(A Component Unit of Yates County Industrial Development Agency)
Basic Financial Statements and Required Supplementary
Information for the Years Ended December 31, 2022
and 2021 and Independent Auditors' Reports

(A COMPONENT UNIT OF YATES COUNTY INDUSTRIAL DEVELOPMENT AGENCY)

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Years Ended December 31, 2022 and 2021

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INDEPENDENT AUDITORS' REPORT

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

Report on the Audit of the Financial Statements

Opinions

We have audited the financial statements of the Finger Lakes Horizon Economic Development Corporation (the "Corporation"), a component unit of Yates County Industrial Development Agency, as of and for the years ended December 31, 2022 and 2021, and the related notes to the financial statements, which collectively comprise the Corporation's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Corporation as of December 31, 2022 and 2021, and the respective 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.

Basis for Opinions

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 Financial Statements section of our report. We are required to be independent of the Corporation and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Corporation's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Corporation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control—related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis, as listed in the table of contents, be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with 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 audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 29, 2023 on our consideration of the Corporation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Corporation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Corporation's internal control over financial reporting and compliance.

Drescher Maleiki LLP

March 29, 2023

(A COMPONENT UNIT OF YATES COUNTY INDUSTRIAL DEVELOPMENT AGENCY)

Management's Discussion and Analysis Years Ended December 31, 2022 and 2021

As management of the Finger Lakes Horizon Economic Development Corporation (the "Corporation"), we offer readers of the Corporation's financial statements this narrative overview and analysis of the financial activities of the Corporation for the years ended December 31, 2022 and 2021. This document should be read in conjunction with additional information that we have furnished in the Corporation's financial statements which follow this narrative.

Financial Highlights

- The assets of the Corporation exceeded its liabilities at December 31, 2022 and 2021 by \$2,481,598 and \$2,351,962, respectively. These amounts are considered *unrestricted net position* and may be used to fund the Corporation's ongoing operations.
- The Corporation's net position increased by \$129,636 and \$456,872 during the years ended December 31, 2022 and 2021, respectively.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Corporation's basic financial statements. The Corporation's basic financial statements comprise of two components: 1) the Corporation's financial statements and, 2) notes to those financial statements. This report also contains other supplementary information in addition to the basic financial statements themselves.

Basic financial statements—The financial statements are prepared using the accrual basis of accounting. The financial statements include:

The *statements of net position* present information on all of the Corporation's assets, liabilities, and deferred outflows/inflows of resources, with the differences reported as *net position*. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position of the Corporation is improving or deteriorating.

The statements of revenues, expenses, and change in net position present information showing how the Corporation's net position changed during the most recent fiscal years. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows.

The *statements of cash flows* present the cash provided and used during 2022 and 2021 and how it affects the cash balances at December 31, 2022 and 2021.

The financial statements can be found on pages 8-10 of this report.

Notes to the Financial Statements—The notes provide additional information that is essential to a full understanding of the data provided in the financial statements. The notes to the financial statements can be found on pages 11-14 of this report.

Financial Analysis

The statements of net position and the statements of revenues, expenses, and changes in net position can assist in determining whether the Corporation's financial position has improved or deteriorated from the prior year. The statements of cash flows provide information about the cash receipts, cash payments, and net change in cash resulting from the operating, investing and capital financing activities of the Corporation during the year. These statements help users assess the Corporation's ability to generate net cash flows, its ability to meet obligations as they come due, and its need for external financing. Condensed financial highlights of these statements are presented below.

Table 1—Condensed Statements of Net Position

	December 31,				
	2022	2021	2020		
Assets:					
Current assets	\$ 1,275,056	\$ 1,170,688	\$ 1,023,656		
Noncurrent assets	1,209,543	1,186,651	871,434		
Total assets	2,484,599	2,357,339	1,895,090		
Liabilities:					
Current liabilities	3,001	5,377			
Total liabilities	3,001	5,377			
Net position:					
Unrestricted	\$ 2,481,598	\$ 2,351,962	\$ 1,895,090		

The largest portion of the Corporation's current assets are cash and cash equivalents of \$1,013,483, \$881,084, and \$754,062 at December 31, 2022, 2021, and 2020, respectively. Noncurrent assets represent the long-term portion of notes receivable.

The Corporation reported liabilities of \$3,001, \$5,377, and \$0 at December 31, 2022, 2021, and 2020, respectively.

The Corporation's net position at December 31, 2022, 2021, and 2020 was primarily derived as a result of operating activities and there are no restrictions as to its use.

Corporation activities—Corporation activities increased net position by \$129,636, \$456,872 and \$234,591 for the years ended December 31, 2022, 2021 and 2020, respectively. Condensed versions of the statements of revenues, expenses, and changes in net position are presented in Table 2 on the following page.

Table 2— Condensed Statements of Revenues, Expenses, and Changes in Net Position

	Year Ended December 31,					
	2022	2021	2020			
Operating revenues	\$ 297,510	\$ 687,210	\$ 518,511			
Operating expenses	167,874	230,338	277,378			
Operating income	129,636	456,872	241,133			
Nonoperating revenues (expenses)			(6,542)			
Change in net position	129,636	456,872	234,591			
Net position—beginning	2,351,962	1,895,090	1,660,499			
Net position—ending	<u>\$2,481,598</u>	\$2,351,962	\$1,895,090			

Operating revenues primarily represent agency fees and grant revenues, which includes revenue received from grants relating to the Village of Penn Yan's revitalization program, and the Empire Pipeline project. In addition, the Corporation receives interest and late fees earned on notes receivable and loan application fees. The Corporation's operating revenues decreased from the year ended December 31, 2021 to December 31, 2022 due to a decrease in the amount of operating grants received.

Operating expenses primarily consist of grant related expenses, loan management fees, accounting, legal and other administrative fees. Total operating expenses were \$167,874, \$230,338 and \$277,378 for the years ending December 31, 2022, 2021 and 2020, respectively.

Cash flows—Corporation cash and cash equivalents increased by \$132,399 and \$127,022 for the years ended December 31, 2022 and 2021, respectively, while cash and cash equivalents decreased by \$72,640 during the year ended December 31, 2020. Key elements of these changes are presented below in Table 3:

Table 3—Condensed Statements of Cash Flows

	Year Ended December 31,				
	2022	2021	2020		
Cash flows from: Operating activities	\$ 132,399	\$ 127,022	\$ (72,640)		
Net increase (decrease)	132,399	127,022	(72,640)		
Cash and cash equivalents—beginning	881,084	754,062	826,702		
Cash and cash equivalents—ending	\$ 1,013,483	\$ 881,084	\$ 754,062		

The increases and decreases in cash and cash equivalents primarily reflect the results of operating activities.

Capital Assets and Debt

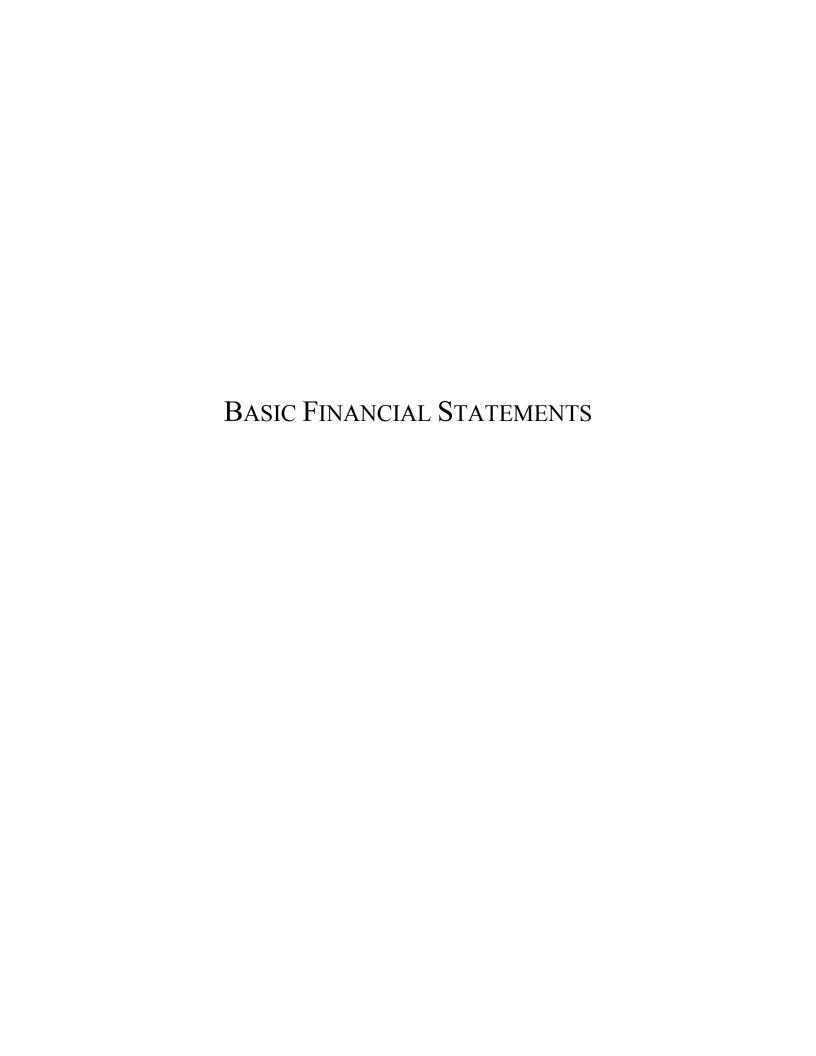
The Corporation does not own any capital assets, nor has it issued any debt instruments.

Economic Factors

The Corporation is encourage 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 Corporation will also continue to promote the advantages of Yates County and believes that supporting entrepreneurs will result in the creation of more jobs and improved economic conditions within Yates County.

Requests for Information

Questions regarding this report or requests for additional information should be directed to the Chief Executive Officer of the Finger Lakes Horizon Economic Development Corporation, 1 Keuka Business Park Suite 100, Penn Yan, New York 14527.



(A COMPONENT UNIT OF YATES COUNTY INDUSTRIAL DEVELOPMENT AGENCY) Statements of Net Position

December 31, 2022 and 2021

	2022	2021
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 1,013,483	\$ 881,084
Grants receivable	53,500	53,500
Current portion of notes receivable	208,073	236,104
Total current assets	1,275,056	1,170,688
Noncurrent assets:		
Notes receivable, net of current portion	1,209,543	1,186,651
Total noncurrent assets	1,209,543	1,186,651
Total assets	2,484,599	2,357,339
LIABILITIES		
Current liabilities:		
Accounts payable	3,001	5,377
Total liabilities	3,001	5,377
NET POSITION		
Unrestricted	\$ 2,481,598	\$ 2,351,962

The notes to the financial statements are an integral part of these statements.

(A COMPONENT UNIT OF YATES COUNTY INDUSTRIAL DEVELOPMENT AGENCY) Statements of Revenues, Expenses, and Changes in Net Position Years Ended December 31, 2022 and 2021

	2022	2021	
Operating revenues:			
Bond service fees	\$ 251,290	\$ 251,290	
Grant revenue	10,450	407,686	
Other revenue	35,770	28,234	
Total operating revenues	297,510	687,210	
Operating expenses:			
Administrative costs	3,777	825	
Contractual services	164,097	229,513	
Total operating expenses	167,874	230,338	
Change in net position	129,636	456,872	
Net position—beginning	2,351,962	1,895,090	
Net position—ending	\$ 2,481,598	\$ 2,351,962	

The notes to the financial statements are an integral part of these statements.

(A COMPONENT UNIT OF YATES COUNTY INDUSTRIAL DEVELOPMENT AGENCY)

Statements of Cash Flows

Years Ended December 31, 2022 and 2021

		2022		2021
CASH FLOWS FROM OPERATING ACTIVITIES				
Receipts from providing services	\$	297,510	\$	755,110
Payments for operating costs		(170,250)		(224,961)
Collection of notes receivable		190,139		252,350
Issuance of notes receivable		(185,000)		(655,477)
Net cash provided by operating activities	_	132,399		127,022
Net increase in cash and cash equivalents		132,399		127,022
Cash and cash equivalents—beginning		881,084		754,062
Cash and cash equivalents—ending	\$	1,013,483	\$	881,084
Reconciliation of operating income to net cash provided by operating activities:	Ф	120 (2)	Ф	456.050
Operating income	\$	129,636	\$	456,872
Adjustments to reconcile operating income to net cash provided by operating activities:				
Decrease in amounts due from affliated agencies		-		67,900
Decrease (increase) in notes receivable		5,139		(403,127)
(Decrease) increase in accounts payable		(2,376)		5,377
Total adjustments		2,763		(329,850)
Net cash provided by operating activities	\$	132,399	\$	127,022

The notes to the financial statements are an integral part of these statements.



(A COMPONENT UNIT OF YATES COUNTY INDUSTRIAL DEVELOPMENT AGENCY)

Notes to the Financial Statements Years Ended December 31, 2022 and 2021

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Finger Lakes Horizon Economic Development Corporation (the "Corporation") 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 (the "County"). The Corporation is a public benefit organization that is subject to the Public Authority Accountability Act of 2005.

Financial Reporting Entity

The Corporation is a blended component of the Yates County Industrial Development Agency (the "IDA"). The IDA is the sole member of the Corporation and four of the Corporation's seven Board members are the officers of the IDA, who are appointed by the Yates County Legislature. The Corporation, however, is a separate entity and operates independently of the County and the IDA.

Basis of Presentation

The financial statements of the Corporation have been prepared in conformity with accounting principles generally accepted in the United States of America. The basic financial statements of the Agency have been prepared in conformity with accounting principles generally accepted in the United States of America applied to governmental units. The Governmental Accounting Standards Board ("GASB") is the accepted standard setting body for establishing governmental accounting and financial reporting principles. The more significant of the Corporation's accounting policies are described below.

Basis of Accounting

The accounts of the Corporation are maintained on the accrual basis of accounting. As such, revenues are recognized in the period in which they are earned and expenses are recognized in the period in which they are incurred.

Assets, Liabilities, Deferred Outflows/Inflows of Resources, and Net Position

Cash, Cash Equivalents and Investments—The Corporation's cash, cash equivalents and investments consist of cash on hand, demand deposits, time deposits and short-term, highly liquid investments which are readily convertible to known amounts of cash and have a maturity date within 90 days or less from the date of acquisition. The Corporation had no investments at December 31, 2022 and 2021; however, when the Corporation does have investments they are recorded at fair value in accordance with the Governmental Accounting Standards Board ("GASB").

Grants Receivable—The Corporation 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, 2022, but not yet received.

Notes Receivable—The Corporation 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.

Net Position Flow Assumption—Sometimes the Corporation will fund outlays for a particular purpose from both restricted (e.g., restricted loan or grant proceeds) and unrestricted resources. In order to calculate the amounts to report as restricted net position and unrestricted net position, a flow assumption must be made about the order in which the resources are considered to be applied. It is the Corporation's policy to consider restricted net position to have been depleted before unrestricted net position is applied.

Revenues and Expenses

Revenues—The Corporation receives agency fees from Empire Pipeline which, as part of an agreement with the County, is paying approximately \$250,000 per year for fifteen years, commencing in 2009, of an economic development fund. A portion of the payments are remitted to affected towns and the balances is being managed by the Corporations. The Corporation 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 the County, and late fees related to payments made on notes receivable balances. Grant revenue received from government agencies is recognized as eligible expenses are incurred for cost-reimbursing grants.

Expenses—Expenses are recorded on the accrual basis of accounting. Operating expenses consist of program expenses incurred in connection with the Corporation's programs.

Income Taxes—The Corporation is not subject to federal or state income taxes, nor is it required to file federal or state income tax returns, therefore, no provision for income taxes is reflected in the financial statements.

Other

Estimates—The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, assets, liabilities, deferred outflows/inflows of resources and disclosures of contingent assets and liabilities at the date of the financial statements. Actual results could differ from those estimates.

Adoption of New Accounting Pronouncements—During the year ended December 31, 2022, the Corporation implemented GASB Statement No. 87, Leases. GASB Statement No. 87 better meets the information needs of financial statement users by improving accounting and financial reporting for leases by governments. The implementation of GASB Statement No. 87 did not have a material impact on the Corporation's financial position or results from operations.

Future Impacts of Accounting Pronouncements—The Corporation has not completed the process of evaluating the impact that will result from adopting GASB Statements No. 94, Public-Private and Public-Public Partnerships and Availability Payment Arrangements; No. 96, Subscription-Based Information Technology Arrangements; and a portion of No. 99, Omnibus 2022, effective for the year ending December 31, 2023, and the remaining portion of No. 99, Omnibus 2022; No. 100, Accounting Changes and Error Corrections—an amendment of GASB Statement No. 62; and No. 101, Compensated Absences, effective for the year ending December 31, 2024. The Corporation is,

therefore, unable to disclose the impact that adopting GASB Statements No. 94, 96, 99, 100 and 101 will have on its financial position and results of operations when such statements are adopted.

2. CASH, CASH EQUIVALENTS AND INVESTMENTS

The Corporation's investment policies are governed by New York State statutes. There were no investments at December 31, 2022 or 2021. All deposits are carried at fair value. Collateral is required for demand deposits and certificates of deposits for all deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations of the United States and its agencies and obligations of the State and its municipalities and school districts.

Deposits—All Deposits are carried at fair value and are classified by custodial credit risk at December 31, 2022 and 2021 as follows:

	December 31, 2022		Decembe	r 31, 2021	
	Bank	Carrying	Bank	Carrying	
	Balance	Amount	Balance	Amount	
Insured (FDIC)	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	
Uninsured:					
Collateral held by pledging bank's					
agent in the Corporation's name	763,483	763,483	689,538	631,084	
Total deposits	\$1,013,483	<u>\$1,013,483</u>	\$ 939,538	\$ 881,084	

Custodial Credit Risk—Deposits—Custodial credit risk is the risk that in the event of a bank failure, the Corporation's deposits may not be returned to it. As noted above, by State statute all deposits in excess of FDIC insurance coverage must be collateralized. At December 31, 2022 and 2021, all the Corporation's deposits were either FDIC insured or collateralized with securities held by the pledging bank's agent in the Corporation's name.

3. RECEIVABLES

Grants Receivable—The Corporation 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, 2022, but not yet received. Grants receivable at December 31, 2022 and 2021 total \$53,500.

Notes Receivable—Principal maturities of notes receivable from various Yates County businesses, bearing interest at rates ranging from 2.6 percent to 4.4 percent, and maturing at various dates through 2032 were as follows at December 31, 2022:

Year Ending		
December 31,	Amount	
2023	\$	208,073
2024		177,048
2025		336,869
2026		122,836
2027		130,886
2028 - 2032		468,329
Total		1,444,041
Less: allowance for doubtful accounts		(26,425)
Total, net of allowance	\$	1,417,616

4. SUBSEQUENT EVENTS

Management has evaluated subsequent events through March 22, 2023, which is the date the financial statements are available for issuance, and have determined there are no subsequent events that require disclosure under generally accepted accounting principles.

* * * * * *

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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

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

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 financial statements of Finger Lakes Horizon Economic Development Corporation (the "Corporation"), a component unit of Yates Industrial Development Agency, which comprise the statement of net position as of December 31, 2022, the related statements of revenues, expenses, and changes in net position, and cash flows for the year then ended, and the related notes to the financial statements, which collectively comprise the Corporation's basic financial statements, and have issued our report thereon dated March 29, 2023.

Report on Internal Control over Financial Reporting

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

A deficiency in internal control exists when the design or operation of a control does not allow management or employees in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the 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 were not identified.

Report on Compliance and Other Matters

Dryscher Maleiki LLP

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

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the 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.

March 29, 2023