

## Certification of Financial Statement

### Enterprise Development Fund – Q3 2023 Financial Statements

I/We hereby certify that the enclosed financial statements of the Enterprise Development Fund (The FUND) is intended for use by

Funder Name: Erie County Gaming and Revenue Authority (ECGRA) ("The Funder")

for the purpose of complying with contract requirements. I/We further certify that all information contained therein is true and correct and represents the financial condition of the Enterprise Development Fund on the date given below.

The FUND will promptly notify the Funder of any subsequent changes which would affect the accuracy of the enclosed statement. The FUND is aware that any knowing or willing false statements regarding property values listed therein for purposes of influencing the actions of the Funder can be a violation of federal law 18 U.S.C. sec. 1014 and may result in a fine or imprisonment or both.

The undersigned declares that he/she has read and understands the statements above.



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Charles R. Barber, Chairman of the Board

11/15/2023

Date

# ENTERPRISE DEVELOPMENT FUND QUARTERLY SNAPSHOT- Q3 2023



## Funding Applications Recently Applied:

## Funding Applications Recently Awarded:

## CDFI Target Market Percentages (>60%):

2023 Loans (closed)

Total Number of Loans in TM: 10/11, 91%

Total Number of Volume in TM: 97%

Active Portfolio TM 75% (number) 62% (money)

## ECGRA Microloan Requirements:

Closed 48 of 38

## Current Number of Loans in Portfolio: 39

**Total Portfolio Balance:** \$3,322,763

**Average Loan Size:** \$140,554

## USDA Loan Allocation Remaining:

\$92,500 (IRP Loan #4)- De-obligated May 2023

<u>Portfolio Breakdown:</u>	<u>#</u>	<u>\$</u>
Manufacturing (7)	15 %	21%
Service (37)	79 %	75%
Retail (3)	6%	4%
Non-Profit (0)	0%	0%

## Business Education Services:

All RBDG funding for Business Education has been utilized

## Loans approved (closed in Q3 2023):

Crockett Rentals (Diversity) (CDFI) \$32,000

Trawka's Mom & Pop / Nadia & Me (CDFI) \$30,000

Jo's Brooklyn Bagels (CDFI) \$10,000

West Lake Notary \$25,000

Andrea's Kitchen (CDFI) \$27,000

## Loans approved but not closed

## Job Creation/Retention:

Projected Jobs Creation/Retention 2023: 12/29

## Private Investment:

Private Investment 2023: \$2.6M

In active portfolio: \$15.5M



**Enterprise Development Fund of Erie County, Inc.**  
**Statement of Financial Position Comparison**  
As of September 30, 2023

	Total		Change
	As of Sep 30, 2023	As of Sep 30, 2022	
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Bank Accounts</b>			
10000 KeyBank Checking - 1583	110,546.94	174,097.40	(63,550.46)
10010 KeyBank - USDA Rural Res. 1591	99,537.97	97,873.76	1,664.21
10200 KeyBank - Diversity/Micro 1590	192,093.49	221,931.59	(29,838.10)
10210 ECRDA ARP Minority Grant	66,488.01	233,750.00	(167,261.99)
10220 DEI Minority Grant	468,822.89	500,000.00	(31,177.11)
10230 GEEDC Minority Grant	0.00		0.00
10240 Erie Community Foundation Minority	125,000.00		125,000.00
<b>Total 10200 KeyBank - Diversity/Micro 1590</b>	<b>\$ 852,404.39</b>	<b>\$ 955,681.59</b>	<b>\$ (103,277.20)</b>
10450 KeyBank - 9095	(238.61)	2,211.39	(2,450.00)
10500 USDA IRP #1	60,341.41	91,109.81	(30,768.40)
10550 USDA IRP #2	159,426.74	39,972.10	119,454.64
10570 USDA IRP #3	148,743.05	126,202.85	22,540.20
10580 USDA IRP #4	136,165.34	126,280.44	9,884.90
<b>Total 10450 KeyBank - 9095</b>	<b>\$ 504,437.93</b>	<b>\$ 385,776.59</b>	<b>\$ 118,661.34</b>
10560 KB - 9681 RBDG Grant	73,970.76	41,278.08	32,692.68
10700 BNYM-PEN CAP 5007	66,183.47	203,474.16	(137,290.69)
<b>Total Bank Accounts</b>	<b>\$ 1,707,081.46</b>	<b>\$ 1,858,181.58</b>	<b>\$ (151,100.12)</b>
<b>Accounts Receivable</b>			
11000 Accounts Receivable	10,134.61	9,684.61	450.00
<b>Total Accounts Receivable</b>	<b>\$ 10,134.61</b>	<b>\$ 9,684.61</b>	<b>\$ 450.00</b>
<b>Other Current Assets</b>			
12000 Notes Receivable			0.00
12011 Notes Receivable - PSI Medical	0.00	87,504.81	(87,504.81)
12020 Notes Receivable - Grapevine	24,995.04	37,078.90	(12,083.86)
12056 Notes Receivable - Sneaky Petes	137,555.28	148,163.70	(10,608.42)
12060 Note Receivable - Traveler's Cafe #1	12,632.33	15,237.82	(2,605.49)
12062 Moving Entertainment dba Hometown Pizza	61,304.52	64,446.90	(3,142.38)
12063 Notes Receivable- Purrista Cat Cafe LLC	14,721.98	17,218.50	(2,496.52)
12064 Notes Receivable - Erie Wood Products	89,610.60	94,486.50	(4,875.90)
12065 Non Noonan School of Cosmetology	49,732.68	57,708.24	(7,975.56)
12066 Notes Receivable - Primo Tailoring LLC	18,858.47	23,995.30	(5,136.83)
12067 Notes Receivable - Thomas & Dawn Bobrowicz	82,850.58	86,946.23	(4,095.65)
12068 Notes Receivable - Nila's Dream Day Care	21,955.16	27,418.42	(5,463.26)
12069 Notes Receivable- Tina and James Quirk	18,210.27	22,801.14	(4,590.87)
12070 Note Receivable-Que Abides Pit Stop	109,721.88	119,677.30	(9,955.42)
12071 Note Receivable- Kightlighter, LLC	31,693.25	35,000.00	(3,306.75)
12072 Militello Home Solutions, LLC	71,702.71		71,702.71
12073 Note Receivable-Patterson Real Estate, LLC	48,420.01		48,420.01
12074 Note Receivable-B Lux Lash, LLC	25,780.56		25,780.56
12075 Accounts Receivable-Werner Books, LLC	39,229.20		39,229.20
12076 Note Receivable-PSNergy, LLC	198,506.85		198,506.85
12077 Note Receivable-Jo's Brooklyn Bagels, LLC	10,000.00		10,000.00

12078 Note Receivable-KPL Properties	149,637.03		149,637.03
12079 Note Receivable-West Lake Notary	25,000.00		25,000.00
12080 Notes Receivable-Trawka's Mom & Pop	30,000.00		30,000.00
12081 Note Receivable-Andrea's Kitchens Plus, LLC	27,000.00		27,000.00
<b>Total 12000 Notes Receivable</b>	<b>\$ 1,615,450.44</b>	<b>\$ 1,351,932.96</b>	<b>\$ 263,517.48</b>
12613 USDA Note - Black Ash	128,397.10	143,980.55	(15,583.45)
12626 USDA Note - Arundel Cellars	79,397.45	98,014.37	(18,616.92)
12628 USDA Note - J & A Estates, LLC	36,695.36	40,822.92	(4,127.56)
12629 USDA Note -J & A Estates, LLC-2	36,695.96	40,823.52	(4,127.56)
12630 USDA Note-Siciliano Builders #1	31,660.74	46,966.86	(15,306.12)
12631 USDA Note-Siciliano Builders #2	12,510.27	18,551.20	(6,040.93)
12633 USDA Note - Traveler's Cafe #3	12,642.46	15,248.41	(2,605.95)
12635 USDA Note-The Salty Spa	20,334.87	24,436.94	(4,102.07)
12636 USDA Note-Bellucci Enterprises	110,665.77	116,828.65	(6,162.88)
12637 USDA Note Coventina Spa-1	85,517.07	97,765.50	(12,248.43)
12638 USDA Note-Coventina Spa-2	58,656.44	67,061.25	(8,404.81)
12639 USDA Note-Port Farms Special Event LLC	238,028.82	250,000.00	(11,971.18)
12640 USDA Note-Bean and Bear Cafe, LLC	48,458.35		48,458.35
12641 USDA Note-KPL Properties	149,637.03		149,637.03
<b>Total 12600 USDA Notes Receivable</b>	<b>\$ 1,496,722.56</b>	<b>\$ 1,502,877.29</b>	<b>\$ (6,154.73)</b>
12710 Diversity Note Receivable-Lake Erie Woodworks	21,068.05		21,068.05
12721 Diversity Note Rec-Pineapple Real Estate, LLC	169,680.32		169,680.32
12723 Diversity Note Receivable-Crockett Rentals, LLC	31,125.86		31,125.86
<b>Total 12700 Diversity Note Receivable</b>	<b>\$ 241,882.86</b>	<b>\$ -</b>	<b>\$ 241,882.86</b>
12800 Grant Receivable	0.00	0.00	0.00
12999 Reserve for Loan Losses	(131,146.00)	(73,158.00)	(57,988.00)
14000 Prepaid Expense	0.00	0.00	0.00
<b>Total Other Current Assets</b>	<b>\$ 3,222,209.86</b>	<b>\$ 2,781,652.25</b>	<b>\$ 440,557.61</b>
<b>Total Current Assets</b>	<b>\$ 4,939,425.93</b>	<b>\$ 4,649,518.44</b>	<b>\$ 289,907.49</b>
<b>Fixed Assets</b>			
15000 Furniture and Equipment	6,265.00	6,265.00	0.00
15500 Buildings	11,300.00	11,300.00	0.00
16000 Accumulated Depreciation	(9,152.88)	(8,776.20)	(376.68)
<b>Total Fixed Assets</b>	<b>\$ 8,412.12</b>	<b>\$ 8,788.80</b>	<b>\$ (376.68)</b>
<b>TOTAL ASSETS</b>	<b>\$ 4,947,838.05</b>	<b>\$ 4,658,307.24</b>	<b>\$ 289,530.81</b>

LIABILITIES AND EQUITY

Current Liabilities			
Accounts Payable			
20000 Accounts Payable	0.00	0.00	0.00
Total Accounts Payable	\$ -	\$ -	\$ -
Credit Cards			
21000 KeyBank - Credit Card 4117	0.00	(26.23)	26.23
Total Credit Cards	\$ -	\$ (26.23)	\$ 26.23
Other Current Liabilities			
20100 Accrued Expenses	7,226.25	7,226.25	0.00
20110 Security Deposit	725.00	725.00	0.00
22400 Deferred Income	0.00	0.00	0.00
22500 Deferred Minority Grant Revenue			0.00
22510 ECRDA ARP Minority	56,000.00	233,750.00	(177,750.00)
22520 DEI Minority Grant	468,000.00	500,000.00	(32,000.00)
22530 GEEDC Minority Grant	0.00		0.00
22540 Erie Community Foundation Minority	55,000.00		55,000.00
Total 22500 Deferred Minority Grant Revenue	\$ 579,000.00	\$ 733,750.00	\$ (154,750.00)
Total Other Current Liabilities	\$ 586,951.25	\$ 741,701.25	\$ (154,750.00)
Total Current Liabilities	\$ 586,951.25	\$ 741,675.02	\$ (154,723.77)
Long-Term Liabilities			
22020 USDA Loans Payable	167,366.30	176,173.36	(8,807.06)
22030 USDA Loan Payable #2	401,877.28	418,102.28	(16,225.00)
22035 USDA Loan Payable #3	205,052.63	214,490.51	(9,437.88)
22040 CDFI Loan Payable	500,000.00	500,000.00	0.00
22045 USDA Loan Payable #4	245,000.00	245,000.00	0.00
22050 KeyBank Loan Payable	14,241.74	111,798.88	(97,557.14)
22055 PMBDA MINORITY LOAN PAYABLE	250,000.00	250,000.00	0.00
Total Long-Term Liabilities	\$ 1,783,537.95	\$ 1,915,565.03	\$ (132,027.08)
Total Liabilities	\$ 2,370,489.20	\$ 2,657,240.05	\$ (286,750.85)
Equity			
30000 Opening Balance Equity	485,600.00	485,600.00	0.00
32000 Unrestricted Net Assets	(57,575.80)	(235,314.90)	177,739.10
32500 BNYM - PCD	450,000.00	450,000.00	0.00
32600 Equity - ECGRA	1,300,000.00	1,300,000.00	0.00
Net Revenue	399,324.65	782.09	398,542.56
Total Equity	\$ 2,577,348.85	\$ 2,001,067.19	\$ 576,281.66
TOTAL LIABILITIES AND EQUITY	\$ 4,947,838.05	\$ 4,658,307.24	\$ 289,530.81

Enterprise Development Fund of Erie County, Inc.  
2023 Actual vs Budget vs Previous Year  
September 30, 2023

	Actual-YTD September 2023	Budget-YTD September 2023	Variance	Previous- YTD September 2022	Variance
<b>Revenue</b>					
Total 42000 Interest Income	74,070.48	67,500.00	6,570.48	80,259.39	(6,188.91)
Total 42600 USDA Interest Income	58,500.00	67,500.00	(9,000.00)	53,862.02	4,637.98
45000 Investments	0.00	0.00	0.00	83.49	(83.49)
46000 Grant Income					
46050 Grant Income - Other	402,000.00	262,500.00	139,500.00	0.00	402,000.00
Total 46000 Grant Income	402,000.00	262,500.00	139,500.00	0.00	402,000.00
46400 Other Types of Income				2,138.77	
46410 Late Fee Income	0.00	375.00	(375.00)	177.31	(177.31)
46420 Application Fee Income	0.00	375.00	(375.00)	100.00	(100.00)
46430 Miscellaneous Income	6,851.25	7,650.00	(798.75)	8,047.75	(1,196.50)
46450 Closing & Audit Fee Income	7,364.51	10,800.00	(3,435.49)	6,204.76	1,159.75
Total 46400 Other Types of Income	14,215.76	19,200.00	(4,984.24)	16,668.59	(2,452.83)
Total Revenue	548,786.24	416,700.00	132,086.24	150,873.49	397,912.75
Gross Profit	548,786.24	416,700.00	132,086.24	150,873.49	397,912.75
<b>Expenditures</b>					
60900 Business Expenses					
60920 Business Registration Fees	(252.00)	0.00	252.00	0.00	252.00
Total 60900 Business Expenses	(252.00)	0.00	252.00	0.00	252.00
62100 Contract Services					
62110 Accounting Fees	0.00	0.00	0.00	0.00	0.00
62140 Legal Fees	(2,816.69)	11,250.00	14,066.69	2,850.00	5,666.69
62150 Outside Contract Services	106,250.00	118,800.00	12,550.00	102,997.00	(3,253.00)
Total 62100 Contract Services	103,433.31	130,050.00	26,616.69	105,847.00	2,413.69
62800 Facilities and Equipment					
62810 Depr and Amort - Allowable	282.51	0.00	(282.51)	282.51	0.00
62820 Condo Fees	5,943.00	6,750.00	807.00	5,943.60	0.60
62870 Property Insurance	0.00	0.00	0.00	0.00	0.00
62875 Property Tax Expense	0.00	0.00	0.00	211.29	211.29
Total 62800 Facilities and Equipment	6,225.51	6,750.00	524.49	6,437.40	211.89
65000 Office Expenses	2,210.81	720.00	(1,490.81)	200.00	(2,010.81)
65005 Bank Fees	247.65	2,250.00	2,002.35	2,956.22	2,708.57
65010 Books, Subscriptions, Reference	0.00	0.00	0.00	0.00	0.00
65020 Postage, Mailing Service	0.00	0.00	0.00	83.00	83.00
65080 Marketing and Advertisement	2,282.00	2,700.00	418.00	2,392.25	110.25
Total 65000 Office Expenses	4,740.46	5,670.00	929.54	5,631.47	891.01
65100 Interest Expense	0.00	0.00	0.00	0.00	0.00
65160 Other Costs	1,885.42	1,503.00	(382.42)	3,521.36	1,635.94
65205 Interest Expense - KeyBank	2,312.22	6,003.00	3,690.78	6,302.69	3,990.47
65210 Interest Expense - USDA, Rural	7,450.00	0.00	(7,450.00)	7,976.48	526.48
65220 Interest Expense - CDFI	11,666.67	4,875.00	(6,791.67)	4,875.00	(6,791.67)
65500 Misc Other Interest Expense	9,750.00	9,750.00	0.00	6,500.00	(3,250.00)
Total 65100 Interest Expense	33,064.31	22,131.00	(10,933.31)	29,175.53	(3,888.78)
66000 Miscellaneous Expense	0.00	625.00		0.00	0.00
66150 Memberships and Dues	0.00	625.00	625.00	750.00	750.00
Total 66000 Miscellaneous Expense	0.00	1,250.00	1,250.00	750.00	750.00
67000 Insurance - Liability, D and O	2,250.00	4,000.00	1,750.00	2,250.00	0.00
68300 Travel and Meetings					
68310 Conference, Convention, Meeting	0.00	0.00	0.00	0.00	0.00
68320 Travel	0.00	375.00	375.00	0.00	0.00
Total 68300 Travel and Meetings	0.00	375.00	375.00	0.00	0.00
69000 Bad Debt Expense	0.00	0.00	0.00	0.00	0.00
Total Expenditures	149,461.59	170,226.00	20,764.41	150,091.40	629.81
Net Operating Revenue	399,324.65	246,474.00	152,850.65	782.09	398,542.56