> Financial Statements as of December 31, 2019 and 2018 Together with Independent Auditor's Report



TABLE OF CONTENTS AS OF DECEMBER 31, 2019 AND 2018

	<u>Page</u>
Independent Auditor's Report	1 - 2
Management's Discussion and Analysis (Unaudited)	3 - 5
Financial Statements:	
Statements of Net Position	6
Statements of Revenue, Expenses and Change in Net Position	7
Statements of Cash Flows	8
Notes to Financial Statements	9 - 12
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	13 - 14

INDEPENDENT AUDITOR'S REPORT

March 30, 2020

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, 2019 and 2018, 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, 2019 and 2018, 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 30, 2020, 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 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, 2019 AND 2018

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, 2019 and 2018. 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 \$355,737 in 2019 increased \$258,209 from \$97,528 in 2018 predominately due to the transfer of a loan portfolio from IDA of \$259,510 and in 2019.
- The assets of the Agency exceeded liabilities at the close of the 2019 year by \$1,622,729 (net position), and by \$1,266,992 (net position) at the close of the 2018 year.
- The line-of-credit was closed in 2019 and had no outstanding balance at December 31, 2018.

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, 2019, IDA owed the Agency \$67,900 in borrowed funds relating the settled of a prior year loan arrangement. This will be returned during 2020. The Agency had no outstanding balances due to or from Affiliates at December 31, 2018.

Summary of Operations and Changes in Net Position

For the years ended December 31:

	<u>2019</u>	<u>2018</u>
Operating revenue Operating expenses Nonoperating revenue (expense)	\$ 156,748 (60,521) 259,510	\$ 142,357 (34,829) (10,000)
Change in net position	\$ 355,737	\$ 97,528

Operating Revenue and Expenses

The Agency's operating revenue for 2019 and 2018 totaled \$156,748 and \$142,357 respectively, which includes the net revenue received from 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 loan management fees, accounting fees, legal fees, insurance, and grant & planning. Total operating expenses were \$60,521 and \$34,829 for 2019 and 2018, respectively.

Net Position

		<u>2019</u>		<u>2018</u>
Unrestricted net position	<u>\$</u>	1,622,729	<u>\$</u>	1,226,992
Change in net position	<u>\$</u>	355,737	<u>\$</u>	97,528

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.

Current Liabilities

During 2014, the Agency entered into a \$250,000 line-of-credit with Lyons National Bank, with interest at 0%, to assist in providing emergency loans to businesses in Yates County affected by the 2014 flood. The outstanding balance was repaid and the agreement was terminated in 2018.

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.

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 104 Penn Yan, New York 14527

STATEMENTS OF NET POSITION DECEMBER 31, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
ASSETS		
CURRENT ASSETS: Cash Current portion of notes receivable, net Due from affiliated agencies	\$ 826,702 125,054 67,900	\$ 657,594 155,066 -
Total current assets	1,019,656	812,660
OTHER ASSETS: Notes receivable, net	 581,170	 454,332
Total assets	 1,600,826	 1,266,992
LIABILITIES		
CURRENT LIABILITIES: Accounts payable	 197	
Total current liabilities	 197	
NET POSITION		
NET POSITION (UNRESTRICTED)	 1,600,629	 1,266,992
Total net position	\$ 1,600,629	\$ 1,266,992

The accompanying notes are an integral part of these statements.

STATEMENTS OF REVENUE, EXPENSES AND CHANGE IN NET POSITION FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
OPERATING REVENUE: Agency fees Interest income and late fees	\$ 127,500 29,248	\$ 127,750 14,607
Total operating revenue	156,748	142,357
OPERATING EXPENSES	60,521	34,829
OPERATING INCOME	96,227	107,528
NONOPERATING REVENUE (EXPENSE) Transfer from Yates County Industrial Development Agency, net Provision for bad debts	237,410	(10,000)
Total nonoperating revenue (expense), net	237,410	(10,000)
CHANGE IN NET POSITION	333,637	97,528
NET POSITION - beginning of year	1,266,992	1,169,464
NET POSITION - end of year	<u>\$ 1,600,629</u>	<u>\$ 1,266,992</u>

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018

	<u>2019</u>	<u>2018</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	\$ 156,748 (60,324) 222,684 (60,000)	\$ 142,357 (34,829) 186,615 (40,000)
Net cash flow from operating activities	 259,108	 254,143
CASH FLOW FROM INVESTING ACTIVITIES: Payment received from affiliated agency	 (90,000)	 200,000
Net cash flow from investing activities	 (90,000)	 200,000
CASH FLOW FROM FINANCING ACTIVITIES: Repayments on line-of-credit	 	 (38,000)
Net cash flow from financing activities	 	 (38,000)
CHANGE IN CASH	169,108	416,143
CASH - beginning of year	 657,594	 241,451
CASH - end of year	\$ 826,702	\$ 657,594
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: Increase (decrease) in notes receivable Decrease in accounts payable	\$ 96,227 162,684 197	\$ 107,528 146,615
Net cash flow from operating activities	\$ 259,108	\$ 254,143

The accompanying notes are an integral part of these statements.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2019 AND 2018

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, 2019 and 2018, the amount of unrestricted net position was \$1,622,729 and \$1,266,992, respectively, of which none was internally designated.

Cash

Cash consists of bank demand deposit accounts.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

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. The Agency also operates an emergency loan fund to assist businesses within Yates County that were affected by the 2014 flood. These loans were provided to businesses at 0% interest for five years.

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 \$50,872 and \$19,833 at December 31, 2019 and 2018, respectively.

Operating Revenue

The Agency receives operating revenue 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.

The Agency also earns income from 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 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, and a provision for doubtful accounts in 2018.

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, 2019 and 2018 cash held by the Agency and the bank balances in financial institutions was \$826,702 and \$657,594 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 \$582,582 and \$367,981 at December 31, 2018 and 2017, respectively.

4. NOTES RECEIVABLE

Principal maturities of notes receivable from various Yates County businesses, bearing interest at rates ranging from 0% to 4.2% and maturing at various dates through April 2019 were as follows at December 31, 2019:

2020 2021 2022 2023 2024 Thereafter	\$ 175,926 100,324 82,213 68,868 207,323 122,442
Less: Current portion Less: Allowance for doubtful accounts	\$ 757,096 (125,054) <u>(50,872)</u> <u>581,170</u>

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.

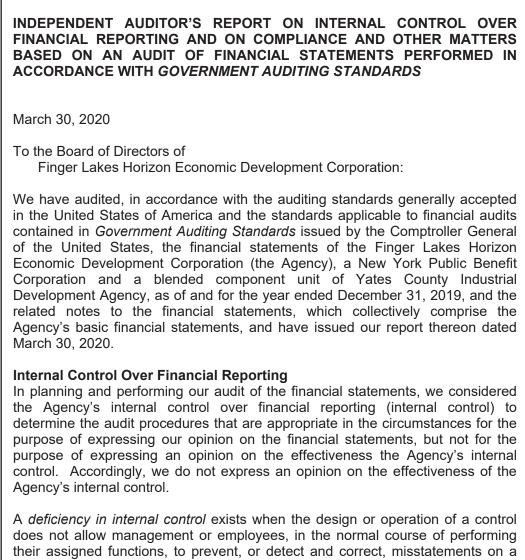
At December 31, 2019, IDA owed the Agency \$67,900 in borrowed funds relating the settled of a prior year loan arrangement. This will be returned during 2020. The Agency had no outstanding balances due to or from Affiliates at December 31, 2018.

6. LINE-OF-CREDIT

During 2014, the Agency entered into a \$250,000 bank line-of-credit direct borrowing with Lyons National Bank for the purpose of providing emergency loans to businesses affected by the 2014 flood. Borrowings on the line-of-credit bear interest at 0%, are secured by assets of the Agency and guaranteed by the IDA. The agreement had a provision that in an event of default, the timing of repayment of outstanding amounts became due immediately. The outstanding balance was repaid and the agreement was terminated in 2018.

Line-of-credit activity was as follows for the years ended December 31:

		<u>2018</u>
Beginning balance at January 1,	\$	38,000
Decreases		(38,000)
Ending balance at December 31,	<u>\$</u>	



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 determination of financial statement amounts. 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