 10)	<u> </u>	<u> </u>
 Net position - restricted	<u>\$ 207,942,447</u>	<u>190,895,148</u>

See accompanying notes to combined financial statements.

NEW YORK JOB DEVELOPMENT AUTHORITY
 Combined Statements of Revenue, Expenses and Changes in Net Position
 Years ended March 31, 2025 and 2024

	<u>2025</u>	<u>2024</u>
Operating revenue:		
Loan interest	\$ 751,592	766,828
Grant income	-	1,840,727
Bond fee income	5,383,719	4,904,460
Other revenue	<u>1,719,410</u>	<u>1,588,595</u>
Total operating revenue	<u>7,854,721</u>	<u>9,100,610</u>
Operating expenses:		
Provision for loss on loans receivable and loan guarantees	-	13,333
Credit and bond related fees	55,000	46,000
General and administrative	88,646	74,421
Grant expense	<u>-</u>	<u>1,840,727</u>
Total operating expenses	<u>143,646</u>	<u>1,974,481</u>
Operating income	<u>7,711,075</u>	<u>7,126,129</u>
Non-operating revenue (expenses):		
Investment income	10,235,335	9,641,216
Interest expense - New York State Urban Development Corporation	<u>(899,111)</u>	<u>(897,796)</u>
Non-operating revenue (expenses), net	<u>9,336,224</u>	<u>8,743,420</u>
Change in net position	17,047,299	15,869,549
Net position - restricted at beginning of year	<u>190,895,148</u>	<u>175,025,599</u>
Net position - restricted at end of year	<u>\$ 207,942,447</u>	<u>190,895,148</u>

See accompanying notes to combined financial statements.

NEW YORK JOB DEVELOPMENT AUTHORITY
 Combined Statements of Cash Flows
 Years ended March 31, 2025 and 2024

	<u>2025</u>	<u>2024</u>
Cash flows from operating activities:		
Cash received from interest on loans and financing arrangements	\$ 672,700	722,656
Cash received from bond and related fees	5,383,719	4,904,460
Other operating cash receipts	1,686,805	1,390,112
Cash paid for related bond expenses	(55,000)	(46,000)
Cash paid for general and administrative expenses	(1,095)	(84,391)
Cash paid for NYTDC operating expenses	-	(4,520)
Net cash provided by operating activities	<u>7,687,129</u>	<u>6,882,317</u>
Cash flows from investing activities:		
Proceeds from sale of temporary investments in marketable securities	549,614,838	388,090,350
Purchase of temporary investments in marketable securities	(570,290,446)	(405,945,989)
Interest on investments	10,655,837	10,179,885
Loan disbursements	-	(166,668)
Principal collected on loans receivable	1,476,917	2,476,282
Reduction of Port Authority appropriation for grant disbursements	(284,193)	(1,027,646)
Net cash used in investing activities	<u>(8,827,047)</u>	<u>(6,393,786)</u>
Net change in cash and equivalents	(1,139,918)	488,531
Cash and equivalents at beginning of year	<u>4,373,117</u>	<u>3,884,586</u>
Cash and equivalents at end of year	<u>\$ 3,233,199</u>	<u>4,373,117</u>

(Continued)

See accompanying notes to combined financial statements.

NEW YORK JOB DEVELOPMENT AUTHORITY
Combined Statements of Cash Flows, Continued

	<u>2025</u>	<u>2024</u>
Reconciliation of operating income to net cash provided by operating activities:		
Operating income	\$ 7,711,075	7,126,129
Adjustments to reconcile operating income to net cash provided by operating activities:		
Provision for loss on loans receivable, loan guarantees and financing arrangements	(57,105)	(171,727)
Operating expenses paid by UDC	65,302	(10,261)
Amortization - deferred lease premiums	(60,888)	(60,888)
Changes in:		
Accrued interest receivable	(18,504)	3,293
Prepaid insurance	6,925	(4,855)
Accounts payable and accrued expenses	40,324	626
	\$ 7,687,129	6,882,317
Net cash provided by operating activities	\$ 7,687,129	6,882,317

See accompanying notes to combined financial statements.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements
March 31, 2025 and 2024

Note 1 - Corporate Background and Activities

(a) General

New York Job Development Authority (the “Authority” or “JDA”), doing business as Empire State Development (“ESD”), is a public benefit corporation organized and existing under the laws of the State of New York (the “State”). The Authority’s mission is to spur job growth and capital investment in the State by using authority granted to it and by leveraging State-guaranteed bonds to support low interest loans to manufacturers and other targeted industries throughout the State. As a public benefit corporation, the Authority is tax-exempt. The Authority is a component unit of the State and, as such, its combined financial statements are included in the State’s general purpose financial statements.

(b) Activities

The principal activity of the Authority is providing business and industry loans, described in the New York Job Development Authority Act as “Special Purpose Loans.” All such loans are made to entities with operations in the State and are provided for real estate acquisition, construction, rehabilitation or improvement or machinery and equipment. The Authority requires security for the loans with the underlying assets and other available collateral.

The Authority finances these activities through recycled loan proceeds and the issuance of State guaranteed bonds and notes (the “Bonds”) limited by the Constitution of the State and applicable legislation to an aggregate principal amount of \$900 million outstanding at any time. To date, enabling legislation allows an aggregate principal amount of \$750 million to be outstanding at any time.

The guarantee of the Bonds by the State is authorized by the New York Job Development Authority Act, as amended by Section 1813 of Title 7 Article 8 of the Public Authorities Law and Section 8 Article X of the Constitution of the State. Under these provisions, if the Authority fails to pay when due, the principal or interest on the Bonds, or, if sued by any holder of the Bonds, the State Comptroller must set apart from the first revenues thereafter received from any source, applicable to the General Fund of the State, a sum sufficient to pay such principal and interest, and shall so apply the monies thus set apart. Effectively, the State is subrogated to the rights of the bondholders. The net position of the fund is considered restricted.

The Authority has the power to create local development corporations under Section 1804 of the New York Job Development Authority Act and Section 1411 of the New York Not-for-Profit Corporation Law. The Authority has created six Local Development Corporations: New York Liberty Development Corporation (“NYLDC”), Empire State Local Development Corporation (“ESLDC”), Brooklyn Arena Local Development Corporation (“BALDC”), Canal Side Local Development Corporation (“CSLDC”), New York Transportation Development Corporation (“NYTDC”), and New York Energy Finance Development Corporation (“NYEFDC”).

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 1 - Corporate Background and Activities, Continued

(b) Activities, Continued

The Authority substantially controls the operations of the Local Development Corporations. Under Governmental Accounting Standard Board ("GASB") Statement No. 39 - "The Financial Reporting Entity," NYLDC, ESLDC, BALDC, CSLDC, NYTDC and NYEFDC are considered blended component units of the Authority, and their assets, liabilities, and results of operations are combined with the operations of the Authority for financial reporting purposes.

Note 2 - Summary of Significant Accounting Policies

(a) Basis of Accounting

The Authority is an enterprise fund that follows the economic resource measurement focus and the accrual basis of accounting.

The Authority complies with all applicable pronouncements of GASB as well as with authoritative pronouncements applicable to non-governmental entities (e.g. Financial Accounting Standards Board Statements) that do not conflict with GASB pronouncements.

The Authority's combined financial statements are presented consistent with enterprises whose principal activities are considered a financing enterprise.

(b) Use of Estimates

The preparation of combined financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the combined financial statements and accompanying notes. Accordingly, actual results could differ from those estimates.

(c) Cash and Equivalents

Cash and equivalents include cash deposits with banks and highly liquid temporary investments with original or remaining maturities of 90 days or less.

(d) Investment Securities

Investment securities consist of temporary investments of available cash and debt service reserve funds in marketable securities. Investment securities are reported at fair value in the combined statements of net position, and investment income, including changes in fair value, is reported as non-operating revenue in the combined statements of revenue, expenses and changes in net position.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 2 - Summary of Significant Accounting Policies, Continued

(d) Investment Securities, Continued

The fair value of investment securities, which includes United States Government and Federal Agency obligations, and obligations of state and local governments is generally based on quoted market prices. Interest earning investment instruments, including time deposits and repurchase agreements with maturities of one year or less, are reported at amortized cost. Investment income also includes realized gains and losses from disposition of investments on a specific identification basis. Collateral for these investments is held in the Authority's name by financial institutions as custodians. Investment securities that are not required by bond indentures to be held by independent trustees are maintained and held by the New York State Department of Taxation and Finance.

(e) Loans and Financing Arrangements Receivable

Loans and financing arrangements are generally reported at their principal amounts outstanding, net of allowances for possible credit losses. The Authority lends funds for the acquisition of land and buildings which are generally repayable over 15 to 20 years. Loans to fund machinery and equipment are generally repayable over 7 to 10 years. Generally, all loans represent second mortgages or other subordinated positions. Interest revenue on loans and financing arrangements is credited to interest income based on loan principal amounts outstanding at appropriate interest rates. Interest is not accrued on loans which are delinquent three or more months and which management considers uncollectible. In addition, the Authority provides financing arrangements for property previously acquired in foreclosure. Financing arrangements generally require repayment over periods ranging from 1 to 20 years.

(f) Allowance for Possible Credit Losses and Estimated Loan Losses

The allowance for possible credit losses provides for risks of losses inherent in the credit extension process. The Authority maintains this allowance on a specific and general basis at levels considered adequate to meet present and future losses on loans and financing leases. This evaluation encompasses business and economic conditions, the character, quality and performance of the portfolios, availability of collateral and the risks inherent in these loans. Accordingly, these estimates could change in the near term.

(g) Foreclosed Properties

The Authority may hold title to properties acquired in satisfaction of loans, including in-substance foreclosures. Such amounts, if any, are carried at the lower of cost or estimated fair market value.

(h) Grant Revenue and Expense

ESLDC administers certain grant funds from various sources. These grants are awarded for specifically designated projects and are distributed directly to the projects. ESLDC records revenue upon disbursement of the grants to grantees. Grant advances not disbursed to grantees are recorded as unearned income.

NYLDC recognizes grant expense upon the disbursement of grants to grantees.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 2 - Summary of Significant Accounting Policies, Continued

(i) Subsequent Events

The Authority has evaluated subsequent events through the date of the report which is the date the combined financial statements were available to be issued.

Note 3 - Local Development Corporations

(a) New York Liberty Development Corporation

In August 2002, at the request of the Governor, the Authority caused the creation of New York State Liberty Development Corporation (“NYLDC”). NYLDC was created as a conduit for the issuance of qualified New York Liberty Bonds (“Liberty Bonds”) and such other non-federally tax-exempt obligations as may be appropriate. Bond proceeds are used to finance private projects primarily in the New York Liberty Zone located in lower Manhattan. NYLDC receives fees in connection with each bond or note issuance. In certain instances, the bond issuance fees earned are shared with other entities. The summarized statements of net position of NYLDC as of March 31, 2025 and 2024 are as follows:

	<u>2025</u>	<u>2024</u>
Cash and equivalents	\$ 146,766	137,567
Temporary investments in marketable securities	<u>73,173,839</u>	<u>69,663,906</u>
Net position	\$ <u>73,320,605</u>	<u>69,801,473</u>

The summarized statements of revenue, expenses and changes in net position of NYLDC for the years ended March 31, 2025 and 2024 are as follows:

	<u>2025</u>	<u>2024</u>
Investment income	\$ 3,519,132	3,409,003
Operating expenses	<u>-</u>	<u>-</u>
Changes in net position	\$ <u>3,519,132</u>	<u>3,409,003</u>

NYLDC did not issue Liberty Bonds or notes during the years ended March 31, 2025 and 2024.

Since inception, NYLDC has issued an aggregate of approximately \$9.1 billion of Liberty Bonds (at face amount of approximately \$8.9 billion), \$338 million of Recovery Zone Bonds, and \$730 million of taxable notes excluding remarketing and refunding bonds on behalf of project owners. As of March 31, 2025, the total outstanding conduit debt amounted to approximately \$6.1 billion. Liberty Bonds, Recovery Zone Bonds, and taxable notes are not the obligation of NYLDC, the Authority or the State. Repayment of the bonds and notes is the obligation of respective project owners.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 3 - Local Development Corporations, Continued

(b) Empire State Local Development Corporation

In October 2003, the Authority caused the creation of Empire State Local Development Corporation (“ESLDC”). ESLDC has state-wide jurisdiction and was created to carry out various economic development initiatives through the use of pass through grants received from outside sources. The summarized statements of net position of ESLDC as of March 31, 2025 and 2024 is as follows:

	<u>2025</u>	<u>2024</u>
Cash and equivalents	\$ 825,800	294,193
Temporary investments in marketable securities	3,907,499	4,723,299
Deferred inflows of resources - unearned revenue	(4,733,299)	(4,517,492)
Accounts payable and accrued expenses	<u> -</u>	<u>(500,000)</u>
Net position	\$ <u> -</u>	<u> -</u>

The deferred inflows of resources - unearned revenue represents grant funds received from the Port Authority of New York and New Jersey (the “Port Authority”) under its Transportation, Economic Development and Infrastructure Renewal (“TEDIR”) projects program that have not yet been disbursed to the designated grantees. The projects included in this grant program are approved by the Port Authority in accordance with TEDIR program requirements and payments are processed through JDA. In general, these projects have a long-life span.

The summarized statements of revenue, expenses and changes in net position of ESLDC for the years ended March 31, 2025 and 2024 is as follows:

	<u>2025</u>	<u>2024</u>
Grant revenue	\$ -	1,840,727
Grant expenses	<u> -</u>	<u>(1,840,727)</u>
Change in net position	\$ <u> -</u>	<u> -</u>

(c) Brooklyn Arena Local Development Corporation

In November 2008, the Authority caused the creation of Brooklyn Arena Local Development Corporation (“BALDC”). BALDC has state-wide jurisdiction and was created as a conduit for the issuance of both taxable and tax-exempt bonds to finance the construction and related cost of the Barclays Center Project.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 3 - Local Development Corporations, Continued

(c) Brooklyn Arena Local Development Corporation, Continued

The summarized statements of net position of BALDC at March 31, 2025 and 2024 is as follows:

	<u>2025</u>	<u>2024</u>
Cash and equivalents	\$ 56,003	52,890
Temporary investments in marketable securities	<u>3,317,698</u>	<u>3,162,304</u>
Net position	<u>\$ 3,373,701</u>	<u>3,215,194</u>

The summarized statements of revenue, expenses and changes in net position of BALDC for the years ended March 31, 2025 and 2024 is as follows:

	<u>2025</u>	<u>2024</u>
Interest income	\$ 158,507	162,046
Operating expenses	<u>-</u>	<u>-</u>
Change in net position	<u>\$ 158,507</u>	<u>162,046</u>

BALDC did not issue bonds during the years ended March 31, 2025 and 2024.

As of March 31, 2025, the total of outstanding BALDC bonds (“Bonds”) is \$487.7 million. The Bonds are special limited obligations payable solely from and secured by the payments-in-lieu-of taxes (“PILOT”) made by the Barclays Center Project developer. As noted below, since BALDC has assigned its obligations to the trust account that services the Bonds, BALDC treats the Bonds as conduit debt.

Additionally, BALDC acts as landlord through a long-term lease agreement with the developer of the Barclays Center Arena, (“Arena Co.”). BALDC's obligations as landlord include maintaining fiduciary responsibility for a trust account, funded with annual PILOT payments made by the tenant, Arena Co., and used to pay all debt service costs in relation to the conduit debt issued by BALDC, as well as certain operating and maintenance costs of the Arena. However, BALDC has assigned all of its rights and obligations with respect to the trust account to the PILOT Bond Trustee and retains no rights in any amounts held in trust and no obligation to fund any amounts to the trust account and is further indemnified from any such obligation. The transactions of the trust account are not considered to be transactions of BALDC and are not recorded in BALDC's financial statements.

Rental payments for the Arena do not support or secure the Bonds. Rental payments received by BALDC are assigned to ESD as the landlord of the Arena ground lease.

(d) Canal Side Local Development Corporation

In June 2010, the Authority authorized the creation of Canal Side Local Development Corporation (“CSLDC”). CSLDC was created to help facilitate the financing of the Canal Side Land Use Improvement Project in Buffalo. There was no activity during the years ended March 31, 2025 and 2024.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 3 - Local Development Corporations, Continued

(e) New York Transportation Development Corporation

In August 2015, the Authority authorized the creation of New York Transportation Development Corporation (“NYTDC”). NYTDC was formed for the public purpose of relieving and reducing unemployment, promoting and providing for additional and maximum employment, bettering and maintaining job opportunities, and lessening the burdens of government of the State and the Authority. It will undertake its public purpose by issuing tax-exempt bonds for transportation and any other purposes or objectives described above (the “Bonds”) and in the case of certain tax-exempt bonds, shall obtain the approval of the Governor of the State of New York to the extent required by applicable federal tax law; by issuing such other non-federally tax-exempt obligations as may be appropriate (the “Obligations”); and by exercising all or any part of such public functions and doing any work related to or in connection with the issuance of the Bonds or Obligations, and engaging in all other lawful business purposes.

The summarized statements of net position of NYTDC at March 31, 2025 and 2024 is as follows:

	<u>2025</u>	<u>2024</u>
Cash and equivalents	\$ 102,721	372,501
Temporary investments in marketable securities	<u>71,170,211</u>	<u>60,631,250</u>
Net position	\$ <u>71,272,932</u>	<u>61,003,751</u>

The summarized statements of revenue, expenses and changes in net position of NYTDC for the years ended March 31, 2025 and 2024 is as follows:

	<u>2025</u>	<u>2024</u>
Bond fee income	\$ 5,383,719	4,904,460
Interest income	3,231,157	2,849,088
Other revenue	1,661,805	1,410,055
Operating expenses	<u>(7,500)</u>	<u>(11,040)</u>
Change in net position	\$ <u>10,269,181</u>	<u>9,152,563</u>

In November 2024, NYTDC issued Special Facilities Revenue Bonds, Senior Series 2024A (Green Bonds) (AMT) (Current Interest Bonds) (JFK Airport Terminal 6 Redevelopment Project) in the principal amount of \$1,845.6 million and Special Facilities Revenue Bonds, Senior Series 2024B (AMT) (Convertible Capital Appreciation Bonds) (JFK Terminal 6 Redevelopment Project) in the principal amount of \$100.0 million (the “Series 2024 Bonds”). The Series 2024 Bonds were issued on behalf of JFK Millennium Partners, LLC, to provide funds to: (i) refinance costs relating to the design and construction of the Project and (ii) pay costs of issuance relating to the Series 2024 Bonds.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 3 - Local Development Corporations, Continued

(e) New York Transportation Development Corporation, Continued

In June 2024, NYTDC issued Special Facilities Revenue bonds, Series 2024 (John F. Kennedy International Airport New Terminal One Project) (Green Bonds) (Subject to AMT) in the principal amount of \$2,550.0 million (the "Series 2024 Bonds"). The Series 2024 Bonds were issued on behalf of JFK NTO LLC, as lessee of the New Terminal One Internal passenger terminal facility at John F. Kennedy International Airport, to provide funds to: (1) finance and refinance a portion of the costs relating to Phase A of the Project, including costs originally financed by the proceeds of a portion of the outstanding Bank Loans provided and committed to be provided by the Lenders to the Lessee pursuant to the Credit Agreement, (ii) fund a portion of the interest on the Series 2023 Bonds and the Series 2024 bonds, and (iii) pay certain costs of issues related to the Series 2024 Bonds.

In November 2023, NYTDC issued Special Facilities Revenue Bonds, Series 2023 (John F. Kennedy International Airport New Terminal One Project) (Green Bonds) (Subject to AMT) in the principal amount of \$2,000.0 million (the "Series 2023 Bonds"). The Series 2023 Bonds were issued on behalf of JFK NTO LLC, as lessee of the New Terminal One international passenger terminal facility at John F. Kennedy International Airport, to provide funds to: (i) finance and refinance a portion of the costs relating to Phase A of the Project, including costs originally financed by the proceeds of a portion of the outstanding Bank Loans provided and committed to be provided by the Lenders to the Lessee pursuant to the Credit Agreement, and (ii) pay certain costs of issuance related to the Series 2023 Bonds.

In October 2023, NYTDC issued Special Facilities Revenue Bonds, Series 2023 (Delta Air Lines, Inc. - LaGuardia Airport Terminals C&D Redevelopment Project) in the principal amounts of \$877.9 million (the "Series 2023 Bonds"). The Series 2023 Bonds were issued on behalf of Delta Air Lines, Inc. ("Delta") to provide funds to: (i) finance a portion of the costs of a construction project that Delta is undertaking at LaGuardia Airport in Queens, New York (LGA Airport) which consists of the demolition of substantially all of the previously existing Terminals C and D at LGA Airport, the design and construction of new terminal facilities at LGA Airport that have been or, upon completion, will be leased to Delta and the designed and construction of new terminal facilities at LGA Airport that will not be leased to Delta, (ii) pay interest on the Series 2023 Bonds, and (iii) pay costs of issuance.

As of March 31, 2025, the total outstanding conduit debt is approximately \$9.7 billion. NYTDC bonds are not the obligation of NYTDC, the Authority or the State. Repayment of the bonds is the obligation of the respective project borrower.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 3 - Local Development Corporations, Continued

(f) New York Energy Finance Development Corporation

In April 2024, the Authority authorized the creation of the New York Energy Finance Development Corporation (“NYEFDC”). NYEFDC was formed for the purpose and the public objective of relieving and reducing unemployment, promoting and providing for additional and maximum employment, bettering and maintaining job opportunities, and lessening the burdens of government of the State and the Authority. It will undertake its public purpose by issuing tax exempt bonds for one or more energy related projects, which would further a public purpose, and any other purpose or objective described above (the “Bonds”) and in the case of certain tax exempt bonds, shall obtain the approval of the Governor of the State of New York to the extent required by applicable federal tax law; by issuing such other non-federally tax-exempt obligations as may be appropriate (the “Obligations”); and by exercising all or any part of such public functions and doing any work related to or in connection with the issuance of the Bonds or Obligations, and engaging in all other lawful business purposes. There was no activity during the year ended March 31, 2025.

Note 4 - Cash and Equivalents

Demand deposits are secured by surety bonds and collateral held by a bank or trust company as custodians. Securities are either delivered or registered by book entry in UDC’s name with bond trustees or custodian banks.

At March 31, 2025 and 2024, cash held in demand and custodial deposits, as well as cash equivalents were collateralized by the depository, generally with obligations of the United States, its agencies, or New York State obligations with a remaining maturity when purchased of 90 days or less, as follows:

	<u>2025</u>		<u>2024</u>	
	<u>Carrying amount</u>	<u>Bank balance</u>	<u>Carrying amount</u>	<u>Bank balance</u>
Insured (FDIC)	\$ 500,000	500,000	500,000	500,000
Uninsured - collateral held by custodian in UDC’s name	<u>2,790,256</u>	<u>2,790,256</u>	<u>3,930,174</u>	<u>3,930,174</u>
Total cash and cash equivalents	\$ <u>3,290,256</u>	<u>3,290,256</u>	<u>4,430,174</u>	<u>4,430,174</u>

Note 5 - Investments

Authorization for investments is governed by written internal investment guidelines, statutes, State guidelines and bond resolutions. Permitted investments include:

- Obligations of the United States Treasury, agencies and instrumentalities;
- Direct obligations of the State of New York, its political subdivisions, and public authorities;

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 5 - Investments, Continued

- Bonds and other obligations of governmental authorities, political subdivisions, Federal Agencies, Government Sponsored Enterprises (“GSE’s”) or public authorities of the State or of the United States of America, which are securities in which the Corporation lawfully may invest pursuant to applicable statutes, regulations and bond resolutions including but not limited to Federal National Mortgage Association (“FNMA”), Federal Farm Credit Bank (“FFCB”), Federal Home Loan Bank (“FHLB”), Federal Home Loan Mortgage Corporation (“FHLMC - Freddie Mac”), and Student Loan Marketing Association (“SLMA - Sallie Mae”);
- Repurchase agreements with financial institutions authorized to do business in New York State which are listed as primary government securities dealers by New York’s Federal Reserve Bank and which are collateralized by U.S. Government securities;
- Commercial paper issued by domestic banks, corporations and financial companies that have adopted ESG principles and are rated “A-1” or better by Standard & Poor’s Corporation or “P-1” or better by Moody’s Investors Services, Inc.;
- Certificates of deposit of banks or trust companies authorized to do business in the State;
- Units, shares or interest in a mutual fund or money market fund of regulated investment companies that meet specified criteria; and
- Real property.

Temporary and debt service reserve fund investments, reported at fair value, at March 31, 2025 and 2024 consist of the following:

	2025		2024	
	<u>Cost</u>	<u>Fair value</u>	<u>Cost</u>	<u>Fair value</u>
U.S. Government and Federal Agency obligations	\$ <u>220,700,741</u>	<u>222,795,905</u>	<u>199,982,020</u>	<u>202,540,800</u>

Fair Value Measurements

Accounting principles generally accepted in the United States of America established a framework that provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under generally accepted accounting principles are as follows:

- Level 1 - Valuations are based on quoted prices in active markets for identical assets or liabilities that the Authority has the ability to access.
- Level 2 - Valuations are based on quoted prices in markets that are not active or for which all significant inputs are observable directly, or indirectly.
- Level 3 - Valuations are based on inputs that are unobservable and significant to overall fair value measurement.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 5 - Investments, Continued

The Authority holds financial instruments with quoted prices in active markets for identical assets (level 1) of \$222,795,905 and \$202,540,800 at March 31, 2025 and 2024, respectively.

Note 6 - Loans Receivable

Future payments due on loans receivable for each of the next five years and thereafter as of March 31, 2025 were as follows:

2026	\$ 1,358,165
2027	1,283,659
2028	1,137,470
2029	3,298,346
2030	2,648,470
Thereafter	<u>8,046,233</u>
Total	17,772,343
Less - allowance for estimated loan losses	<u>(1,379,477)</u>
Net	\$ <u>16,392,866</u>

Note 7 - Allowance for Estimated Loan Losses

The estimated allowance for estimated loan losses are based primarily on a continuing evaluation of the portfolio, and of current economic conditions and such other factors which management believes require consideration in estimating future risks. Additions to the allowance are made by charges to expense. Reductions of the allowance are reported as other revenue. A summary of loan loss allowance activity for years ended March 31, 2025 and 2024, is as follows:

	<u>2025</u>	<u>2024</u>
Balances at beginning of year	\$ 1,436,582	1,608,309
Net provisions (reductions)	<u>(57,105)</u>	<u>(171,727)</u>
Balances at end of year	\$ <u>1,379,477</u>	<u>1,436,582</u>

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 8 - Due to New York State Urban Development Corporation

New York State Urban Development Corporation (“UDC”) provides all of the management and operational oversight for the Authority. At March 31, 2025 and 2024, amounts due to UDC are primarily attributable to costs, including all payroll and related costs, allocated to or paid by UDC on behalf of the Authority for various general and administrative expenses. These costs, plus interest, approximated \$0.9 million during each of the years ended March 31, 2025 and 2024. The balance due at March 31, 2025 and 2024, excluding grant funds held by the Authority, amounted to \$29.7 million and \$28.8 million, respectively. The interest rate used is the annualized average weighted yield earned by UDC on its investment portfolio. The interest portion of the accumulated liability covers the last twenty-nine fiscal years and amounts to approximately \$10.9 million at March 31, 2025.

Note 9 - Commitments

There was one Special Purpose Fund loan approved by the Authority, but not yet closed as of March 31, 2025. The amount approximated \$800,000.

Note 10 - Contingencies

The Authority has been named as a defendant in legal actions arising from the operation of various economic development initiatives. In addition, defendants in mortgage loan foreclosure proceedings initiated by the Authority have asserted defenses and counter claims for damages. The Authority believes that the ultimate outcome of such litigation will not have a material adverse effect on its financial condition.

Note 11 - Accounting Standards Issued But Not Yet Implemented

GASB Statement No. 102 - “Certain Risk Disclosures.” This Statement, issued in December 2023, provides users of governmental financial statements with essential information about risks related to a government’s vulnerabilities due to certain concentrations or constraints. The requirements of this Statement are effective for reporting periods beginning after June 15, 2024, which is the fiscal year beginning April 1, 2025 for the Authority. Management is in the process of evaluating the potential impact of implementation of this Statement on the combined financial statements of the Authority.

NEW YORK JOB DEVELOPMENT AUTHORITY
Notes to Combined Financial Statements, Continued

Note 11 - Accounting Standards Issued But Not Yet Implemented, Continued

GASB Statement No. 103 - "Financial Reporting Model Improvements." This statement, issued in May 2024, improves key components of the financial reporting model to enhance its effectiveness in providing information that is essential for decision making and assessing a government's accountability. The requirements of this Statement are effective for periods beginning after June 15, 2025, which is the fiscal year beginning April 1, 2026 for the Authority. Management is in the process of evaluating the potential impact of implementation of this Statement on the combined financial statements of the Authority.

GASB Statement No. 104 - "Disclosure of Certain Capital Assets." This statement, issued in September 2024, provides users of financial statements with essential information about certain types of capital assets in order to make informed decisions and assess accountability. Additionally, the disclosure requirements improve consistency and comparability between governments. The requirements of this Statement are effective for reporting periods beginning after June 15, 2025, which is the fiscal year beginning April 1, 2026 for the Authority. Management is in the process of evaluating the potential impact of implementation of this Statement on the combined financial statements of the Authority.

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

The Authority Members
New York Job Development Authority:

We have audited, in accordance with 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 combined financial statements of New York Job Development Authority (the "Authority"), a component unit of the State of New York, as of and for the year ended March 31, 2025, and the related notes to combined financial statements, and have issued our report thereon dated June 5, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the combined financial statements, we considered the Authority'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 opinion on the combined financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, we do not express an opinion on the effectiveness of the Authority'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 Authority's combined 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 or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Authority's combined 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 combined 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 Authority'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 Authority's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

EFPR Group, CPAs, PLLC

Williamsville, New York
June 5, 2025

INDEPENDENT AUDITORS' REPORT ON INVESTMENT COMPLIANCE
AND REPORT ON INTERNAL CONTROL OVER COMPLIANCE
REQUIRED BY THE INVESTMENT GUIDELINES

The Authority Members
New York Job Development Authority:

Report on Investment Compliance

Opinion on Investment Compliance

We have audited the New York Job Development Authority (the "Authority"), compliance with the types of compliance requirements identified as subject to audit in Section 2925(3)(f) of the New York State Public Authorities Law and Title 2 Section 201.3 of the New York Codes, Rules and Regulations (the investment guidelines) that could have a direct and material effect on its investments for the year ended March 31, 2025.

In our opinion, the Authority complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its investments for the year ended March 31, 2025.

Basis for Opinion on Investment Compliance

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS), the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States, and the audit requirements of the investment guidelines. Our responsibilities under those standards and the investment guidelines are further described in the Auditors' Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of the Authority and to meet our other ethical responsibilities, in accordance with 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 opinion on compliance with the investment guidelines. Our audit does not provide a legal determination of the Authority's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules and provisions of contracts or grant agreements applicable to the Authority's investments.

Auditors' Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Authority's compliance based on our audit. 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, Government Auditing Standards and the investment guidelines, will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Authority's compliance with the requirements of the investment guidelines as a whole.

In performing an audit in accordance with GAAS, Government Auditing Standards and the investment guidelines, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, 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 Authority's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of the Authority's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the investment guidelines, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control over Compliance

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of the investment guidelines on a timely basis. A material weakness in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of investment guidelines will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of the investment guidelines that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditors' Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the investment guidelines. Accordingly, this report is not suitable for any other purpose.

EFPR Group, CPAs, PLLC

Williamsville, New York
June 5, 2025

Item I. C.

FOR CONSIDERATION

June 26, 2025

TO: The Members

FROM: Hope Knight

SUBJECT: Mission Statement, Related Performance Measurements, and
FY 2024-2025 Performance Measurement Report

REQUEST FOR: Re-Examination of Mission Statement and Related Performance
Measurements; and Acceptance of FY 2024-2025 Performance
Measurement Report

I. BACKGROUND

In accordance with the Public Authorities Law (the “PAL”), the New York Job Development Authority (the “Authority”) adopted the following Mission Statement and related Performance Measurements to assist the Authority in determining how well it is carrying out its mission. Furthermore, pursuant to the PAL, the Authority must re-examine its Mission Statement and related Performance Measurements annually to ensure that its mission has not changed, and the Performance Measurements continue to support its mission. To assist the Members in their review, the Mission Statement and related Performance Measurements are set forth below.

a. Mission Statement

The New York Job Development Authority spurs job growth and capital investment in New York State by using the authority granted to it and by leveraging New York State-guaranteed bonds to support low-interest loans to manufacturers and other targeted industries throughout New York State.

b. Performance Measurements

- Annual number of transactions closed;
- Aggregate value of bonds issued;
- Number of jobs retained and created with each investment transaction;
- Amount of private capital investment leveraged;
- Number of transactions delinquent;
- Number of transactions in default; and
- Number of transactions approved by the Authority during the reporting period.

Upon these measurements, JDA may evaluate its performance and the achievement of its goals.

II. FY 2024-2025 PERFORMANCE MEASUREMENT REPORT

During FY 2024-2025, the Authority continued its efforts to expand the Authority's loan portfolio and increase awareness of the Authority's products in the lending and business communities throughout the State. During this period, the Members approved a loan for one project evidencing firm commitments from responsible financial sources for the total project costs, exclusive of any loan request from the Authority. Pursuant to Article 8 of Title 8 of the Public Authorities Law, these projects were approved prior to their actual commencement. Closing on the Authority's loans and disbursements of its funds occurs upon project completion. The total JDA Board approved amount of the one loan is \$800,000.

In addition, six new projects totaling \$1,653,158 were approved as part of the aggregate \$10,000,000 that established the JDA Agriculture Loan Program back in 2016. It is anticipated that the six JDA Agriculture projects will leverage \$1,085,861 in private capital while retaining 20 jobs and creating an additional 8 jobs. The JDA Agriculture Loan Program was created in order to make loans to lenders which will, in turn, provide financing to businesses that serve the agriculture industry which would otherwise face difficulties in obtaining capital at a reasonable cost for establishing or expanding their enterprises and businesses.

In FY 2024-2025, no JDA loans went into default.

The Authority issued no bonds during the reporting period.

III. REQUESTED ACTIONS

The Members are requested to confirm their re-examination of the Mission Statement and related Performance Measurements, and to accept the FY 2024-2025 Performance Measurement Report in accordance with the Public Authorities Law.

IV. RECOMMENDATION

Based upon the foregoing, I recommend approval of the requested actions.

ATTACHMENT

Resolution

June 26, 2025

NEW YORK JOB DEVELOPMENT AUTHORITY — Mission Statement, Related Performance Measurements, and FY 2024-2025 Performance Measurement Report — Re-Examination of Mission Statement and Related Performance Measurements; and Acceptance of FY 2024-2025 Performance Measurement Report

WHEREAS, the New York State Public Authorities Law § 2824-a requires each Authority to re-examine its Mission Statement and Performance Measurements annually, therefore

BE IT RESOLVED, that the Members hereby confirm that they have re-examined the Mission Statement as previously adopted and recommend no further amendments; and

RESOLVED, that the FY 2024-2025 Performance Measurement Report contained in the materials presented to this meeting and hereby ordered to be filed with the records of the Authority is hereby accepted.

* * *

Item I. D.

FOR CONSIDERATION

June 26, 2025

TO: The Members

FROM: Hope Knight

SUBJECT: 2025 Procurement Guidelines

REQUEST FOR: Adoption of Revised Guidelines for the Use, Awarding, Monitoring and Reporting of Procurement Contracts

I. Background

At the June 24, 2024 meeting, the Members adopted updated and revised Guidelines for the Use, Awarding, Monitoring and Reporting of Procurement Contracts, as mandated by §2879 of the Public Authorities Law (the “2024 Guidelines”). There have been no substantive changes to Executive Orders and discretion to authorities in the past year that would require modification of the proposed 2025 Guidelines (the “2025 Guidelines”). Internal staff are recommending some changes, include the following:

- Reviewing and updating all internal and external internet links to ensure they are all functional and provide the most current information;
- Further clarifying the division of duties between the originating team and the Procurement Unit when conducting a competitive solicitation;
- Removing duplicative, out of date and extraneous information that is no longer relevant or useful to staff; and
- Updating section numbering, formatting and the table of contents for increased ease of use by staff.

Accordingly, the proposed 2025 Guidelines have been revised to incorporate these revisions, and approval of the attached 2025 Guidelines is being sought. As with the 2024 Guidelines, the proposed 2025 Guidelines are modeled directly upon New York State Urban Development Corporation d/b/a Empire State Development’s (“ESD”) procurement guidelines.

II. Procurement Guidelines Summary

The proposed 2025 Guidelines attached to this memorandum, set forth the policies and procedures to be followed by JDA when seeking to contract for goods or services. It should be noted that these Guidelines do not have the force of law and are intended as a statement of best practices and procedures. No contract is invalid merely because these guidelines have not been followed.

The proposed 2025 Guidelines define the universe of procurement transactions which are subject to the policies and procedures. Generally, all procurements by JDA must be competitively awarded, except where State law provides for non-competitive sourcing (e.g., goods purchased from approved not-for-profit agencies for the blind, and procurements from the Office of General Services centralized contracts list). Based on the expected cost of procured goods and/or services, procurement contracts must be obtained after advertisement in the NYS Contract Reporter, except in limited instances where an exemption is obtained, generally for sole or single source procurements when only one vendor offers the desired goods or services or when a single vendor has unique qualities or experience that obviate a competitive process. The proposed 2025 Guidelines explain the various means of obtaining goods and services in an open, accountable and transparent manner, including incorporation of ESD's Bid Opening Guidelines and the compilation of a procurement record for every covered procurement contract.

The proposed 2025 Guidelines comply with the applicable provisions of the Public Authorities Law, the State Finance Law and the State Tax Law. They are consistent with the State Procurement Council's Guidelines and with the Governor's directive that all State agencies and public authorities make responsible spending decisions, and that they be accountable for sufficient monitoring of their spending to ensure the highest level of fairness, non-discrimination, openness and transparency.

The proposed 2025 Guidelines are intended to be user-friendly and are set forth in a logical and coherent fashion that will assist staff in understanding the procedures to be followed and the substantive rules that govern procurements.

Sources of help to users and information are included as clickable links, and virtually all required forms and JDA/ESD policy and procedure documents also can be accessed from within the document by hyperlinks. These links appear in blue font in the hard copy of the proposed 2025 Guidelines presented to the Members for approval.

III. Environmental Review

Staff has determined that the requested approval of the proposed 2025 Guidelines constitutes a Type II action as defined by the New York State Environmental Quality Review Act and the implementing regulations of the New York State Department of Environmental Conservation. No further environmental review is required in connection with the requested approval.

IV. Non-Discrimination and Contractor & Supplier Diversity

Pursuant to New York State Executive Law Articles 15-A and Article 3 of New York State Veterans' Services Law, JDA recognizes its obligation under the law to promote opportunities for maximum feasible participation of certified minority and women-owned business enterprises (MWBES) and service-disabled veteran-owned businesses (SDVOBs) in the performance of JDA projects. ESD's Office of Contractor and Supplier Diversity has reviewed the 2025 Guidelines. Specific goals related to the total value of JDA's funding will be established on a per-contract basis.

V. Requested Action

The Members are requested to adopt the proposed 2025 Guidelines for the Use, Awarding, Monitoring and Reporting of Procurement Contracts, effective as of the date of approval.

VI. Recommendation

Based on the foregoing, I recommend approval of the requested action.

Attachments

Resolution

Proposed 2025 Guidelines for the Use, Awarding, Monitoring and Reporting of Procurement Contracts

June 26, 2025

NEW YORK JOB DEVELOPMENT AUTHORITY – 2025 Procurement Guidelines - Adoption of Revised Guidelines for the Use, Awarding, Monitoring and Reporting of Procurement Contracts

BE IT RESOLVED, that on the basis of the materials presented to this meeting, a copy of which is hereby ordered to be filed with the records of the Authority, the proposed 2025 Guidelines for the Use, Awarding, Monitoring and Reporting of Procurement Contracts (“Guidelines”), a copy of which is attached to the materials, be and hereby is approved and adopted as of the date hereof, and the Chairman, President and Chief Executive Officer or his or her designee is authorized to promulgate the Guidelines in electronic form and other media for the use by JDA, and to take such other and further action as may be deemed necessary or appropriate to effectuate the foregoing Resolution.

* * *

NEW YORK JOB DEVELOPMENT AUTHORITY

Guidelines Regarding the Use, Awarding, Monitoring
and Reporting of Procurement Contracts

Effective April 1, 2025

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NEW YORK JOB DEVELOPMENT AUTHORITY ("JDA")
Guidelines Regarding the Use, Awarding, Monitoring and
Reporting of Procurement Contracts

Effective April 1, 2025

1. Overview And Requirements

The following guidelines (the "Guidelines") are applicable to the use, awarding, monitoring and reporting of procurement contracts of the New York Job Development Authority ("JDA"), JDA is required to adopt procurement guidelines by Article 9, Title 4 of the Public Authorities Law ("PAL"). The same law requires annual review and updating of the guidelines by the JDA Members ("Board").

These Guidelines are modeled on the New York State Procurement Guidelines published by the State Procurement Council (the "SPC Guidelines"). The SPC Guidelines apply to all State agencies and thus provide useful guidance for procurement by JDA (which is not a State agency as that term is defined in the SPC Guidelines). The SPC Guidelines cover some issues and procedures rarely encountered by JDA but should be consulted by staff if a situation arises that does not appear to be covered in these Guidelines, since useful guidance may thereby be obtained. One can view the SPC guidelines here:

https://ogs.ny.gov/system/files/documents/2025/02/february-2025-nys-procurement-guidelines_0.pdf

In these JDA Guidelines, a person, firm or corporation who wishes to provide goods and/or services to JDA may be called a "**vendor**" or "**offeror**" or, when responding to a public solicitation for qualified vendors or expressions of interest in becoming an JDA vendor, a "**respondent**."

It is imperative that the proper steps are followed when procuring a vendor. Failure to follow the proper steps such as buying goods or services without proper approvals may leave both the purchaser and Corporation in a vulnerable position. Under no circumstance should anyone acquire goods or services without the necessary approvals or required documents. Please be advised that this apply to both new procurement and amendments or modifications of procurements. Corrective steps including but not limited to restarting an entire procurement process may be taken if JDA Procurement Guidelines are not strictly followed.

1.1. Contracts Covered, And Not Covered, By The Guidelines

Pursuant to PAL § 2879 (2), "**Procurement Contracts**" are any written agreements for the acquisition of goods or services of any kind in the actual or estimated amount equal to five thousand dollars (\$5,000) or more. Contracts which are intended to earn money or other assets or benefits to JDA (often referred to as "**revenue contracts**") are also considered Procurement Contracts for the purposes of these Guidelines.

For purposes of compliance with anti-lobbying laws contained in State Finance Law § 139-j and 139-k (see section 8.1), Procurement Contracts also include the purchase or lease of any interest in real property which involves an estimated annualized expenditure by JDA in excess of fifteen thousand dollars (\$15,000).

Disposition of property (real or personal) by JDA is not a procurement covered by these Guidelines but is instead subject to JDA's [Property Disposition Guidelines](#). However, where a property disposition requires a competitive process, that process should be conducted in accordance with these Guidelines to the extent practicable.

Loans and grants made by JDA in furtherance of its economic development mission are not Procurement Contracts, but may be subject to certain provisions of these Guidelines, including Office of the State Comptroller ("OSC") review and approval for grants over \$1 million (see Section 10.4).

Memberships, sponsorships and certain types of subscriptions are also not considered Procurement Contracts, but may be subject to certain provisions of these Guidelines. Advice about the requirements for these types of contracts, and about what types of subscriptions are not considered Procurement Contracts may be obtained from the Procurement department.

A Contract or Memorandum of Understanding ("MOU") with a sister State agency or authority is not considered a Procurement Contract covered by these Guidelines. Note, however, that appropriate approval(s) as set out in these Guidelines (including Board approval based on the amount and/or duration of the agreement, as well as OSC approval for binding agreements) may apply to MOUs.

In connection with certain of its projects, JDA may need to obtain a license from a governmental agency, authority, or company or a public utility in order to enter the licensor's premises and perform work. As a precondition to receiving the license, JDA can be required to enter into agreements with the licensor that prescribe conditions for work to be performed on the site, including work and/or oversight of work which must be performed by the licensor's personnel or contractors, as well as payment of licensor costs by JDA. Examples include licenses for work on rail and utility facilities. Agreements of this kind, often referred to as "**forced contracts**," are not covered by the competitive solicitation requirements of these Guidelines, because JDA has no discretion or authority with respect to the work to be performed by the licensor's personnel and contractors. However, appropriate approval(s) as set out in these Guidelines (including Board approval based on the amount and/or duration of the agreement) would apply.

Procurement Contracts **under \$50,000** may be handled by **Purchase Order** approved by Department Head, Controller's Office and Contracts Administration. A formal competitive solicitation is not required, but these purchases should be made after obtaining three quotes whenever practicable. For further information, consult the Procurement Department.

Minority and Women-Owned Business Enterprise (MWBE) goal setting applies to any contract in an amount of \$25,000 and greater. The Office of Contractor & Supplier Diversity (OCSD) must assign a MWBE goal or request an exclusion for approval. Exclusions are contracts that do not have subcontracting opportunities or where there is no availability of certified MWBEs to perform or provide specific goods or services. JDA is required to document this by searching the New York State MWBE Directory, and consulting with JDA's assigned Agency Services Analyst or the MWBE Business Development Unit. Exclusions will only be granted if MWBEs are solicited to participate as prime contractors or no MWBEs are available to participate as prime contractors. If seeking an exclusion and MWBE firms are in the Directory, JDA will need to solicit quotes to these firms to verify if they meet JDA's needs. If this firms don't meet the required needs, JDA must provide adequate documentation and submit the exclusion request to the DMWBE for approval. If not approved, JDA will assign a goal. The prime contractor is required to meet the goal or document good faith efforts to meet the goal.

1.2. Types Of Procurement Contracts

The types of goods and services requiring Procurement Contracts include goods and services needed to proceed with an JDA project, or to support the administrative needs of JDA. Procurements of goods cover the entire spectrum of goods, ranging from pens to motor vehicles.

Procurements of services include but are not limited to legal, accounting, auditing, management consulting, investment banking, underwriting, financial advice, specialized temporary employees, planning, training, statistical analysis, research, public relations, architectural, engineering, construction, surveying, appraisal, or other services of a consulting, professional or technical nature for a fee, commission or other compensation by a person or persons who are not providing such services as officers or employees of JDA.

Reasons for procuring services include:

- a. Requirements of special expertise or unusual qualifications;
- b. Nature, magnitude or complexity of services required;
- c. Lack of sufficient in-house resources, support staff, specialized facilities or equipment;
- d. Short-term or infrequent need for the services; and
- e. Distance of the location(s) where the services must be performed from JDA offices or facilities.

Term Contracts (sometimes referred to as "open retainer" contracts) are also included in and covered by these Guidelines. These contracts may be used when JDA anticipates using a vendor or vendors multiple times over a given period of time. In such cases, a maximum contract period must be specified when the contract is entered into. In all other respects, these Guidelines apply.

1.3. General Procurement Principles

JDA's procurement process is designed to:

- Ensure fair and open competition;
- Guard against favoritism, improvidence, extravagance, fraud and corruption;
- Ensure that the results meet agency needs;
- Provide checks and balances to regulate agency procurement activities; and
- Protect the interests of JDA, the State and taxpayers.

Procurement Contracts are to be awarded on a **competitive basis** to the maximum extent practicable. Such awards are generally made after notice of the procurement opportunity is published in the **New York State Contract Reporter** where the amount of the contract is **\$50,000 or more** and after the evaluation of proposals obtained, whenever practicable, from at least three qualified vendors or respondents, including where practicable at least one State-certified minority-or woman-owned business enterprise ("MWBE") and one service-disabled veteran-owned business ("SDVOB"). (See Section 7: Types of Solicitations). Monetary thresholds may not be avoided by artificially splitting or breaking up contracts into lesser agreements, or entering into a series of agreements, for sums below the dollar thresholds. Also, if a mini bid is completed and the bidders have all submitted costs that are equal to or greater than the threshold of \$50,000, an RFP must be posted on the contract reporter.

All mini bids in the amount of \$25,000 or greater must be forwarded to OCSD to review whether MWBE and/or SDVOB goals will apply to the contract.

Competition in the procurement process serves both JDA and potential vendors by ensuring that the procurement process produces an optimal solution at a reasonable price; and allowing qualified vendors an opportunity to obtain JDA business, while the process guards against inflated pricing, favoritism, fraud and collusion; and allows all qualified vendors an opportunity to obtain JDA business.

2. Procurement: Overview And Requirements

2.1. The Procurement Process Guide

I. Purchases greater than \$5,000 and less than \$50,000

- Preferred Source: If JDA's procurement needs can be met by a preferred source vendor, you **must** use this option. See section 2.2.
- OGS Centralized Contract: If JDA's needs cannot be met by a preferred source, you may elect to use an OGS Centralized contract. Please follow OGS guidelines of each specific contract as indicated in section 2.3.
- Informal Solicitation: If JDA's needs cannot be met by the above options, you may elect to conduct an informal solicitation, in the following order:

- Discretionary Purchase: a discretionary purchase through the use of a NYS certified MWBE, SDVOB or a NYS Small Business (see section 2.4).
- Mini-Bid: a mini-bid from vendors on a current pre-qualified list (see section 2.6) or a mini-bid to a minimum of three vendors equipped to provide services. One of the vendors in each solicitation should be an MWBE/SDVOB whenever practicable (see section 6). Contact the Procurement Unit for further assistance if needed.
- Emergency/Single Source/Sole Source: If this is an emergency situation, one vendor is best suited to perform the work, or there is only one vendor that can meet the needs required for service, the initiating department head must justify the need procure the vendor as an Emergency, Single Source or Sole Source in the justification memo and forward it to the Procurement Unit to review.

II. Purchases of \$50,000 or greater

- Preferred Source: If JDA's procurement needs can be met by a preferred source vendor, you **must** use this option. See section 2.2.
- OGS Centralized Contract: If JDA's needs cannot be met by a preferred source, you may elect to use an OGS Centralized contract. Please follow OGS guidelines of each specific contract as indicated in section 2.3.
- Informal Solicitation: If JDA's needs cannot be met by the above options, you may elect to conduct an informal solicitation, in the following order:
 - Discretionary Purchase: a discretionary purchase through the use of a NYS certified MWBE, SDVOB or a NYS Small Business (see section 2.4).
 - Mini-Bid from a Pre-Qualified List: a mini-bid from vendors on a current pre-qualified list (see section 2.6). One of the vendors in each solicitation should be an MWBE/SDVOB whenever practicable (see section 6). Contact the Procurement Unit for further assistance if needed.
- If JDA's needs cannot be met by the above options, use a Request for Proposals ("RFP"), Request for Qualifications ("RFQ") or Request for Expressions of Interest (RFEI), and **advertise in the Contract Reporter** (see section 4) unless this procurement warrants a Contractor Reporter Exemption as set forth herein.
- Emergency/Single Source/Sole Source: If this is an emergency situation, one vendor is best suited to perform the work, or there is only one vendor that can meet the needs required for service, a Contract Reporter Exemption request may be appropriate (see Section 3).

2.2. NYS Preferred Sources

Goods and services needed by JDA may be available, without the need for competitive procurement, from New York State Preferred Sources. If a Preferred Source has goods or services available in the form, function and utility required by JDA, at a price not more than 15% above the prevailing market rate, the goods or services should be obtained through the Preferred Source in the following prioritized order: NYS Department of Correctional Services Correctional Industries Program (CORCRAFT); NYS approved charitable non-profit agencies for the blind; and approved charitable non-profit agencies for the severely disabled, qualified programs for the mentally ill, and qualified veterans workshops. For information on these Preferred Sources, see State Finance Law §162 and the Office of General Services ("OGS") [Preferred Sources Guide](#). The Guide is exhaustive, but the main points are easy to follow.

2.3. OGS Centralized Contracts

Goods and services needed by JDA may be available, without the need for a competitive procurement, through [Centralized Contracts held by OGS](#). Please follow the OGS guidelines for each specific contract.

2.3.1 Commodities Contracts

The OGS Procurement Services Group (PSG) establishes centralized contracts for commodity contracts in the form, function and utility required by State agencies, for a wide range of items commonly acquired by agencies. If the commodity is available from a centralized contract in form, function and utility consistent with JDA's need, such item may be purchased from the centralized contract. However, JDA may competitively procure items otherwise available on a centralized contract when the resultant price is less.

2.3.2 Service Contracts

JDA has discretion to use the OGS centralized service contracts list. A wide and diverse range of services from routine maintenance to complex technology-based acquisitions are available through these OGS contracts. Again, JDA may competitively procure items otherwise available on the OGS centralized contract list when the resultant price is less.

2.4 Discretionary Purchases

Pursuant to PAL § 2879(3)(b)(i) and State Finance Law §163(6), JDA may purchase services or commodities from small business concerns, from those certified pursuant to Article 15-A of the Executive Law (MWBs), from those certified pursuant to Article 3 of the Veterans' Services Law (SDVOBs), or commodities or technology products that are recycled or remanufactured, in an amount up to \$500,000, without a "formal competitive process." In such a case, three quotes should be obtained wherever practicable, and Contract Reporter advertising is advisable when time permits.

Staff should assess whether a formal competitive process, or one that is less formal but still competitive, may best meet JDA's needs. The award of a discretionary purchase contract should be published in the Contract Reporter.

As with any other procurement, for discretionary purchases the initiator must:

- review the Preferred Source list and OGS Centralized Contracts (see links above) to determine whether the desired goods or services are available to meet JDA's needs;
- ensure that the commodities, services or technology acquired meet JDA's form, function and utility needs;
- document and justify the selection of the vendor;
- document and justify the reasonableness of the price; and
- ensure that JDA buys from responsible vendors.
- Obtain board approval if the contract amount is over \$250,000

2.5 “Piggyback” Contracts

JDA may find it efficient to establish a contract based on another governmental entity's contract. This is known as "piggybacking" and may be used in accordance with the criteria established by OGS in the Contract Piggybacking Guidelines under State Finance Law § 163(10)(e), available at <https://www.ogs.state.ny.us/procurecounc/pdfdoc/pgbguidelines.pdf>. Note that a piggyback procurement requires approval by the OGS Procurement Services Group — this can be difficult and time-consuming to accomplish, as the OGS staff are not very familiar with public authority procurement policies and practices. For example, if the agency you wish to piggyback on is a State agency, it will have different contractual terms than those used by JDA. This may lead to delay, if OGS decides to seek approval of the proposed JDA contract terms from the Attorney General. Piggybacking is better accomplished when you wish to use a contract established by another public authority (rather than a State Agency).

2.6 Pre-Qualified Lists

Goods and services needed by JDA may be available without the need for full competitive procurement, from a pre-qualified list of vendors that have been vetted for qualifications and pricing. When selecting from a pre-qualified list, solicitations should go out to as many providers on the list as practicable including an MWBE or SDVOB entity if pre-qualified.

When a member of a prequalified firm leaves the firm to one that is not on the prequalified list, the prequalification follows the member. A new contract would be required.

Also, JDA staff will have the option of adding additional vendors to Prequalified Lists for a variety of reasons including but not limited to increasing the number of prequalified vendors to better serve JDA's needs. It is anticipated that links to all current JDA Pre-Qualified Lists will be made available to JDA Staff via JDA's Intranet.

If a vendor was procured from a prequalified list that has expired and is not on the current prequalified list, any contract amendment must be accompanied by a contract reporter exemption.

Adoption of the Pre-Qualified Lists by JDA subsidiaries are now covered under JDA's board approval. The subsidiaries no longer have to hold a special session to approve board materials.

2.7. GSA Contracts

JDA is permitted to order from federal General Supply Schedules (GSA) through the GSA Multiple Award Schedule (MAS) program. GSA has already determined the prices of supplies and fixed-price services and rates for services offered at hourly rates under GSA contracts to be fair and reasonable. However, the originator shall evaluate all responses received using the evaluation criteria provided to the GSA contractors to determine whether the total price is reasonable and represents the best overall value to JDA. The advantages of using this program include competitive pre-negotiated terms, conditions, and competitive prices with the flexibility to seek more discounts.

Please see below link to GSA Multiple Award Schedule program.

<https://www.gsa.gov/buy-through-us/purchasing-programs/multiple-award-schedule>

3. Contract Reporter Exemptions

3.1. Reasons For Exemptions

Advertising a procurement in the Contract Reporter is generally required unless specific grounds exist that constitute a reason for exemption. A Contract Reporter exemption may be granted by the Officer(s) specified in Attachment A to these Guidelines, only if any of the following circumstances can be demonstrated:

(a) **Sole Source.** Only one source for the goods or services is available. Three examples of sole source procurements: (i) proprietary software compatible with JDA operating systems that no-one else offers; (ii) a printer's warranty requiring that only a toner cartridge supplied by the manufacturer could be used without voiding the warranty; (iii) a vendor has developed a proprietary system for remediating contaminated land, unavailable from anyone else.

(b) **Single Source.** The required goods or services are available from two or more vendors, but a compelling reason exists to make the award to a particular vendor. A request for a single source exemption must include information about the alternatives considered and justification that price is reasonable. One common example of a single source procurement is where a vendor needs to complete work on a project for which it was originally competitively procured.

In general, the Corporation's policy is to minimize the use of single source contracts and to maximize the use of competitive procurement methods. Please discuss a contract reporter exemption request early on in the process with Contracts Administration and Procurement Counsel.

(c) **Emergency Circumstances.** Emergency circumstances exist when an urgent and unexpected situation arises which places public health or safety or the use or conservation of resources at risk and requires immediate action. Poor or late planning does not constitute an emergency. Contracts entered into as a result of an emergency situation should only cover the goods or services reasonably necessary to stabilize, ameliorate or remedy the situation. An example is a hazardous condition at a building owned by JDA: a contractor can be hired immediately to deal with the situation.

NOTE: Notwithstanding any Contract Reporter exemption that may be granted for any of the reasons set forth above, a reasonable attempt should be made wherever practicable to solicit at least three competitive bids, with written confirmation of the bids furnished within a reasonable time and maintained in the contract file. Also, any sole or single source contract or contract amendment with a value or aggregate value of \$50,000 or more must be published in the Contract Reporter (Economic Development Law, §143(4). if the original contract was under \$50,000 and the aggregate amount is less than \$50,000.

3.2. Authorization For Exemptions

The initiator of the proposed contract must complete a Contract Reporter Exemption form, signed by the Officer(s) specified in Attachment A to these Guidelines.

The memorandum requesting the exemption must document in reasonable detail: the circumstances establishing the exemption justification; a description of the goods or services to be acquired via the exemption; description of funding source; any alternatives considered; and the basis for determining that the cost of the proposed contract is reasonable under the circumstances. The Contract Reporter Exemption form can be found at: https://intranet.apps.JDA.ny.gov/Finance/2024/Contract_Reporter_Exemption_Request_Form_April_2024.docx. If the proposed contract amount is over \$250,000 or is a services contract that will last more than one year, the exemption authorization **must be obtained before** JDA Board or President/designee approval. If the proposed amount is \$250,000 or less, and the term of the contract is less than one year, the exemption authorization should be obtained from the Officer(s) specified in [Attachment A](#) to these Guidelines, prior to contract execution and the commencement of any services or delivery of any goods.

Note that even if a Contract Reporter exemption is granted, compliance with SFL § 139-j and 139k (Lobbying Laws) and State Tax Law § 5-a must still be satisfied (see Section 8.1). Where appropriate, a statement from the staff initiator that the price obtained for the goods or service is compatible with market pricing must be presented with the exemption request.

At the time JDA enters into a contract with a single or sole source provider for an amount in \$50,000 or more, JDA should submit an announcement of the contract for publication in the NYS Contract Reporter and must identify the recipient of the contract.

4. How To Conduct A Competitive Solicitation

- **Get Approval to Advertise:** Fill out the JDA Procurement Opportunity Advertisement Approval form for Corporate or Subsidiary and forward it for review along with procurement solicitation material to the Procurement Department for review. See section 5.
- **Approval of Advertisement and Contract Reporter:** When review is completed, material is sent to the Officer(s) specified in [Attachment A](#) to these Guidelines for approval. Upon approval, the Procurement Unit will submit the solicitation through the Contract Reporter, with a minimum of 15 business days for responses. Solicitation should also be posted on the JDA and Subsidiary (if applicable) website. See section 8.9.
- **Bid Opening and Selection:** All bids must be timely submitted via a designated Dropbox which link should be provided in each solicitation. Staff can then conduct a review and selection process. See section 8.11.
- **Board Approval:** Once a vendor is selected, staff must obtain Board approval, where required. See section 9.1
- **Preparation of Commitment Package:** Once Board approval is granted; staff must prepare a commitment package and enter it into Peoplesoft for Contract processing. See section 10.1.

5. Approval To Advertise

Prior written approval of the Officer(s) specified in Attachment A to these Guidelines is required when you need to advertise a procurement opportunity, including Requests for Proposals ("RFPs"), Requests for Statements of Qualifications ("RFQs"), Invitation to Bidders ("ITB"), and Requests For Expression of Interest ("RFEIs") (See Section 7: Types of Solicitation).

Note also that other approvals may be required to comply with State Division of Budget procedures (see Section 11.4). Submit the JDA Procurement Opportunity Advertisement Approval form (either Corporate or Subsidiary) to the appropriate officer at least 10 business days in advance of the relevant New York State Contract Reporter publication submission date (the Contract Reporter is published daily).

6. Contents Of Procurement Solicitations

For all Procurement Contracts (see section 1.1), whether the procurement is formal (such as an RFP, RFQ, RFEI, or, ITB) or informal (such as procurement for less than \$50,000, or a Discretionary Purchase from an MWBE or SDVOB for up to \$500,000), or procurement from a pre-qualified list) the same basic information should be included in the solicitation:

- (i) What goods are being sought or what scope of services is desired;
- (ii) What the projected length ("term") of the resultant contract will be;
- (iii) What criteria will be used in evaluating bids, and how those criteria are weighted. For example, price, bidders' expertise, the qualifications of the proposed staff; past history of government contracts, references/testimonials, understanding of JDA's mission, and either diversity practices (commitment to sound diversity practices within the firm) or a firm's status as a certified MWBE and/or SDVOB¹;
- (iv) A schedule of relevant dates (when bid is due, when questions may be asked or briefing meetings/interviews held, etc.);
- (v) Contact information for a designated Procurement contact at JDA, who is the only person at JDA to whom communications about the solicitation may be directed. Failure to abide by this requirement may result in disqualification of the bidder.
- (vi) JDA's insurance requirements (obtained from Contract Administration for all solicitations).
- (vii) JDA's contractor and supplier diversity requirements: MWBE and SDVOB goals, if applicable (The Office of Contractor and Supplier Diversity must be contacted during the drafting of a solicitation to identify the appropriate goals).
- (viii) Disclosure to bidders that they must be able to demonstrate that they are responsible bidders, in good standing under the laws of New York and capable of fulfilling the requirements of the contract, and untainted by past non-performance or criminality;
- (xi) A copy of the JDA standard terms and conditions to which the successful bidder will be expected to agree. This will generally be JDA's Schedule A - Standard Terms and Conditions (For [Materials and Services](#) or for Law [Firms](#)). IMPORTANT: JDA's standard terms and conditions must be sent to potential vendors as early in the process as possible, to avoid later disputes about terms.
- (x) VENDREP Form where needed (See Section 8.13);
- (xi) Proof that the vendor is authorized to do business in New York State, if services are to be performed in New York State. Generally, this will require NYS Department of State Registration, which can be checked [here](#).
- (xii) Encouragement of use of New York State businesses as sub-contractors or suppliers (See Section 8.6).

A template for informal solicitation language can be viewed in the link below:
<https://intranet.apps.JDA.ny.gov/Finance/2017/SolicitationRequestForm.xlsx>

¹ Program regulations provide that JDA can either score a firm's diversity practices or the firm's status as a certified MWBE, but not score both in the same procurement. So, if certified firms are likely to respond, then the solicitation should request proof of certified status. But if it is more likely that no MWBE will respond to a solicitation, the solicitation should request diversity practice information instead. In either event, this factor must not exceed 10% of the overall technical score.

7. Types Of Solicitations

7.1. General Information

There are a number of procurement techniques available, including Request for Proposals (RFP), Request for Statements of Qualifications (RFQ), Invitations to Bid (ITB) and, rarely, Requests for Expressions of Interest (RFEI). When selecting among these various approaches, the determining factors are:

- The importance of price or cost as a component in the review of incoming bids or proposals; and
- The ability to define specifications for goods or services being acquired, or to obtain those specifications from potential vendors (where the RFEI may be useful).

Generally, contracts for goods are to be awarded on the basis of "lowest price" and contracts for services are to be awarded on the basis of "best value" among responsive and responsible vendors. "Best value" is the basis for awarding service and technology contracts to the vendor that optimizes quality, cost and efficiency, among responsive and responsible vendors. The basis for a "best value" contract award must be, wherever possible, quantifiable. However, all procurement solicitations issued by JDA are to be guided by the same basic principles:

Clarity: Procurement documents should clearly convey to vendors what JDA wants to buy;

Fairness: No vendor should be advantaged over another. All information concerning the solicitation shall be conveyed in writing to all vendors participating in the process, including but not limited to process rules and evaluation criteria (note that vendors must submit a statement of non-collusion (see s. 7.2 below)

Openness: All relevant vendors should have an equal opportunity to respond to the offering.

Disclosure of Selection Criteria: The criteria for awards should be developed in preparation for the release of the solicitation and included in the solicitation before it is publicly advertised. Vendors should know the basis upon which their offers are being evaluated. Note that if cost is weighted below 20%, a written justification for such weighting should be prepared and included in the Procurement Record.

Efficiency: The process should be efficient, fair and able to withstand public scrutiny.

7.2. Requests For Proposals ("RFP")

RFP solicitations may range from relatively uncomplicated procurements to highly complex, long term efforts involving the significant commitment of both JDA and vendor resources. RFPs follow a common format, focusing on a description of tasks including, but not limited to:

- Description of program objectives and background;
- Scope of services to be provided;
- Detailed requirements or specifications (required qualifications of vendors, "what" is needed and "how" services should be provided). Note that the terms of the RFP may not be knowingly tailored to favor a particular vendor;

- Statement of Non-Collusion required by Section 2878 of the Public Authorities Law (responders must certify that they have not colluded with any other responder(s) in their proposal).

Please see below link to view JDA's standard RFP template.

https://intranet.apps.JDA.ny.gov/Finance/2022/RFP_Template-April2022.docx

7.3. Requests For Statements Of Qualification ("RFQ")

RFQs are appropriate for retention of qualified pools of contractors to provide defined types or scopes of services (and, rarely, goods) required by JDA on a regular or semi-regular basis as the need arises. Competitive establishment of a pool or list of pre-qualified vendors is appropriate, for example, in the case of contractors or property appraisers. If JDA has established a list of pre-qualified contractors, unless services will be rendered by all qualified vendors at rates not to exceed a pre-set maximum, three quotes should be obtained from vendors on the list, and/or from vendors known to JDA outside the list. Amendments to contracts with vendors selected from a pre-qualified list should also follow this mini-bid process (and comply with all requirements in Section 9.2).

Where a vendor's eligibility to be on a pre-qualified list is contingent upon the vendor's agreement that professional services will be rendered at pre-established rates, or will not exceed certain limits, this solicitation should be accomplished through an RFP.

After JDA has established a list of pre-qualified vendors, staff may enter into open retainer contracts (sometimes called "Term Contracts") with one or more vendors on the list, for no set dollar amount but, in the case of services, not to exceed a term of three years. This process facilitates the use of purchase orders against the contract, and Board or President/CEO approval, if required, can be obtained at such time as a scope of services and dollar amount are identified, or if the term will be extended beyond one year. All transactions executed as part of a Term Contract will follow standard approval procedures as per sections 9 and 10 of these guidelines. Please consult with Procurement and Legal if you wish to enter into such an arrangement.

Please see below link to view JDA's standard RFQ template.

<http://intranet.empire.internal/Finance/2023/RFQ-Template-Feb-23.docx>

7.4. Requests For Expressions Of Interest ("RFEI")

RFEIs are generally appropriate when JDA does not know the precise scope of services or goods required and wishes to obtain this information from prospective vendors. An example would be a proposal for adaptive re-use of JDA or other State surplus property, where the re-use is likely to be dependent on the prospective respondents' needs or ideas.

7.5 Invitation To Bidders ("ITB")

Invitation to Bidders ("ITB") are used strictly for construction related projects. Usually, in such case, the scope of work is predetermined and well defined. The only determining factor in choosing the preferred vendor is cost. Utilization of this process means that there is no

opportunity to negotiate prices, fee structures, or level of services with a preferred vendor or vendors.

Please see below link to view JDA's standard ITB template and a sample bid form.

<http://intranet.empire.internal/Finance/2022/ITB-Template-10-2022.docx>

<http://intranet.empire.internal/Finance/2022/ITB-Bid-Form-sample.docx>

7.6 Requests For Applications ("RFA")

RFA are often used for grant and loan disbursements. It is not considered as a Procurement. Although, some of the procurement forms are included in an RFA.

Please see below link to view JDA's standard RFA template.

<http://intranet.empire.internal/Finance/2022/RFA-Template-10-2022.docx>

8. Compliance With State Laws And Executive Orders

8.1. Compliance With State Finance Law § 139-j And § 139-k (Lobbying)

State Finance Law ("SFL") §§ 139-j and 139-k apply to all Procurement Contracts over \$15,000, regardless of whether the contract was competitively bid.

Among other things, SFL §§ 139-j and 139-k: (i) govern permissible communications between potential vendors, and staff of JDA, its subsidiaries, or other involved governmental entities during the procurement process; (ii) require the disclosure of such communications, as well as prior determinations of vendor non-responsibility; and (iii) establish sanctions for knowing and willful violations of such provisions, including disqualification from eligibility for an award of any contract. Specifically, SFL §§ 139-j and 139-k require that only permitted JDA and subsidiary contact person(s) identified in solicitation materials may communicate with potential bidders regarding the solicitation, from the issuance of the earliest written notice of a Request for Proposal through the final award and approval of any resulting contract. This period is defined by law as the "Restricted Period."

SFL § 139-j (6)(b) also requires potential vendors to complete the Offeror's Affirmation of Understanding and Agreement to comply with JDA's procedures relating to permissible contacts. This written affirmation is deemed to apply to any amendments to a procurement submitted by JDA after an initial affirmation is received with an initial bid.

SFL § 139-k governs the disclosure of prior non-responsibility determinations by potential vendors. SFL § 139-k (5) requires potential vendors to certify that the information they provide to JDA for consideration in its determination of vendor responsibility is true and accurate. Therefore, all prospective vendors must complete and submit two forms mandated by SFL § 139-j and § 139-k as part of their proposals: 1) the Offeror's Affirmation of Understanding and Agreement, and 2) the Offeror's Disclosure of Prior Non-Responsibility Determinations. See the link below for copies of these required forms:

https://intranet.apps.JDA.ny.gov/Finance/SF_Law139_JK.pdf

When contacted during the Restricted Period, JDA staff must obtain the following information: the name, address, telephone number, place of principal employment and occupation of the person or organization making the contact. Further, JDA staff must inquire whether the person or organization making the contact was the offeror or retained, employed or designated by the offeror. All such recorded contacts must be included in the procurement record for the procurement contract.

In addition, JDA staff must record any contacts that reasonably appear to be an attempt to influence the procurement process as well as contacts with staff members other than the designated contact person(s) during the Restricted Period of procurement. However, SFL §§ 139-j and 139-k do not prohibit an offeror from communicating with a member of the State legislature or legislative staff about a government procurement, provided such member of the State legislature or legislative staff is acting in his or her official capacity. If a vendor is found to have knowingly and willfully violated the State Finance Law provisions, that prospective vendor and its subsidiaries, related or successor entities will be determined to be a non-responsible vendor, and will not be awarded any contract issued pursuant to the solicitation. Two such findings of non-responsibility within a four-year period can result in debarment from obtaining any New York State government procurement contract.

For further guidance, JDA staff engaged in the procurement process should review JDA's policy regarding permissible lobbying contacts, and the required language for solicitations by JDA and its subsidiaries to ensure compliance with SFL §§ 139-j and 139-k. See also the OGS website on procurement lobbying, found at <https://ogs.ny.gov/acpl>.

Note that, once a recommended vendor has been selected after compliance with the competitive bidding process, it may be necessary for staff members to negotiate contract terms, etc., with the designated vendor. Those negotiations are not prohibited, and need not be conducted only by the designated contact person, although it is good practice to have the contact person present. However, any communication from a person other than the vendor that may reasonably be considered to be an effort to influence the negotiation of a contract (either positively or negatively) is an impermissible contact and must be reported as such. For example: an JDA employee who is in the process of negotiating the terms of a land development deal which the Board has not approved, receives a call from an outside person saying that the vendor should get more development land because the vendor has a wonderful track record. Such a call constitutes lobbying and must be reported as such. The caller should be informed that the call will be reported and asked to communicate directly with the designated contact person in the future.

8.2. Compliance With State Tax Law § 5-a / ST-220 (Sales Tax Registration)

State Tax Law § 5-a prohibits JDA and its subsidiaries from approving any contract valued at more than \$100,000 with any entity if that entity or any of its affiliates, subcontractors or affiliates of any subcontractor makes sales within New York State of tangible personal property or taxable services having a value over \$300,000 during the four quarters preceding the proposed contract date, and is not registered with the Department of Taxation and Finance ("DTF") for sales and compensating use tax purposes.

Accordingly, all respondents to a solicitation where the amount of the contract is expected to exceed \$100,000 must include in their responses a properly completed Form [ST-220-CA](#). However, if a vendor is not registered with DTF because of a lack of sales of over \$300,000 within the relevant period, the vendor must submit an [affidavit](#) so certifying. Note also that § 5a does not apply to contracts for architectural, engineering or surveying services. If in doubt, contact the JDA legal department after having reviewed DTF [Publication 223](#).

Failure to include a properly completed form ST-220-CA or affidavit may be a basis for considering any such response incomplete. Only the primary respondent vendor completes Form ST-220-CA, but Schedule A to Form ST 220-CA requires detailed information from the vendor's sub-contractors, such as tax ID number, etc. If applicable, certificates of authority evidencing registration with DTF for sales tax purposes must be attached by the prime vendor and all the sub-contractors.

Further in accordance with the requirements of § 5-a, any contract resulting from a solicitation will require periodic updating of the certifications contained in Form ST-220-CA.

8.3. Compliance With Executive Order 177 (Prohibiting Contracts With Entities That Fail To Address Discrimination)

EO 177, issued on February 3, 2018, directs all State agencies, including public authorities, to amend their procurement procedures to prevent contracting with entities that have institutional policies or practices that fail to address the harassment and discrimination of individuals on the basis of their age, race, creed, color, national origin, sexual orientation, gender identity, Military status, sex, marital status, disability, or other protected basis. All JDA contracts must contain a representation that the vendor's policies or practices do not fail to address harassment and discrimination.

8.4. Compliance With Executive Law Article 15-A And Veteran's Service Law Article 3: Contractor And Supplier Diversity

Background

All Procurement Contracts must comply with the requirements of New York Executive Law Article 15-A, which governs the New York State MWBE Program. The purpose of the MWBE Program is to eliminate historic barriers to participation by minority and women-owned business enterprises in State contracting. The MWBE Program contributes significantly to JDA's mission of promoting a growing State economy; encouraging business investment and job creation; and supporting diverse, prosperous local economies across the State. Staff should be familiar with the [MWBE Operations Primer](#) published by the Division of Minority and Women's Business Development to ensure compliance with MWBE-related laws and requirements.

All Procurement Contracts must also comply with the requirements of New York Veteran's Service Law Article 3, which acknowledges that SDVOBs strongly contribute to the economies of the State and the nation. Staff should familiarize themselves with the [SDVOB Operations Guidance Document](#) published by the Office of General Services ("OGS"), Division of Service-Disabled

Veterans' Business Development to ensure compliance with SDVOB-related laws and requirements.

JDA staff are expected to encourage the use of MWBEs and SDVOBs in all procurements, including any amendments to existing contracts. Staff must reach out to the Office of Contractor and Supplier Diversity ("OCSD") as early as possible in the procurement process in order to facilitate goal setting for each contract. Additionally, upon advertising a solicitation for a new opportunity, staff should consider publicly posting a list of State-certified MWBEs or SDVOBs who have expressed interest in subcontracting opportunities in connection with the solicitation

Executive Order 162

Pursuant to Executive Order Number 162 ("EO 162"), all New York State contracts, agreements and procurements issued and executed on or after June 1, 2017 require contractors to submit detailed workforce utilization reports that include the job title and gross wages of each employee of a contractor and subcontractor performing work on a State contract either or each employee in the contractor's and subcontractor's entire workforce, if the individuals working directly on a State contract cannot be identified. A State contract includes all agreements in excess of \$25,000 for services and commodities, and all agreements in excess of \$100,000 for construction. Contractors and subcontractors performing work on construction contracts with a total value in excess of \$100,000 are required to submit workforce utilization reports to on a monthly basis, within ten (10) days of the end of that month. Contractors and subcontractors performing work on commodities and service contracts with a total value in excess of \$25,000 are required to submit workforce utilization reports to on a quarterly basis within ten (10) days of the end of that quarter.

Goal Setting

All State contracts, including revenue contracts, as defined in State Finance Law Section 139-j, exceeding \$25,000 for commodities and/or services, and \$100,000 for construction must be assessed for MWBE & SDVOB goals. For JDA's purposes, a State contract includes commodities procurements, professional services contracts, loans, grants, and leases of real property involving construction, demolition, replacement, and major repairs or renovation.

OCSD is responsible for ensuring JDA's compliance with the MWBE and SDVOB Programs. OCSD works with JDA program staff (project managers, program directors, originators and procurement officers) to determine if a contract is eligible for MWBE and SDVOB goal setting, exempted from goal setting, or excluded from goal setting.

"Exemptions" are defined contracts which are excluded from MWBE and SDVOB goal setting. Some examples of exemptions are wages, benefits, and other employee-expenditures; debt service; travel reimbursement; utilities; OGS centralized services; sole source contracts (subject to there being no MWBE or SDVOB available to participate as sub-contractor when subcontracting is appropriate); postage; telephones; operating transfers; certain rentals and repairs; and special departmental charges (i.e. unemployment insurance and tuition reimbursement).

"Exclusions" are contracts that either do not have subcontracting opportunities or no availability of certified MWBEs or SDVOBs to perform or provide specific goods or services. In cases where

a contract is awarded by a means other than an RFP, including, but not limited to discretionary purchases and single source contracts, **DMWBD/OGS will only grant an exclusion if MWBEs or SDVOBs are solicited to participate as prime contractors or no MWBEs or SDVOBs are available to participate as prime contractors.**

It is important to know multi programs projects cannot be assessed on a single goal rather individual contracts must be assessed for goals.

OCSD may determine that an MWBE goal below the agency-specific goal of 30% is appropriate because there are limited or no subcontracting opportunities and/or limited or no availability of certified MWBEs to perform or provide specific good or services. All goals of less than 30% MWBE participation, must be forwarded to the Executive Chamber for review and must include documentation to reflect the reason for goal reduction.

Waiver Requests

A firm responding to a solicitation or already engaged on an JDA contract, after making good faith efforts to achieve the maximum feasible portion of an MWBE and/or SDVOB participation goal, may submit a Waiver Request Form to OCSD with appropriate information documenting its "good faith efforts" to meet its goals. The waiver process includes reviews by: OCSD Compliance Manager and the OCSD Director. The Executive Chamber must approve MWBE waiver requests before a waiver can be issued.

MWBE waivers must be sought even if the overall MWBE goal is met but either the Minority-owned Business Enterprise or the Women-owned Business Enterprise component of the MWBE goal is not met in part or in full. SDVOB waivers must be sought if the assessed goal is not achieved.

"Good Faith Efforts" are the actions that all contractors must demonstrate to certify they have performed their due diligence to solicit MWBE and SDVOB participation in support of their State contract goals. Good Faith Efforts requirements are outlined in 5 NYCRR §142.8 (MWBEs) and 9 NYCRR § 252.2(n) (SDVOBs). A waiver of MWBE or SDVOB goals will not be granted unless the contractor has provided documentation of good faith efforts. In addition to completing a waiver request form, the contractor shall also provide OCSD with supporting information including, but not limited to:

- A statement setting forth the basis for the waiver request;
- The names of general circulation, and trade association publications in which certified MWBE/SDVOBs were solicited for the purposes of complying participation goals related to this contract;
- A list identifying the date(s) that all solicitations for certified MWBE/SDVOB participation were published in any of the above publications;
- A list of all certified MWBEs appearing in the NYS Directory of Certified Firm: and all certified SDVOBs appearing in the OGS Directory that were solicited for purposes of complying with the participation goals;
- Copies of notices, dates of contact, letters, and other correspondence as proof that solicitations were made in writing and copies of such solicitations to all certified MWBEs/SDVOBs;

- Copies of responses to solicitations received from certified MWBEs/SDVOBs;
- Copies of bid prices from all respondents to a solicitation; and
- A description of any contract documents, plans, or specifications made available to certified MWBEs/SDVOBs for purposes of soliciting bids and the date and manner in which these documents were made available.

In the event that a waiver is not granted or approved by one or all of the above parties, OCSD may assess liquidated damages or seek settlement in accordance with the MWBE and/or SDVOB Regulations and the provisions of the contract language.

Where practical, feasible and appropriate, JDA shall promote and encourage participation by MWBEs and SDVOBs in the selection and award of all contracts. Such MWBE and SDVOB participation shall be documented in a regular supplement, prepared by OCSD, for inclusion in the quarterly and annual reports made by Contracts Administration to the Board. To assist in the gathering of this information, the originator must provide OCSD with a completed Utilization Plan of MWBE and, separately, SDVOB Participation, from the potential contract awardee, for OCSD's review and approval, prior to contract award. The required forms are accessible at: <https://JDA.ny.gov/office-contractor-and-supplier-diversity> (scroll down to "Non-Discrimination and Contractor & Supplier Diversity Forms").

8.5. Compliance With Iran Divestment Act Of 2012

Every bid or proposal made to JDA pursuant to a competitive solicitation as provided in these Guidelines must contain the following statement, signed by the bidder or respondent and affirmed as true under penalty of perjury:

"By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is no on the list created pursuant to paragraph (b) of subdivision 3 of section 165-a of the State finance law The list in question is maintained by OGS and is available here:

<http://www.ogs.ny.gov/about/regs/docs/ListofEntities.pdf>. No bid that fails to certify compliance with this requirement may be accepted as responsive, unless the bidder includes a statement in compliance with the Iran Divestiture Act (contact the Legal Department for guidance in such a case).

8.6. Encouragement Of Use Of New York Businesses As Sub-Contractors And Suppliers.

The Secretary to the Governor has issued a directive that provides that all vendors who anticipate using sub-contractors or suppliers to fulfill procurement contracts must be encouraged (but not required) to use New York State businesses. All procurement solicitations of any kind must include specific language aimed at such encouragement. The model language can be found at :

<https://JDA.ny.gov/sites/default/files/media/document/USEOFNYSBUSINESSES-2025.pdf>

8.7. Project Sunlight

Project Sunlight is an important component of the Public Integrity Reform Act of 2011. Under this law, State governmental entities specified in the law are required to cooperate with the Office of General Services (OGS) and identify in a database developed by OGS all individuals, firms or other entities (other than State or local governmental agencies) that appear before such entity on behalf of themselves or in a representative capacity on behalf of a client or customer for any of various specified purposes. This includes appearances related to (a) procurement, (b) ratemaking, (c) regulatory matters, (d) judicial or quasi-judicial proceedings, (e) adoption or repeal of a rule or regulation.

Project Sunlight's reporting requirement for procurement appearances applies to those appearances that are for the purpose of procuring a State contract, irrespective of whether there is a governmental procurement planned. Thus, reporting is required for appearances relating to State contracts for which a Restricted Period under the Procurement Lobbying Law has not been established and without regard to whether a governmental procurement is anticipated. Appearances during the Restricted Period—whether they are bid clarification meetings or bid interviews or any other permissible contact under the State Finance Law do not need to be reported. As well as, appearances following the award of a State contract do not need to be reported.

8.8. Publication On JDA Website

Competitive solicitations must be made available on the JDA (and subsidiary, if applicable) website after advertisement in the NYS Contract Reporter. This website is also the appropriate place to post Addenda and Questions and Answers regarding the procurement.

8.9. Contract Reporter Advertising Process

As stated above, JDA must advertise in the New York State Contract Reporter all contracts for the acquisition of goods and services of \$50,000 or more, unless an exemption is granted. In order to commence the process to place an advertisement, the initiator should contact the Procurement Unit, who will work with the originator and IT department to complete the process.

The minimum time for vendors to respond to a Contract Reporter solicitation is 15 business days (i.e., Saturdays, Sundays and legal holidays are excluded). The Contract Reporter website provides authorized users with a publication calculator tool in order to calculate the earliest due date for a solicitation.

Where practicable, staff members responsible for a proposed Procurement Contract should make reasonable efforts to identify potential vendors in addition to those identified through the Contract Reporter. This may be done by obtaining referrals from other governmental entities that may have similar requirements, reviewing reference directories, mailing solicitation materials to industry associations and/or known vendors and mailing to lists of appropriate certified MWBE vendors listed in the [NYS M/WBE Directory](#) and appropriate certified SDVOBs listed in the [Service-Disabled Veteran-Owned Business Directory](#).

8.10. Selection Criteria

Written selection criteria shall generally be established for each proposed Procurement Contract and shall be included in any written solicitation materials. The relative weighting of the selection criteria should be set out in the RFP wherever practicable and, in the absence of written weighting, each criterion shall be deemed to have the same weight.

The selection criteria shall generally include price as an important factor to be considered in the selection process; however, many JDA procurements are based on "Best Value," which allows for factors other than price to be considered. Such factors commonly include the quality of goods and services, the experience of the vendor and specific expertise with respect to the goods or services to be supplied. See also Section 7.1 above if price is weighted at less than 20%.

Starting in January 2020, for MWBE prime contractors, a ten percent bidding credit was established for low-bid construction projects (ITBs) provided the cost of such project does not exceed the maximum project cost permitted by Public Buildings Law §8.

8.11. Bid Opening Procedures

In an effort to be more environmentally conscious, JDA has recently moved toward electric submissions of bids/proposals/applications via a filing sharing service. A unique sharing link is created for each solicitation. Proposals/Bid Forms/Applications must be submitted on time and compliant with RFP/RFQ/RFA/or ITB requests. There is no in-person bid opening for electronic submission. The entire process is controlled by the Procurement Unit. Documents submitted via any other method other than the drop box will not be accepted.

Although Mini-bids are handled by the originating department, the originating department must inform the Procurement Unit before the solicitation process starts to ensure compliance with all applicable procurement guidelines. Once the solicitation is completed, the originating team must inform the Procurement Unit of: 1) all responses received and 2) the selected respondent. Procurement will conduct periodic audits of JDA mini-bids.

A Public Bid Opening is required for Public Works contract solicitations, pursuant to UDC Act § 11 (which incorporates by reference State Finance Law § 135). This section generally covers bids for construction work on public projects, and may include preparatory work such as demolition, asbestos abatement and the like. JDA or a subsidiary must be a party to the contract, which must involve the use of laborers, mechanics or workers (not, for example, architects and engineers). Construction contracts must be awarded to the lowest qualified and responsible bidder. See UDC Act § 11. The definition of a "Public Work" is more a matter of art than law: if in doubt as to whether the contract is for Public Work, contact the Legal Department for guidance. JDA and its subsidiaries typically use the Invitation to Bidders (ITB) for this type of work. Because the bids are submitted electronically, the Public Bid Opening mentioned in the afore paragraph has been replaced by a Public Bid Announcement. This type of announcement is usually conducted via a conference call.

8.12. Bid Evaluation And Vendor Selection

The initiating Department Head or his/her designee should establish, as early as practicable prior to bid opening, a team of at least three and no more than seven (with five being preferred when possible) individuals to evaluate proposals. with relevant knowledge and experience of the goods and/or services being procured, and staff members that will be utilizing the goods or services generally merit inclusion as well. The selected individuals should not all work in one department, division or subsidiary, and one member of the evaluation committee should come from the Legal Department, Contracts Administration or Finance. The Procurement Unit controls and monitors the integrity of the entire procurement process. The Procurement Director must be present at the first meeting held for planning a solicitation and every meeting or discussion through the approval of the selected bidder by JDA's Board of Directors. In order to maintain transparency, the Procurement Director will serve as the only liaison between the Procurement Unit and Potential bidders. As such, the primary and secondary contact names on the solicitation should be those of the Procurement Directors. At times, the Procurement Director can serve on the Review Committee, but must always be present to monitor the integrity of the procurement process. The Procurement Director will assign staff if there is a conflict of interest and the Procurement Director is unable to attend. It is possible to have one or more non-JDA team members join the review team, where those persons have specific knowledge of the procurement subject, or a specific role to play in the administration of the contract with the successful bidder. This involvement of non-JDA persons is appropriate because § 2824 (1) of the Public Authorities Law permits authorities such as JDA to "take into consideration the views and policies of any elected official or body, or other person" in the exercise of its powers and duties, provided that JDA must "apply independent judgment in the best interest of the authority, its mission and the public." If non-JDA staff is included in the review team, the team must be expanded in number such that a majority will always be JDA staff members.

Analysis of the proposals and/or bids submitted, and the award of the contract shall be documented in reasonable detail. With respect to an ITB, award to anyone other than the low bidder must include documentation as to the reason the low bidder was not selected. For all other solicitation types, JDA will award to the vendor whose proposal represents the best value to the Corporation based on the evaluation criteria..

The Q&A matrix and the scoring matrix will be provided and maintained by the Procurement Director, All members of the Review Committee must complete and sign scoring sheets that rate each bidder according to the selection criteria and weighting set out in the RFP. Scoring sheets must include relevant comments/opinions/notes, etc. explaining the rationale for the score provided). Original scoring sheets must be signed and submitted to only the Procurement Director as part of the Procurement Record.

8.13. Determination Of Responsibility — "DoR" And The VendRep Form

Pursuant to State Finance Law § 139-j (7), JDA or the Subsidiary Board must determine that a vendor or respondent is a responsible contractor, prior to approving the award of a contract. In any event, whether or not a formal Determination of Responsibility ("DoR") is sought from the relevant Board, the initiator should ensure that all selected vendors are "responsible." **For all procurements, the**

initiator must submit a memo to the Procurements Director attesting that the initiator conducted both a DoR and a thorough review of the VendRep. View [Determination of Responsibility form](#). In addition to consulting the resources listed on the Determination of Responsibility form, staff may find it useful to consult OSC's [list](#) of suggested resources, or review OGS's [bulletin](#) of best practices for determining vendor responsibility. for determining vendor responsibility.

Category and Factors to be considered include but not limited to:

- a) Financial and Organizational and Capacity: Assets, liabilities, recent bankruptcies, equipment, facilities personnel resources and expertise, and proper auditing and accounting controls.
- b) Legal Authority: Authority to do business in New York State, licenses, and registrations.
- c) Integrity: Criminal indictments or convictions, civil fines and injunctions imposed by other agencies, anti-trust investigations, ethical violations, tax delinquencies, or debarment by federal, State or local governments.
- d) Previous Contract Performance: Report of less satisfactory performances, early contract termination for cause, contract abandonment, court determination of breach of contract.

It is imperative that the DOR is conducted very early in the process in order to avoid wasting time on proposals for bidders that might be ineligible.

- The OSC VendRep Questionnaire, which should be used wherever possible and is required for all purchases of \$100,000 or more. This form seeks information about the vendor, its affiliates and subsidiaries, officers and owners, past responsibility determinations by agencies and investigations/prosecutions. It must be notarized, and false statements may be actionable and, in some cases, may be criminal. The VendRep forms for different types of vendors can be accessed here: www.osc.state.ny.us/vendrep/webresources.htm.

If a vendor is considered to be non-responsible, steps must be taken to afford the vendor due process rights, including an opportunity to explain its position in writing and, in some cases, at a meeting. Consult the JDA Legal Department in such cases, after having reviewed the resources available from OSC and OGS set forth above.

Pursuant to Governor Cuomo's Executive Order No. 192, issued on January 15, 2019, all vendors, suppliers, service firms and most other contractors to State agencies and Public Authorities (such as JDA), must remain "responsible" throughout the term of the contract. There are serious consequences if contractors fail to maintain responsibility. This requirement is expressly included in JDA solicitations and in Schedule A to contracts.

8.14. Cancellation Of A Solicitation

On occasion, the competitive solicitation process does not yield any satisfactory responses and JDA wishes to pursue other methods of procurement. To notify the public that JDA has cancelled a solicitation, the Procurement Unit should (1) inform all respondents via phone call (which should be documented for the procurement record), letter or email of the cancellation and (2) publish or post notice of the cancellation in each place that the solicitation was published (usually the Contract Reporter and the JDA website) for no less than 2 weeks. If the decision is made to re-advertise the opportunity, the project team should scrutinize the initial solicitation document to determine whether any restrictions can be lifted, or the document can otherwise be revised to produce better results.

8.15. Procurement Record

The Procurement Unit shall be responsible for creating and maintaining a record of the procurement process. Such record shall contain documentation related to the procurement process, any competitive solicitation exemption, proposals and/or bids received, scoring sheets, vendor responsibility documentation and other documents prepared or used by the bid reviewers in their vendor selection process. Note that final scoring sheets must be sent to the Procurements Director before a vendor is conditionally designated, selected, Board/CEO approval is sought or a contract is executed.

8.16. Post Proposal Submission Activities - Debriefing Of Respondents

With respect to unsuccessful respondents, a debriefing is available upon request. The solicitation must include information advising bidders that a debriefing may be requested by any unsuccessful offeror, within 15 calendar days of notification by JDA that the proposal or bid submitted by the unsuccessful offeror was not selected for an award. Debriefing is typically conducted by video conference, over the phone, or through written correspondence. The purpose of the debriefing is to be open and transparent, and to promote future competition. The debriefing should address strengths, weakness; and provide other relevant information that JDA used to determine best value, including the qualitative and quantitative analysis used in assessing the relative merits of the proposal. The Procurement Director is responsible for debriefing unsuccessful respondents and all correspondence must come from Procurement. JDA is precluded from disclosing the content of any other proposal during the debriefing that would jeopardize the integrity of the procurement or impede contract negotiations.

8.17. Conflicts Of Interest

Respondents must have read, understood and comply with the provisions of the conflict of interest attestation found here: <https://JDA.ny.gov/sites/default/files/Conflict-of-Interest-Attestation-June-2019.pdf>

JDA shall have the right to disqualify any Respondent to this RFP or terminate any contract entered into as a result of this RFP should JDA determine that the Respondent has violated any of these requirements.

a. Gifts and Offers of Employment: Respondent has not and shall not during this procurement and during the negotiation of any contract resulting from this procurement, offer to any employee, member or director of JDA, any gift, whether in the form of money, services, loan, travel, entertainment, hospitality, thing or promise, or in any other form, under circumstances in which it could reasonably be inferred that the offer was intended to influence said employee, member or director, or could reasonably be expected to influence said employee, member or director, in the performance of the official duty of said employee, member or director or was intended as a reward for any official action on the part of said employee, member or director. Respondent may not make any offers of employment or discuss the possibility of such offers with any employee, member or director of JDA who is involved in this procurement and/or resulting contract negotiation within at least 30 days from the time that the employee's involvement in this matter closed.

b. Disclosure of Potential Conflicts: Respondent shall disclose any existing or contemplated relationship with any other person or entity, including relationships with any member, shareholders of 5% or more, parent, subsidiary, or affiliated firm, which would constitute an actual or potential conflict of interest or appearance of impropriety, relating to other clients/customers/employers of the Respondent or former officers and employees of JDA, in connection with your rendering services enumerated in this RFP. If a conflict does or might exist, Respondent must describe how it would eliminate or prevent it.

c. Disclosure of Ethics Investigations: Respondent must disclose whether it, or any of its members, shareholders of 5% or more, parents, affiliates, or subsidiaries, have been the subject of any ongoing investigation or disciplinary action by the New York State Commission on Public Integrity or its predecessor State entities (collectively, "Commission"), and if so, a description must be included indicating how any matter before the Commission was resolved or whether it remains unresolved.

9. Contract Approval

Procurement Contracts for goods with a total value of **up to \$250,000** must be approved by the Officer(s) specified in Attachment A to these Guidelines. Board approval is not required for these contracts, but if the contract value is **between \$50,000 and \$250,000** (or whatever amount the applicable subsidiary board approval threshold is), it must also be approved by the President of JDA (or the applicable subsidiary) or his or her designee.

Procurement Contracts for services with a total value **up to \$250,000** that will be completed within one year must be approved by the Officer(s) specified in Attachment A to these Guidelines. Board approval is not required for these contracts, but if the contract value is **between \$50,000 and \$250,000** (or whatever amount the applicable subsidiary board approval threshold is), it must be approved by the President of JDA (or the applicable subsidiary) or his or her designee.

Procurement Contracts with at total value **in excess of \$250,000**, as well as service contracts for **any amount with a term greater than one year**, must be approved by the JDA (or applicable subsidiary) Board.

For the purposes of this section, several types of service contracts are considered “non-personal service” contracts, and therefore do not require approval by the JDA (or applicable subsidiary) Board unless the total value of the contract exceeds \$250,000 in the aggregate through its term, inclusive of any contract amendments or extensions. Non-personal service contracts up to \$250,000 must still be approved by the Officer(s) specified in Attachment A to these Guidelines, and if the contract value is between \$50,000 and \$250,000 (or whatever amount the applicable subsidiary board approval threshold is), it must be approved by the President of JDA (or the applicable subsidiary) or his or her designee. These non-personal service contracts include but are not limited to: insurance policies; warranties; product maintenance or service contracts; product support contracts, software as a subscription (“SaaS”) contracts and true leases. If you are uncertain whether a particular contract is non-personal service contract, please contact the Procurement Unit for the appropriate guidance.

In additional to the requirements above, all contracts with a technology component must be approved by JDA's Information Security Officer or designee prior to execution or Board approval.

9.1. Board Materials

The initiator writes a memorandum from the respective Department Head to the Officer(s) specified in Attachment A to these Guidelines, explaining the need for the contract. View [Model Directors' Materials for Procurement Contracts](#) (these materials can also be used for obtaining approval of the President or his or her designee by adding a [CEO/Designee Approval Memo](#)). The Board materials must set out:

- a. the need for goods and services;
- b. a brief description of the goods or services needed;
- c. the expected maximum cost and the term of the contract for the proposed goods or services;
- d. the selection process used to determine an award based on best value, or where not quantifiable, the justification which demonstrates the best value will be achieved; and
- e. the funding sources.

9.2. JDA Contracts And Approval - Contracts Over One Year.

- a. If staff anticipates that a contract may need to be extended beyond one year, ensure that Board approval is requested and that the materials and resolution specifically permit an extension of the contract. Once Board approval is obtained, the contract with the vendor must contain a clause that specifically permits extension. If the contract does not contain such a clause, and the contract needs to be extended, Contract Reporter advertising is required unless an exemption is granted. If a

contract has already been presented to the board and it needs to be extended because the work took longer than expected, a No Cost Time Extension can be provided without further board approval as long as sufficient funds and the scope of work remains unchanged.

- b. **Contracts for services** to be rendered over a period of more than one year, regardless of the amount of the contract, which must have been approved by the Board, must in addition be reviewed annually by the JDA (or subsidiary) Directors, pursuant to Public Authorities Law § 2879.3(b)(ii). The initiating Department Head must provide an annual report setting forth the status of all continuing services contracts, together with justification for the continuance of such contracts for the next year. This annual status report can be made to Contracts Administration by filling out a contract summary/contract status report. The annual status reports will thus serve to clarify the need to continue existing multi-year service provider contracts. Note also that warranty and product maintenance/support/lease contracts (including but not limited to auto and equipment leases) are not considered personal service contracts.

- c. Contract documents should be fully executed and delivered by both parties prior to the commencement of any work. However, if in the discretion of the initiating Department Head it is essential that work on the contract be commenced before the formal contract documents have been approved, and before Board or President approval if required, the officer named in Attachment A to these Guidelines may issue a letter authorizing a contractor to commence work pending completion and execution of formal contract documents ("**Notice to Proceed**"), provided that:
 - i. the contract is not subject to OSC approval (See Section 10.4); and
 - ii. the authorization contained in the Notice to Proceed is (a) \$250,000 or less and (b) does not exceed 20% of the total contract value; and
 - iii. the initiating Department Head seeking the Notice to Proceed obtains in advance, via memorandum (with copies sent to Contract Administration and Procurement) an explanation in reasonable detail the need for the immediate commencement of contract performance, and the written authorization of the Officer(s) specified in Attachment A to these Guidelines.

 - iv. Notice to Proceed can be used prior or after board approval and has a lifespan of just one year. No more than one Notice to Proceed can be used per contract.

All Notices to Proceed shall include:

- a) A statement or scope of the tasks the vendor will commence and/or complete pursuant to the Notice to Proceed;
- b) The fees and other costs for completing the tasks, (including hourly fees and anticipated numbers of hours or fees for each completed task), as appropriate; and
- c) Any deliverables and/or milestones that the vendor is expected to provide/meet while working pursuant to the Notice to Proceed.

d. Contract Amendments

- i. **Amendments to existing contracts** generally follow the same process as new contracts, i.e., any amendment over \$50,000 needs to be advertised in the Contract Reporter, exempted, or awarded to a firm on a pre-qualified list after soliciting bids from three other firms including at least one MWBE firm and one SDVOB firm. An Amendment Package must be sent to Contracts Administration for approval and processing (see Commitment Request Package on the next page for guidance). The same documents, such as justification memo/contract status report, commitment request form and/or standard amendment form must be generated. If the proposed amendment will involve a new Contract Reporter advertisement or other solicitation, the requirements of SFL §139-j and 139-k and State Tax Law § 5-a will apply, and in any case, new certifications may be required. Note that an amendment to an existing contract that causes the aggregate amount of the contract to exceed \$1 million may be subject to OSC approval, regardless of the amount of the amendment and source of funds. If the proposed amendment will be for a different scope of work, the process for a new contract should be followed
- ii. Amendments that increase the **contract amount** to more than \$250,000 must be approved by the JDA (or subsidiary) Directors. Amendments for less than \$50,000, or amendments for less than 10% of the original contract amount (or the contract amount as subsequently approved by the Board) may be executed by the JDA officer named in Attachment A to these Guidelines without further Board approval, unless the amendment increases the contract to an amount above \$250,000 and Directors' approval has not been previously obtained. Amendments that exceed the aforementioned thresholds require Board approval. Additionally, only one (1) such Amendment for less than \$50,000 or less than 10% of the original contract amount without Board approval may be sought from the JDA officer named in Attachment A per contract.
- iii. If a proposed amendment to a contract for services will increase the **term** of the contract to more than one year, Board approval is

necessary, and Contract Reporter advertising is necessary unless (i) as discussed in paragraph (a) above, the original contract contained a clause specifically permitting extension; or (ii) the amendment is awarded to a vendor on a pre-qualified list following wherever practicable the receipt of three quotes from other vendors on the list including at least one from a certified MWBE or SDVOB firm; or (iii) the amendment increases the term of the contract by not more than three months, and approval for the extension is given by the person named in Attachment A to these Guidelines. If the amendment will increase the amount of time or other terms of the contract but **will not increase the contract amount**, the initiator need not submit a new Commitment Request Package. Additionally, if the amendment will only increase the length of the contract with no other changes, Board approval is not required as this is deemed a “no cost time extension” amendment.

- iv. In the case of contracts for more than \$1 million, where the initiator anticipates that unforeseen contingencies and changes of scope may arise and require changes in the contract amount, Board approval should be sought from the outset for amendment of the contract up to 10% of the amount approved, to be executed without further Board approval by the Chief Executive Officer and/or the Chief Financial Officer of the corporation. Note that such an amendment may require OSC review and approval (see section 10.4). If in doubt, consult the Legal Department.

Example A: Original contract for \$100,000 was awarded competitively. The initiator wishes to amend the contract for an additional \$5,000. Because the amendment is for less than \$50,000 it does not require advertisement or an exemption, and because it will not increase the total contract amount to more than \$250,000* and is less than 10% of the original contract amount, it does not require Board approval. This example also assumes that the amendment will not extend services beyond one year, and so will not require Board approval.

*Some subsidiaries have lower monetary thresholds for board approval.

Example B: Original contract for \$40,000 was awarded via purchase order. Due to unforeseen circumstances, the initiator wishes to amend the contract for an additional \$20,000. Because the amendment will bring the total revised amount over the threshold of \$50,000, it can no longer be treated as a requisition. Staff will take the necessary steps to complete a sequence package.

Example C: Original contract for \$5 million was awarded competitively and approved by the Board and by OSC. The Board also approved the power to amend the contract to reflect an increase in the scope of services/goods, in an amount not to exceed 10% of the original approved amount, with the amendment to be approved by the CEO/CFO. The initiator wishes to amend the contract for an additional \$300,000. Because the amendment is less than 10%, and the contract has previously been

approved by the Board, no further Board approval is necessary, but Contract Reporter advertising is still necessary, unless an exemption is granted (see section 3.2 above).

Example D: Original contract for \$100,000 was awarded to a firm on a Board-approved pre-qualified list. The initiator wishes to amend the contract for an additional \$50,000 and extend the term beyond one year. Because the amendment will extend the contract term beyond one year, Board approval is necessary. However, because the firm was pre-qualified through a competitive process no further contract reporter advertising is necessary (but the initiator should solicit bids from three other firms on the list where practicable, including at least one MWBE and one SDVOB).

10. Steps After Contract Approval Is Obtained

10.1. Commitment Request Process (For Contracts And Contract Amendments Where The Total Contract Value Is \$50,000 Or More)

The contract initiator should assemble and submit via Peoplesoft a Commitment Request Package containing the following documents:

1. A Commitment Request Form (composed in Peoplesoft).
2. A [Contract Summary/Justification Memorandum](#) explaining the need for the procurement and the method of procurement used.
3. A [Standard Form Contract - Short Form for Goods/Services](#) or [Standard Form Amendment or Modification of Contract](#) with: (i) Schedule A (conditions applicable to procurements of goods/services or legal services); (ii) Schedule B (Participation By Minority and Women-Owned Business Enterprises: Requirements and Procedures) provided by OCSD; (iv) Schedule B-1 (Participation by Service-Disabled Veteran-Owned Businesses with Respect to State Contracts) provided by OCSD; (v) Appendix A (ST-220 Contractor Certification Form pursuant to Tax Law § 5-a); (vi) Appendix B (Compliance with SFL § 139-j and 139-k, the Offeror's Affirmation of Understanding and Agreement pursuant to SFL § 139-j; and (vii) Appendix C (Offeror). Disclosure of Prior Non-Responsibility Determinations under SFL § 139-k). Remember that the provisions and the requirements of the proposed contract must be specific and stated in clear and unambiguous terms so they are fully understood by the contracting parties. It is important that the contract clearly specify what is expected of both the contractor and JDA, and the method of payment to the contractor. The clearer and more specific the contract, the easier it will be to monitor. The terms of the contract should include, but not be limited to:

- the scope and purpose of the contract;
- the description of the services to be performed;
- the location where the work is to be performed;
- the standards to be used to measure performance (e.g. units of services, number and nature of clients served, target dates, etc.);
- the level of expertise that is required to perform the tasks, the cost and the method payment of the contract;
- the projected starting date and the contract period;

- the finished product or the services to be delivered;
- record-keeping and reporting requirements, including a statement that JDA and any relevant State agency has the right to audit the contractor's records;

This task can usually be accomplished by incorporating a solicitation's scope of work, the vendor's proposal, and fee schedule. For more complicated contracts, the Legal Department should be consulted to ensure all necessary terms and conditions are incorporated.

4. Completed and approved [Determination of Responsibility form](#). For contracts valued at \$100,000 or more, staff must also submit a VendRep Form completed by the vendor (not applicable to vendors outside NY).
5. JDA/Subsidiary Board of Directors or CEO/designee approval, if applicable. View [sample Board materials](#) and [CEO/Designee Approval Memo](#).
6. Depending on the procurement method used: (i) the Contract Reporter advertisement and posting of bid results and internal approval to advertise and the scoring sheet/bid opening log; or (ii) an approved exemption letter; or (iii) the OGS Centralized Contract; or (iv) a copy of the relevant Board-approved prequalified list.
 - a. All appropriate insurance certificates, as approved by the JDA Insurance Administrator, a copy of the appropriate officer's approval and a copy of the RFP, if applicable. Note that all contractors must have evidence of Workers' Compensation and Disability Insurance coverage.
 - b. Contract Administration routes and tracks the commitment package and obtains necessary approvals from various JDA departments via PeopleSoft .
 - c. Upon full approval and execution, the original copy of the fully executed contract or amendment is sent by Contract Administration to the vendor.

10.2. Contract Reporter Award Notification

A contract is considered conditionally awarded when it has approved by the appropriate Board of Directors or CEO/designee. A contract is considered fully awarded when it has been conditionally awarded, reduced to writing and has been executed (signed) by all parties. If a contract is awarded after a Contract Reporter Solicitation, the award, along with the Schedule of MWBE and SDVOB Participation (and/or Disadvantaged Business Enterprise Participation, where applicable), must be posted on the Contract Reporter system. This posting will be completed by Contracts Administration at the appropriate time with information provided in the approval from the Board of Directors or CEO/designee.

10.3. Division Of Budget ("DoB") Approval For State Agency Spending

Under DOB [Bulletin B-1184 \(Revised\)](#), approval for certain procurements by state agencies over \$500 is required. In general, if a State or legislative appropriation is the source of funds, approval is needed. A web-based application known as the "Agency Spending Controls Application"

process is used to obtain prior approval. DOB approval is not required when the funding source for the procurement comes from a non-State source (e.g., a developer of an JDA project), where at least 75% of the procurement cost will be reimbursed by federal funds, or when the procurement is needed to address an immediate threat to public health and/or safety. DOB mandated forms are used in cases where approval is required. JDA has implemented the cost control measures described in Bulletin B-1184 (Revised). Please see the aforementioned bulletin for additional guidance. Additional assistance is available by contacting the JDA Controller's Department as well.

10.4. OSC Jurisdiction Over Contracts In Excess Of \$1 Million

Under Public Authorities Law § 2879-a (effective March 1, 2010), JDA must make certain communications to OSC about certain types of contracts valued at more than one million dollars. OSC has issued final regulations implementing this law, and OSC approval shall be deemed part of these Guidelines. A memorandum explaining the application and procedures involved in OSC approval has been circulated to all relevant staff and may be viewed [here](#).

"Eligible Contracts" are contracts in excess of one million dollars that are either: (i) to be paid for in whole or in part by State appropriations; or (ii) noncompetitively awarded (regardless of the funding source).

"Eligible Contract Amendment" is any modification to (A) an Eligible Contract; or (B) a contract executed after March 1, 2010 where the value as amended is in excess of \$1 million where (i) the contract as amended will be funded in whole or in part by State appropriations; or (ii) the contract was originally awarded noncompetitively; or (iii) the contract was originally awarded competitively but the modification was "neither contemplated nor provided for" in the original solicitation (i.e, new scope).

- JDA must annually report to OSC all Eligible Contracts/Amendments that it anticipates in the next fiscal year and revise such report within 30 days of learning of any significant changes to the annual report.
- JDA must give OSC 10 days' notice before (i) publishing a solicitation that JDA expects will result in an Eligible Contract/Amendment that was not previously reported to OSC or (ii) executing a noncompetitive Eligible Contract/Amendment that was not previously reported to OSC.
- JDA must file all Eligible Contracts/Amendments that are not subject to OSC approval (see following paragraph) with OSC within 60 days of execution.

Certain Eligible Contracts/Amendments that are the subject of a written notice must also be approved by OSC within 90 days after the contract is signed. A list of active written notices can be viewed [here](#). If approval by OSC has not been obtained, the signed contract "shall not be a valid enforceable contract."

All submissions to and communications with OSC are to be handled by Contracts Administration only. Submit nothing to OSC directly.

OSC has confirmed that contracts for the sale of real property for an amount over \$1 million are covered by the Property Disposition Guidelines and are not subject to OSC review and approval under PAL § 2879-a.

11. Monitoring Of Procurement Contracts

Performance of Procurement Contracts must be monitored by the initiating Department to ensure that the scope of work or services to be provided are being/have been performed; that use of JDA personnel, supplies and facilities is documented; that the MWBE and SDVOB requirements, as provided by OCSD, are being met; and that the established starting and completion dates for major components of the contract are being/have been met.

JDA employees assigned the responsibility of monitoring the work should be familiar with the type of work being performed and with the specific terms of the contract, including MWBE and SDVOB participation goals.

The frequency and manner in which the vendor's performance will be monitored should be clearly stated to the vendor and directly related to the terms of the contract.

Written documentation pertaining to vendor performance, such as progress reports, site visit reports, payment and expenditure data, Memoranda of verbal discussions, MWBE and SDVOB utilization plans and written correspondence should be maintained and reviewed by the initiating Department.

Periodic visits to the work sites should be made where appropriate to review work in progress and work completed. Site visit reports should be completed and include the observations of pertinent matters, such as the number and type of persons employed by the vendor, adequacy of the facilities and equipment, and quality of performance, including any deficiencies in the performance of the work, which may have an impact on satisfactory completion of the project.

The evaluation of the vendor's performance should take into consideration the quantity and quality of the work performed; the timeliness of submission of contract deliverables; the adequacy of cost and performance records and other supporting documentation; the ability of the vendor to meet MWBE and SDVOB participation goals; and whether the extent of performance, to date, is commensurate with the amount the contractor has been paid.

All MWBE and SDVOB performance should be reported to OCSD.

Performance that is below expectations or established standards should be reported to JDA management immediately. All deficiency reports should be specific and in writing. Management should review deficiency reports and take appropriate action, which may include termination of a contract.

All invoices presented for payment should be reviewed by the person who is monitoring the contract and approved by the respective Department Head. No payment should be made unless the work is satisfactory and in accordance with the terms of the contract. Approval

on the Payment Authorization form attests to this. JDA's prompt payment procedures can be found at 21 NYCRR 4214.3, available [here](#).

12. Ethical Considerations

12.1 Procurement Contracts Involving Former Employees Of JDA

Public Officers Law § 73 and JDA's [Ethics Guidelines](#) impose restrictions on former JDA officers and employees deriving compensation from JDA contracts or appearing before JDA. Accordingly, evaluation team members should carefully review lists of all proposed staff submitted by vendors to identify any former JDA employees. If a former JDA employee is identified, review his/her employment history to ensure it is appropriate and allowable. Direct any questions to the JDA Ethics Officer.

12.2 Conflicts Of Interest

All actions of JDA staff, including but not limited to procurement, are subject to JDA's Ethics Policies and the provisions of Public Officers Law §§ 73 and 74. Evaluation team members should ensure that they do not have any conflict of interest with respect to any bidder, and should alert the JDA Ethics Officer immediately upon identifying any potential conflict. For particularly large or complex solicitations, especially where outside consultants are assisting with the evaluation process, the project team should consider having each member of the evaluation team complete an [Evaluation Conflict Disclosure Statement](#). Procurement counsel can advise on how to use this form.

12.3 Unfair Advantage Prohibited

Firms that develop or draft specifications, requirements, statements of work, or requests for bids or proposals for a procurement must be excluded from competing in any resulting procurement.

13. Implementation Of These Guidelines

JDA's Legal Department, in conjunction with Contracts Administration, shall be responsible for preparing for approval by the CEO such supplemental procedures as may be required to effectively implement these Guidelines, as well as preparing proposed amendments to the Guidelines for approval by the CEO and the JDA Directors when and as required.

14. Reporting

Annually, JDA's VP/Contract Administration shall prepare for the Directors' review a report on Procurement Contracts as of the end of each fiscal year, summarizing procurement activity by JDA for the period of the report, including a listing of all contracts entered into, the selection process used to select vendors, the status of existing Procurement Contracts and required Schedules of MWBE

Participation. JDA's VP/Contract Administration shall also prepare, on an annual basis, a report for submission to:

- a. The Division of Budget;
- b. The Department of Audit and Control;
- c. The Senate Finance Committee;
- d. The Assembly Ways and Means Committee;
- e. Members of the public (upon receipt of reasonable requests therefor); and
- f. The Commissioner of Economic Development.

The reports shall include these Guidelines, any amendments thereto, and an explanation of the amendments.

15. Effect On Awarded Contracts

Nothing contained in these Guidelines shall be deemed to alter, affect the validity of, modify the terms of, or impair any contract or agreement made or entered into in violation of, or without compliance with, these Guidelines. These Guidelines reflect best and customary practice but are not intended to be rules of law. Note, however, that certain contracts may not be "valid or enforceable" without OSC approval. (See Section 10.4)

Item II. A.

FOR INFORMATION

June 26, 2025

TO: The Members

FROM: Hope Knight

SUBJECT: JDA Agriculture Loan Fund Program Update

I. BACKGROUND

The agriculture and food manufacturing industries are very important economic engines for New York State. In 2024, agriculture contributed approximately \$6.8 billion to New York State's gross regional product ("GRP"). New York State is home to nearly 32,000 family farms and has over 6.5 million acres of land dedicated to farming, with strong dairy, vegetable and fruit production. New York State has nearly 3,000 dairy farms, producing over 16.1 billion pounds of milk annually. Over 1,600 New York State orchards growing 40 different varieties of apples. In 2024, New York State vegetable farms produced over 51.5 million pounds of pumpkins and 309 million pounds of sweet corn.

Related food manufacturing and processing contributed an additional \$8.4 billion to New York State's GRP in 2024. In 2022 New York State ranked first nationally in cottage cheese, sour cream, and yogurt production. In 2023 New York State ranked second nationally in the number of active craft breweries and distilleries and was the nation's third largest grape grower and wine producer. New York State is currently home to over 100,000 food manufacturing jobs.

II. PROGRAM ACTIVITY

The JDA Agriculture Loan Fund Program is a loans to lenders program that was established to target agribusiness firms that are looking to scale-up but have limited opportunities aside from their own capital contributions. There has been a strong focus to finance agricultural and food businesses' capital project needs by funding requests for equipment and hard assets which are essential to their success.

Currently there are 9 JDA Agriculture Loan Fund Program lender participants.

Of the total \$10 million in funding, \$9.5 million was committed and \$5.66 million has been disbursed to Program participants.

Some of these loans to lenders have now reached their repayment cycle. \$5.055 million is still disbursed or available to draw with the remaining \$4.945 million in funding available to be re-

committed to new lenders and loans. Program staff are actively seeking new participants to leverage those funds.

There have been 55 loans made by the JDA Agriculture Loan Fund Program participants, totaling \$5.634 million, which has leveraged an additional \$38.69 million in private capital. This has resulted in \$44.33 million in economic activity for New York State agribusinesses.

III. CONCLUSION

The JDA Agriculture Loan Fund Program has been well received by the agribusiness community. Program funds have expanded the selected lenders capital base. The low interest rates and fees have helped to increase access to capital for New York State agribusiness owners, which is of critical importance during the uncertain economic times New York State is now facing.

IV. ADDITIONAL SUBMISSIONS

JDA Agriculture Loan Fund Activity Report

JDA Agriculture Fund Loan Summary Reporting Period Ending 12/31/2024

	Borrower	Closing Date	Term (yrs)	Interest Rate	Total Project Amount	JDA Funding	Other/Bank Funding	Borrower Equity	Jobs at Closing	Jobs Current or at Payoff	Total Jobs Created	Region
Central New York Enterprise Development Corporation		Total Allocation: \$500,000		Funds to Lender: \$166,666.67		Central NY						
1	Kriemhild Dairy Farms, LLC	08/27/19	7	4.50%	\$803,000	\$150,000	\$507,400	\$145,600	6	7	1	Central NY
					\$0							
Hudson Valley Agribusiness Development Corp.		Total Allocation: \$1,000,000		Funds to Lender: \$666,666.34		Mid-Hudson						
1	Arrowood Farm, LLC	10/30/20	5	4.25%	\$1,796,000	\$100,000	\$100,000	\$1,596,000	10	18	8	Mid-Hudson
2	Talbott, Arding and Co LLC	06/09/21	9	4.25%	\$2,230,000	\$100,000	\$875,000	\$1,255,000	16	38	22	Capital District
3	Klocke Estate Holdings, LLC	10/28/21	7	4.25%	\$16,803,000	\$100,000	\$6,219,000	\$10,484,000	7	46	39	Capital District
4	Murray Bresky Consultants, LTD	04/20/22	5	4.25%	\$300,000	\$100,000	\$100,000	\$100,000	248	253	5	Mid-Hudson
5	Tivoli Mushrooms	09/23/22	6	4.50%	\$1,164,129	\$50,000	\$714,129	\$400,000	10	21	11	Capital District
6	Current Cassis	03/29/23	6	8.50%	\$140,000	\$30,000	\$110,000	\$80,000	2	4	2	Mid-Hudson
					\$0							
Mohawk Valley Rehabilitation Corporation (MORECO)		Total Allocation: \$500,000		Funds to Lender: \$500,000		Mohawk Valley						
1	Iron Rock Brewing LLC	01/08/19	7	5.00%	\$182,000	\$66,000	\$66,000	\$50,000	1	4	3	Mohawk Valley
2	Great Sacandaga Brewing Company, Inc.	01/16/20	10	5.50%	\$445,091	\$100,000	\$210,000	\$135,091	2	5	3	Mohawk Valley
3	Wayward Lane Brewing LLC	10/13/20	5	5.50%	\$643,578	\$75,000	\$135,000	\$433,578	4	7	3	Mohawk Valley
4	Brimstone, LLC	02/04/20	3	5.00%	\$20,000	\$15,000	\$0	\$5,000	2	7	5	Mohawk Valley
5	Hemstrought's Inc. (Formerly New Manny's Inc.)	11/13/20	5	4.00%	\$750,000	\$50,000	\$150,000	\$550,000	10	38	28	Mohawk Valley
6	Highland Hollow Farm, LLC	04/29/21	10	4.00%	\$350,000	\$200,000	\$93,000	\$57,000	2	8	6	Mohawk Valley
					\$0							
New York Business Development Corp. (NYBDC)		Total Allocation: \$3,000,000		Funds to Lender: \$666,666.67		Statewide						
1	Remarkable Liquids, LLC	07/12/19	10	7.50%	\$300,000	\$150,000	\$150,000	\$0	80	95	15	Capital District
2	Yankee Distillers LLC	06/01/19	10	8.25%	\$157,500	\$149,625	\$7,875	\$0	2	3	1	Capital District
3	Good Vs Evil Brewing	08/31/20	10	6.00%	\$180,000	\$180,000	\$0	\$0	9	10	1	Capital District
4	Root Branch Brewing LLC	12/29/20	10	6.00%	\$1,500,000	\$200,000	\$1,300,000	\$0	2	7	5	Long Island
5	Ardith Mae Farmstead Goat Cheese LLC	09/07/22	20	7.15%	\$587,000	\$200,000	\$387,000	\$0	2	4	2	Mid-Hudson
					\$0							
Pathstone Enterprise Center, Inc.		Total Allocation: \$1,000,000		Funds to Lender: \$333,333.33		Finger Lakes						
1	Bozza Pasta, LLC	03/21/19	7	8.00%	\$351,000	\$191,000	\$140,000	\$20,000	3	8	5	Finger Lakes
2	Bettie's Urban Farm	07/20/23	5	9.25%	\$22,401	\$17,500	\$0	\$4,901	1	1	0	Finger Lakes
					\$0							
Fulton County CRG		Total Allocation: \$500,000		Funds to Lender: \$500,000		North Country						
1	Stump City Brewing LLC	11/01/21	4	5.00%	\$91,610	\$83,252	\$0	\$8,328	4	5	1	Mohawk Valley
2	Buel Timber LLC	02/06/23	4	4.00%	\$200,000	\$200,000	\$0	\$0	3	3	0	Mohawk Valley
3	Riehl's Lumber Products LLC	11/02/23	4	4.00%	\$100,000	\$100,000	\$0	\$0	4	4	0	Mohawk Valley
					\$0							
REDEC Relending Corporation		Total Allocation: \$500,000		Funds to Lender: \$500,000		Southern Tier						
1	Crooked Creek Hops farm	04/05/19	10	4.13%	\$187,000	\$82,500	\$82,500	\$22,000	1	3	2	Southern Tier
2	Lucky Hare Brewing	11/29/19	10	6.00%	\$955,000	\$80,000	\$608,500	\$266,500	4	10	6	Southern Tier
3	Zooks Logging Partnership	09/06/19	5	4.13%	\$325,000	\$90,000	\$202,500	\$32,500	3	8	5	Southern Tier
4	Flatt Rock Vineyards	09/24/19	10	2.44%	\$414,000	\$100,000	\$200,000	\$114,000	2	4	2	Southern Tier
5	Forge Cellars	08/24/20	10	2.44%	\$350,000	\$55,000	\$250,000	\$45,000	4	6	2	Southern Tier
6	Butcher's Son, LLC	08/14/20	10	2.44%	\$475,000	\$90,000	\$325,000	\$60,000	0	5	5	Southern Tier
					\$0							
Southern Tier Enterprise Development Organization (STEDO)		Total Allocation: \$1,000,000		Funds to Lender: \$833,334		Western NY						
1	AgriAmerica Fruit Products LLC	07/10/19	15	6.00%	\$709,600	\$200,000	\$489,600	\$20,000	60	44	-16	Western NY
2	Valley View Cheese Co-Operative Association Inc.	07/02/19	10	6.00%	\$750,000	\$168,439	\$410,345	\$171,216	75	49	-26	Western NY
3	North Delaware Holdings, LLC	11/12/19	7	6.00%	\$300,000	\$200,000	\$50,000	\$50,000	25	53	28	Western NY
4	Lancaster Foods	09/28/20	10	3.00%	\$166,000	\$126,100	\$36,000	\$3,900	2	6	4	Western NY
5	HY-Wit Corporation	03/31/21	7	3.50%	\$1,300,000	\$60,000	\$1,140,000	\$100,000	25	24	-1	Western NY
					\$0							
Delaware County Local Development Corporation		Total Allocation: \$1,500,000		Funds to Lender: \$1,500,000		Southern Tier						
1	Marion Beverage Corp. (Linder Cider)	10/04/18	5	4.00%	\$276,919	\$78,526	\$0	\$198,393	2.5	5	2.5	Southern Tier
2	Gravity Cider (Awestruck)	03/19/19	7	4.50%	\$203,000	\$100,000	\$80,000	\$23,000	10	14	4	Southern Tier
3	Scotch Valley Ranch Hemp	05/23/19	5	4.50%	\$195,260	\$100,000	\$0	\$95,260	0	4	4	Southern Tier
4	First Light Farm & Creamery	06/07/19	7	4.50%	\$795,518	\$154,000	\$560,799	\$80,719	0	5	5	Southern Tier
5	Berry Brook Farm	11/14/2019	6.5	4.50%	\$456,600	\$48,100	\$350,000	\$58,500	2	6	4	Southern Tier
6	Bovina Farm & Fermentory	12/19/19	8	4.50%	\$913,993	\$104,291	\$668,669	\$141,033	0	4	4	Southern Tier
7	Mac's Brew Tavern	12/23/19	5	4.50%	\$531,800	\$30,000	\$439,000	\$62,800	7	34	27	Southern Tier
8	Leatherstocking Timber Products	12/30/19	5	4.50%	\$1,400,000	\$200,000	\$50,000	\$1,150,000	38	80	42	Southern Tier
9	Greentopia (Seth Friedman)	03/25/20	5	4.00%	\$44,200	\$25,000	\$2,053	\$17,147	0	1	1	Southern Tier
10	Lampport Hemp Farm	05/27/20	5.3	4.00%	\$64,244	\$25,000	\$0	\$39,244	2	5	3	Southern Tier
11	Wilson's Bread	07/01/20	5.2	4.00%	\$77,450	\$61,960	\$0	\$15,490	1	7	6	Southern Tier
12	Dirty Girl Farm	04/24/20	4.4	4.00%	\$48,306	\$11,306	\$7,000	\$30,000	1	2	1	Southern Tier
13	Roxbury Mtn Maple	07/16/21	5	4.00%	\$143,000	\$125,000	\$157,500	\$35,900	4	4	0	Southern Tier
14	Sanford Stone	02/02/23	5	4.00%	\$2,349,000	\$99,000	\$1,710,000	\$300,000	3	9	6	Southern Tier
15	Preston Post - Pepacton Farm Creamery	12/22/23	7	4.00%	\$130,000	\$45,000	\$45,000	\$15,000	1	2	1	Southern Tier
16	Delaware Phoenix Distillery	01/12/24	5	4.00%	\$83,108	\$64,797	\$10,000	\$8,311	0	2	2	Southern Tier
17	Doggo Bento	06/04/24	5	4.00%	\$150,000	\$69,000	\$0	\$81,000	1	3	2	Southern Tier
18	Raven's View Genetics	03/15/24	5.5	4.00%	\$600,000	\$157,500	\$0	\$442,500	8	12	4	Southern Tier
19	AFCN, LLC	09/20/24	5	4.00%	\$111,000	\$11,000	\$0	\$100,000	4.5	4.5	0	Southern Tier
20	Moon Mountain	08/07/24	10	4.00%	\$600,000	\$250,000	\$200,000	\$200,000	0.5	0.5	0	Southern Tier
21	Bittersweet Farm Brewery	09/20/24	5	4.00%	\$109,050	\$15,000	\$0	\$94,050	6	6	0	Southern Tier

55 **Totals all Lenders:** \$44,330,357 \$5,633,896 \$19,138,870 \$19,397,961 722.5 1018 295.5