Financial Statements as of December 31, 2020 and 2019 Together with Independent Auditor's Report



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# Bonadio & Co., LLP

#### INDEPENDENT AUDITOR'S REPORT

March 26, 2021

To the Board of Directors of Finger Lakes Horizon Economic Development Corporation:

# **Report on the Financial Statements**

We have audited the accompanying financial statements of the Finger Lakes Horizon Economic Development Corporation (the Agency), a New York Public Benefit Corporation and a blended component unit of Yates County Industrial Development Agency, as of and for the years ended December 31, 2020 and 2019, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements as listed in the table of contents.

# Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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# INDEPENDENT AUDITOR'S REPORT

(Continued)

# Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Agency, as of December 31, 2020 and 2019, and the changes in its financial position and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

# Report on Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 3 through 5 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with 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 financial statements, and other knowledge we obtained during our audits of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

# Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 26, 2021, on our consideration of the Agency'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 effectiveness of the Agency's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.

Bonadio & Co., LLP

MANAGEMENT'S DISCUSSION AND ANALYSIS (MD&A) (UNAUDITED) FOR THE YEARS ENDED DECEMBER 31, 2020 AND 2019

#### Introduction

Our discussion and analysis of the Finger Lakes Horizon Economic Development Corporation's (the Agency) financial performance provides an overview of the Agency's financial activities for the years ended December 31, 2020 and 2019. It should be read in conjunction with the basic financial statements to enhance understanding of the Agency's financial performance, which immediately follows this section.

The Agency is a local development corporation functioning under legislation passed by the State of New York. Four of its seven Board members are the officers of the Yates County Industrial Development Agency (IDA) who are appointed by the Yates County Legislature. The Agency functions much like a municipality with annual reporting requirements, uniform policies and financial safeguards required.

The mission of the Agency is to promote community and economic development and the creation of jobs in the non-profit and for-profit sectors for the citizens of Yates County, New York (Yates County). The Agency undertakes projects within Yates County for the purpose of relieving and reducing unemployment; bettering and maintaining job opportunities by encouraging the development of, or retention of, an industry in Yates County, and lessening the burdens of government and acting in the public interest.

#### **Financial Highlights**

- Change in net position of \$234,591 in 2020 decreased \$99,046 from \$333,637 in 2019 predominately.
- The assets of the Agency exceeded liabilities at the close of the 2020 year by \$1,835,220 (net position) and by \$1,600,629 (net position) at the close of the 2019 year.

### **Overview of the Financial Statements**

The statements of net position and the statements of revenue, expenses, and change in net position report information about the Agency as a whole and about its activities. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to the accounting used by most private-sector companies. All of the current year's revenue and expenses are taken into account regardless of when cash is received or paid.

These statements report the Agency's net position and changes in them from one year to the next. The Agency's net position, the difference between assets and liabilities, are one way to measure the Agency's financial health, or financial position. Over time, increases or decreases in the Agency's net position are one indicator of whether its financial health is improving or deteriorating. Consideration should also be given to other factors, such as changes in the Agency's fee income and the fluctuation of the Agency's expenses, to assess the overall health of the Agency.

Additionally, the statements of cash flows provides information about the Agency's cash receipts, cash disbursements, and net changes in cash resulting from operating, financing and investing activities.

#### **Financial Statements**

The Agency is required to report as a proprietary fund similar to a private business. Financial statements are prepared on an accrual basis in accordance with accounting principles generally accepted in the United States of America, as put forth by the Governmental Accounting Standards Board. Revenues are recognized when earned, not received. Expenses are recognized when incurred, not when they are paid.

#### **Notes to the Financial Statements**

The financial statements also include notes that explain the information in the financial statements. They are essential to a full understanding of the data provided in the financial statements.

### **Affiliated Agencies**

IDA was formed in 1975 by the Yates County Legislature for the purpose of encouraging economic growth in Yates County and the Yates County Capital Resource Corporation (CRC) was also formed under New York State Not-for-Profit Corporation Law in 2010 for the purpose of encouraging economic growth in Yates County. The IDA and CRC are public benefit organizations that are subject to the Public Authority Accountability Act of 2005. Officers of CRC are members of the Board of the IDA. At December 31, 2020 and 2019, IDA owed the Agency \$67,900 in borrowed funds relating to the settlement of a prior year loan arrangement. This will be returned during 2021.

# **Summary of Operations and Changes in Net Position**

For the years ended December 31:

	<u>2020</u>	<u>2019</u>
Operating revenue Operating expenses Nonoperating revenue (expense)	\$ 518,511 (277,378) (6,542)	\$ 156,748 (60,521) 237,410
Change in net position	\$ 234,591	\$ 333,637

#### **Operating Revenue and Expenses**

The Agency's operating revenue for 2020 and 2019 totaled \$518,511 and \$156,748 respectively, which includes the net revenue received from grants relating to the Village of Penn Yan's revitalization program, the Empire Pipeline Project, interest earned on notes receivable, loan application fees, and late payments received on notes receivable.

The components of the operating expenses consists primarily of grant related expenses, loan management fees, accounting fees, legal fees, insurance, and grant & planning. Total operating expenses were \$277,378 and \$60,521 for 2020 and 2019, respectively.

#### **Net Position**

	<u>2020</u>	<u>2019</u>
Unrestricted net position	\$ 1,835,220	\$ 1,600,629
Change in net position	\$ 234,591	\$ 333,637

Net position includes cash available to provide funding for economic development projects and operations, as well as notes receivables resulting from the Agency's loan fund activities.

# **Long-Term Debt**

The Agency has no long-term debt.

#### **Future Economic Factors**

The Agency is encouraged by the level of new business activities in Yates County and will continue to work in conjunction with local banks and governments to assist businesses in obtaining financing for the purpose of enhancing economic growth and job creation. The Agency will also continue to promote the advantages of Yates County and believes that supporting the entrepreneur will result in the creation of more jobs and improved economic conditions within Yates County.

The United States is presently in the midst of a national health emergency related to a disease (COVID-19) caused by a virus, commonly known as Novel Coronavirus. The overall consequences of COVID-19 on a national, regional, and local level are unknown, but it has the potential to result in a significant economic impact. The impact of this situation on the Agency and its future results and financial position is not presently determinable.

# **Requests for Information**

This financial report is designed to provide a general overview of the Agency's finances for all those interested. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to:

Mr. Stephen Griffin, Chief Executive Officer
Finger Lakes Horizon Economic Development Corporation
1 Keuka Business Park Suite 100
Penn Yan. New York 14527

# STATEMENTS OF NET POSITION DECEMBER 31, 2020 AND 2019

		2020		2019
ASSETS				
CURRENT ASSETS: Cash Current portion of notes receivable, net Grants receivable Due from affiliated agencies	\$	754,062 148,194 53,500 67,900	\$	826,702 125,054 - 67,900
Total current assets		1,023,656		1,019,656
OTHER ASSETS: Notes receivable, net  Total assets	_	811,564 1,835,220		581,170 1,600,826
LIABILITIES				
CURRENT LIABILITIES: Accounts payable  Total current liabilities		<u>-</u>	_	197 197
NET POSITION				
NET POSITION (UNRESTRICTED)		1,835,220		1,600,629
Total net position	\$	1,835,220	\$	1,600,826

# STATEMENTS OF REVENUE, EXPENSES AND CHANGE IN NET POSITION FOR THE YEARS ENDED DECEMBER 31, 2020 AND 2019

	2020	2019
OPERATING REVENUE: Agency fees Grant revenue Interest income and late fees Other revenue	\$ 127,500 367,994 18,267 4,750	\$ 127,500 - 29,248 -
Total operating revenue	518,511	156,748
OPERATING EXPENSES	 277,378	 60,521
OPERATING INCOME	 241,133	 96,227
NONOPERATING REVENUE (EXPENSE) Transfer from Yates County Industrial Development Agency, net Provision for bad debts	 (6,542)	237,410
Total nonoperating revenue (expense), net	 (6,542)	 237,410
CHANGE IN NET POSITION	234,591	333,637
NET POSITION - beginning of year	 1,600,629	 1,266,992
NET POSITION - end of year	\$ 1,835,220	\$ 1,600,629

# STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2020 AND 2019

	2020	<u>2019</u>
CASH FLOW FROM OPERATING ACTIVITIES: Cash received from providing services Cash payments for other than personal services Collection of notes receivable Issuance of notes receivable	\$ 465,011 (277,575) 115,447 (375,523)	\$ 156,748 (60,324) 222,684 (60,000)
Net cash flow from operating activities	 (72,640)	 259,108
CASH FLOW FROM INVESTING ACTIVITIES: Payment received from affiliated agency	 	 (90,000)
Net cash flow from investing activities	 	 (90,000)
CHANGE IN CASH	(72,640)	169,108
CASH - beginning of year	 826,702	 657,594
CASH - end of year	\$ 754,062	\$ 826,702
RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES: Operating income Adjustments to reconcile operating income to net cash flow from operating activities Adjustments to reconcile operating income to net cash flow from operating activities:	\$ 241,133	\$ 96,227
Increase (decrease) in notes receivable Increase in grants receivable Decrease in accounts payable	 (260,076) (53,500) (197)	162,684 - 197
Net cash flow from operating activities	\$ (72,640)	\$ 259,108

# NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

# 1. THE ORGANIZATION

Finger Lakes Horizon Economic Development Corporation (the Agency) was formed under the New York State Not-for-Profit Corporation Law in 2010 for the purpose of promoting community and economic development and the creation of jobs for the citizens of Yates County, New York (Yates County). The Agency is a public benefit organization that is subject to the Public Authority Accountability Act of 2005. The Yates County Industrial Development Agency (IDA) is the sole member of the Agency and four of the Agency's seven Board members are the officers of the IDA, who are appointed by the Yates County Legislature. The Agency, however, is a separate entity and operates independently of Yates County and the IDA.

The Agency is a blended component unit of Yates County Industrial Development Agency.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### **Basis of Accounting**

The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America (GAAP). The Governmental Accounting Standards Board (GASB) is the accepted standard setting body for establishing governmental accounting and financial reporting principles.

The Agency reports its activities as a proprietary fund type. Proprietary funds are accounted for on the flow of economic resources measurement focus and use the accrual basis of accounting. Under this method, revenues are recorded when earned and expenses are recorded at the time liabilities are incurred.

#### **Net Position**

GAAP requires that resources be classified for accounting purposes into applicable net position categories.

Unrestricted net position is the residual net position that is not restricted, but which may be internally designated by the Board of Directors. At December 31, 2020 and 2019, the amount of unrestricted net position was \$1,835,220 and \$1,600,629, respectively, of which none was internally designated.

#### Cash

Cash consists of bank demand deposit accounts.

# **Notes Receivable**

The Agency operates a loan fund for the purpose of making operating and capital loans to existing and potential new industries located or locating operations in Yates County. These loans are made to create and retain jobs and expand the tax base.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

### **Notes Receivable (Continued)**

Management records an allowance for doubtful accounts based on past collection experience and an analysis of outstanding amounts. Amounts for which no payments have been received for several years are considered in default and when customary collection efforts are exhausted, the account is written off. The allowance for doubtful accounts was \$58,347 and \$50,872 at December 31, 2020 and 2019, respectively.

### **Grants Receivable**

The Agency received government grants for programs relating to the Village of Penn Yan's revitalization program. Grants receivable consist of revenues earned as of December 31, 2020, but not vet received.

# **Operating Revenue**

The Agency receives agency fees from Empire Pipeline which, as part of an agreement with Yates County, is paying approximately \$250,000 per year for fifteen (15) years, commencing in 2009, for an economic development fund. A portion of the payments are remitted to affected towns and the balance is being managed by the Agency. Revenue to be reported by the Agency is expected to be approximately \$127,500 per year through 2024.

Grant revenue received from government agencies is recognized as eligible expenses are incurred for cost-reimbursement grants.

The Agency also earns income from government grants and interest on notes receivable, loan application fees related to the issuance of operating and capital loans to existing and potential industries located in Yates County, and late fees related to payments made on notes receivable balances.

# **Nonoperating Revenue (Expense)**

Nonoperating revenue (expense) consists of a provision for doubtful accounts in 2020 of \$6,542 and the transfer of a loan fund from IDA in 2019 of \$259,510, net of a reimbursement of a prior year advance of \$22,100.

#### **Income Taxes**

The Agency is a not-for-profit public benefit corporation and is exempt from income taxes under the Internal Revenue Code.

### **Estimates**

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

# 3. CASH

# **Policies**

The Agency follows a deposit and investment policy, the overall objective of which is to adequately safeguard the principal amount of funds invested or deposited; conform with federal, state and other legal requirements; and provide sufficient liquidity of invested funds in order to meet obligations as they become due. Oversight of investment activity is the responsibility of the investment officers, which consist of the Board Treasurer, Board Chairman, and the Chief Executive Officer.

# 3. CASH (Continued)

### Policies (Continued)

Agency monies must be deposited in commercial banks or trust companies located within and authorized to do business in New York State or with a private banker authorized to do business in New York State, and maintaining a permanent capital of not less than \$1,000,000 in New York State. Permissible investments include special time deposit accounts, certificates of deposit and obligations of the United States or of federal agencies whose principal and interest payments are fully guaranteed by the federal government, or of New York State or in general obligations of the New York State's political subdivisions.

Collateral is required for deposits and certificates of deposit not covered by Federal Deposit Insurance Corporation (FDIC). Obligations that may be pledged as collateral are those identified in New York State General Municipal Law, Section 10, and outlined in the New York State Comptroller's Financial Management Guide.

#### Interest Rate Risk

Interest rate risk is the risk that the fair value of investments will be affected by changing interest rates. The Agency's investment policy does not limit investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.

#### **Credit Risk**

The Agency's policy is to minimize the risk of loss due to failure of an issuer or other counterparty to an investment to fulfill its obligations. The Agency's deposit and investment policy limits the Agency to the following types of investments:

- Special time deposits;
- Certificates of deposit;
- Obligations of the United States of America;
- Obligations of the State of New York; and,
- Obligations issued by political subdivisions of the State of New York, with the approval of the New York State Comptroller.

# **Custodial Credit Risk**

Custodial credit risk is the risk that, in the event of a failure of a depository financial institution, the reporting entity may not recover its deposits. In accordance with the Agency's deposit and investment policy, all deposits of the Agency including interest bearing demand accounts and certificates of deposit, in excess of the amount insured under the provisions of the Federal Deposit Insurance Act (FDIA) shall be secured by a pledge of securities together with a security agreement and custodial agreement or a surety bond or letter of credit securing 100% of the Agency's funds.

At December 31, 2020 and 2019 cash held by the Agency and the bank balances in financial institutions was \$754,062 and \$826,702 respectively. The cash balance is not subject to significant investment risk relating to changing interest rates. The balances in excess of FDIC limits of \$250,000 were secured by collateral held by the bank in the Agency's name of \$510,680 and \$582,582 at December 31, 2020 and 2019, respectively.

#### 4. NOTES RECEIVABLE

Principal maturities of notes receivable from various Yates County businesses, bearing interest at rates ranging from 2.6% to 4.4% and maturing at various dates through April 2020 were as follows at December 31, 2020:

2021 2022 2023 2024 2025 Thereafter	\$	202,774 137,443 131,899 275,359 70,556 199,191
Less: Allowance for doubtful accounts Less: Current portion	<u> </u>	1,017,222 (57,464) (148,194) 811,564

#### 5. DUE FROM AFFILIATED AGENCIES

IDA was formed in 1975 by the Yates County Legislature for the purpose of encouraging economic growth in Yates County and, in 2010, the Yates County Capital Resource Corporation (CRC) was also formed under New York State Not-for-Profit Corporation Law in 2010 for the purpose of encouraging economic growth in Yates County. IDA and CRC are public benefit organizations that are subject to the Public Authority Accountability Act of 2005. Officers of CRC are members of the Board of the IDA.

At December 31, 2020 and 2019, IDA owed the Agency \$67,900 in funds relating to the settlement of a prior year loan arrangement. This will be returned during 2021.

# 6. COVID-19

The United States is presently in the midst of a national health emergency related to a disease (COVID-19) caused by a virus, commonly known as Novel Coronavirus. The overall consequences of COVID-19 on a national, regional, and local level are unknown, but it has the potential to result in a significant economic impact. The impact of this situation on the Agency and its future results and financial position is not presently determinable.

# Bonadio & Co., LLP Certified Public Accountants

INDEPENDENT AUDITOR'S 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

March 26, 2021

To the Board of Directors of Finger Lakes Horizon Economic Development Corporation:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Finger Lakes Horizon Economic Development Corporation (the Agency), a New York Public Benefit Corporation and a blended component unit of Yates County Industrial Development Agency, as of and for the year ended December 31, 2020, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements, and have issued our report thereon dated March 26, 2021.

### **Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Agency'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 financial statements, but not for the purpose of expressing an opinion on the effectiveness the Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of the Agency'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 entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

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INDEPENDENT AUDITOR'S 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

(Continued)

### **Compliance and Other Matters**

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

# **Purpose of this Report**

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

Bonadio & Co., LLP