

OGDENSBURG BRIDGE & PORT AUTHORITY
FINANCE COMMITTEE MEETING
MONDAY, MARCH 27, 2023

A meeting of the Finance Committee of the Ogdensburg Bridge and Port Authority was held in the boardroom of the Administration Building on Monday, March 27, 2023 at 4:00 PM.

The following were present:

Christopher B. T. Coffin, Committee Chair
David D. King, Member
Vernon D. Burns, Board Chair
Steven J. Lawrence, Executive Director
Patricia A. Nisco, Chief Financial Officer
Anthony Adamczyk, Director of Economic Development
James Chase, Director of Operations

Committee Chair, Christopher B.T. Coffin, called the meeting to order at 4:04 PM.

I. Business Items

a. February 2023 Financials.

Chief Financial Officer, Patricia A. Nisco, reviewed the Statement of Financial position and reported that receipt of regular Accounts Receivable is 90% current or 1-30 days. All journal entries for Construction in Progress (CIP) will be entered in time for year end. Accounts Payable is doing very well, with only one vendor with a substantial balance. The MALSF will be closed out by year end if all funds have been received and the expenses for the Harbor Deepening/Port Expansion should be split out. Committee Member, David D. King, asked about the Bridge Inspection. Chief Financial Officer, Patricia A. Nisco, confirmed that the first invoice is half paid. Chief Financial Officer, Patricia A. Nisco, moved to the Budget vs. Actual, reporting that under Bridge Revenue, Bridge Tolls and Rent are above budget. The Airport Revenue is above budget due to parking and car rental. Fuel sales and expenses are currently showing a profit. The Industrial Park Revenue will remain a little under budget for the end of the year due to the transition in Building 11 and the tenant in Building 1 who defaulted on his lease.

Since October, there hasn't been an Airport Manager, so the Airport salary and expense line is below budget. Airport Maintenance Expense shows an increased amount of deicer that needed to be purchased. Under General Expenses, LEO was spot on, but MAPCO and Professional Services are above budget, and Insurance is above budget. Board Chair, Vernon D. Burns, asked if there was a breakdown of just MAPCO for January, February, and March. Chief Financial Officer, Patricia A. Nisco, confirmed that she could provide this. Moving on, she reported that Parking is not bringing in the same amount of revenue as it was pre-COVID. The Marine Terminal salary is down due to two retirements that have not been replaced. Board Chair, Vernon D. Burns, and Executive Director, Steven J. Lawrence, discussed income and expenses associated with salt removal. Chief Financial Officer, Patricia A. Nisco, stated she had sent the Board and Staff a summary of fixed assets and accumulated depreciations, and reported that it's good to know that as things get closer to being 50% depreciated, that it's a time where we, if we have the funds available, should start being more cognizant of putting some money away to buy new equipment. Most of the OBPA trucks are fully depreciated; all furnishings and fixtures are completely depreciated, and the signs (one out at the Airport, and the other one is on the bridge) have a few more depreciable months. Committee Chair, Christopher B.T. Coffin, and Chief Financial Officer, Patricia A. Nisco, discussed the OBPA's past processes and future plans for depreciation. Board Chair, Mr. Vernon D. Burns, stated that as you see the accumulated depreciation figure go up, you have to think about what is the real value of what the OBPA has and get to the point of putting funds away and look ahead 10, 15, 20 years. Committee Chair, Christopher B.T. Coffin, stated that an organization will not be viable if it simply funds operating expenses. Chief Financial Officer, Patricia A. Nisco, stated she sent a cash flow projection report to Board and Staff, and reported that there isn't one month that shows positive numbers. On a positive note, the Tompkins term loan has been paid off and the credit line has been brought down to zero. Executive Director, Steven J. Lawrence,

stated that real numbers are being used so he doesn't want anyone to be overly optimistic. Some of the numbers may improve a little bit, but that won't fix everything. Committee Chair, Christopher B.T. Coffin, asked what options the OBPA has to deal with this situation. Executive Director, Steven J. Lawrence, reported there are a few options that will soften the situation, but he isn't ready to share those options just yet. There may possibly be more activity at the Port; there is some interest in property sales; and additional interest in leasing properties. Board Chair, Vernon D. Burns, stated that the OBPA was up front when putting forth the upcoming year's budget, knew what kind of deficit there was going to be, and agreed to work toward that deficit. As the Executive Director has reported, the Staff continues to do this. Committee Chair, Christopher B.T. Coffin, made suggestions to the Staff about what needs to be done with the reported cash flow issues, and stated that everything needs to be done to keep it operating. Board Chair, Vernon D. Burns, reminded the Board and Staff that COVID created a \$4 million loss to Bridge Revenue, revenue that will never be recouped. Committee Chair, Christopher B.T. Coffin and Board Chair, Vernon D. Burns, discussed what can be done at the Board level, including going to Albany to request financial assistance from New York State.

On a motion by Board Chair, Vernon D. Burns, seconded by David D. King, the Finance Committee Meeting adjourned at 4:47 PM.

Christopher B. T. Coffin
Finance Committee Chairperson