

Cayuga County Industrial Development Agency

Financial Report

December 31, 2018

Cayuga County Industrial Development Agency

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Buffington & Hoatland CPAs

A Professional Limited Liability Company

Independent Auditor's Report

To the Board of Directors
Cayuga County Industrial Development Agency

We have audited the accompanying financial statements of Cayuga County Industrial Development Agency (Agency), a component unit of Cayuga County, State of New York, as of and for the year ended December 31, 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 opinions on these financial statements based on our audit. We conducted our audit 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 opinions.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of Cayuga County Industrial Development Agency, a component unit of Cayuga County, State of New York, as of December 31, 2018, and the respective changes in financial position, and cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

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 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 19, 2019, on our consideration of the Auburn Industrial 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 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 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 Cayuga County Industrial Development Agency's internal control over financial reporting and compliance.

Buffington & Hoatland CPAs, PLLC

Buffington & Hoatland CPAs, PLLC
Auburn, New York
March 19, 2019

Management's Discussion and Analysis (Unaudited)

This section of the Cayuga County Industrial Development Agency's annual financial report presents our discussion and analysis of the Agency's financial performance during the year ended December 31, 2018. It should be read in conjunction with the Agency's financial statements and accompanying notes.

Basic Financial Statements

The annual financial report consists of two parts: Management's Discussion and Analysis (this section) and the basic financial statements. The Agency is a self-supporting entity and the accounts are recorded in accordance with a proprietary fund type. Proprietary fund type operating statements present increases and decreases in net assets. The financial statements are presented using the economic resources measurement focus and the accrual basis of accounting.

Required Financial Statements

The financial statements of the Agency report information using accounting methods similar to those used by private sector companies. These statements offer short-term financial information about its activities. The Statement of Net Position includes all of the Agency's assets and liabilities with the difference reported as net position. It provides the basis for assessing the liquidity and financial flexibility of the Agency. All of the current year's revenues and expenses are accounted for in the Statement of Revenues and Expenses. This statement measures the financial success of the Agency's operations over the past year and can be used to determine whether the Agency has successfully recovered all its costs through its user fees and other charges, profitability, and credit worthiness. The third required statement is the Statement of Cash Flows. The primary purpose of this statement is to provide information about the Agency's cash receipts and cash payments during the reporting period. The statement reports cash receipts, cash payments, and changes in cash resulting from operating, investing, and financing activities and provides answers to such questions as where did cash come from, what was cash used for, and what was the change in the cash balance during the period.

Condensed Comparative Financial Information

The following table contains selected financial information for the past two years.

Category	2018	2017
Cash and Investments	\$ 872,037	\$ 876,577
Capital Assets	611,409	558,305
Other Assets	23,616	11,636
Total Assets	\$ 1,507,062	\$ 1,446,518
Current Liabilities	\$ 48,502	\$ 24,930
Total Liabilities	\$ 48,502	\$ 24,930

Condensed Comparative Financial Information (Continued)

Category	2018	2017
Total Revenues	\$ 81,683	\$ 25,791
Total Expenses	(44,711)	(36,143)
Increase (Decrease) in Net Position	\$ 36,972	\$ (10,352)
Net Position - Invested in Capital, Net of Related Debt	\$ 611,409	\$ 558,305
Net Position - Unrestricted	847,151	863,283
Total Net Position	\$ 1,458,560	\$ 1,421,588

Change in financial categories between 2018 and 2017 include the following:

- The Agency's total net position increased \$36,972 or 2.6%.
- Cash and Investments decreased \$4,539 or 1.0%, due to more construction in progress and land purchases.
- Current Liabilities, other than PILOT payments, increased 9,968 or 66.8%
- Operating Revenues increased \$57,386 or 308.9%, resulting from more projects.
- Operating Expenses increased \$8,565 or 23.7%, which is related to increase in related contract cost.

Financial Analysis of the Agency

The Agency is engaged in activities to support economic growth in Cayuga County, including job creation and retention, and increasing the net wealth of the County. The Agency does not receive any general appropriations from local, county or state government to support its operations. The Agency collects revenue for its operating purposes from the issuance of PILOTS, administrative fees, and from interest on investments. In the year ended December 31, 2018, the Agency received in administrative fees and interest income from these sources \$81,683, an increase of \$57,386 from the prior year. In the year ended December 31, 2017, the Agency received in administrative fees and investment income from these sources \$25,578. The increase is due to an increase in project applications in 2018 and thus fees related to new or amended projects entered into during the fiscal year. For qualified transactions, the Agency enters into PILOT agreements in which the Agency collects payments that are disbursed to the appropriate tax jurisdictions. PILOT payments equaled \$432,388 in the year ended December 31, 2018. The increase is related to normal annual reduction of abatement for most projects, as well as some increased property assessments.

Capital Asset and Debt Administration

Capital Assets: As of December 31, 2018, the Agency's investment in capital assets was \$611,409 (net of depreciation). The principal capital assets of the Agency is land, building and construction in progress for future development. This is exclusive of property leases.

Economic Factors

The Agency's basic purpose is to assist growth and expansion in Cayuga County, New York. The business and economic climate in the County has been relatively steady in recent years despite fluctuating conditions throughout the United States. At the present time, the Agency has one active PILOT agreement application.

Contacting the Agency's Financial Management

This financial report is designed to provide the Cayuga County's citizens and taxpayers, and the clients of the Agency, with a general overview of the Agency's finances. If you have questions about this report or need additional financial information, contact the Cayuga County Industrial Development Agency.

Respectfully yours,



Tracy Verrier
Executive Director

Cayuga County Industrial Development Agency

Statement of Net Position

Year Ended December 31, 2018

	<u>2018</u>
Assets	
Current Assets	
Cash and cash equivalents	\$ 673,253
PILOT payment receivable	23,591
Other receivables	<u>25</u>
Total Current Assets	<u>696,869</u>
Capital Assets	
Land and building	542,790
Construction in progress	<u>68,619</u>
Total Capital Assets, Net	<u>611,409</u>
Investments	<u>198,784</u>
Total Assets	<u><u>\$ 1,507,062</u></u>

See notes to financial statements.

	<u>2018</u>
Liabilities and Net Position	
Current Liabilities	
PILOT payments payable	\$ 23,591
Accounts payable	14,911
Grant payable	<u>10,000</u>
Total Current Liabilities	<u>48,502</u>
Net Position	
Invested in capital assets	611,409
Unrestricted	<u>847,151</u>
Total Net Position	<u>1,458,560</u>
Total Liabilities and Net Position	<u><u>\$ 1,507,062</u></u>

See notes to financial statements.

Cayuga County Industrial Development Agency

Statement of Revenue and Expenses

Year Ended December 31, 2018

	2018
Operating Revenue	
Administrative fee income	\$ 74,311
Land rent	1,650
Total Operating Revenue	75,961
Operating Expenses	
Dues and subscriptions	275
Office supplies	2,580
Professional fees	10,253
Contract services	27,312
Property taxes	2,370
Conferences, seminars, and trade shows	903
Local economic development	1,018
Total Operating Expenses	44,711
Operating Income	31,250
Non-Operating Income (Expenses)	
Interest income	5,502
Gas well royalty	220
Total Non-Operating Income (Expenses)	5,722
Changes in Net Position	\$ 36,972

See notes to financial statements.

Cayuga County Industrial Development Agency

Statement of Changes in Net Position

Year Ended December 31, 2018

	Invested in Capital Assets	Unrestricted	Total Net Position
Net Position - Ending December 31, 2017	\$ 558,305	\$ 863,283	\$ 1,421,588
Changes in net position	53,104	(16,132)	36,972
Net Position - Ending December 31, 2018	\$ 611,409	\$ 847,151	\$ 1,458,560

See notes to financial statements.

Cayuga County Industrial Development Agency

Statement of Cash Flows

Year Ended December 31, 2018

	2018
Cash Flows from Operating Activities	
Cash received for PILOT program	\$ 418,783
Cash payments for PILOT program	(418,783)
Cash paid for professional fees	(10,253)
Cash received for administrative fees	74,311
Cash received from gas well royalty	220
Cash received from land rent	3,275
Cash received from interest income	5,502
Cash paid for other operating expenses	(24,491)
Net Cash Provided by Operating Activities	48,564
Cash Flows from Investing Activities	
Capitalized land costs	(88,796)
Purchase of investments	(2,357)
Net Cash Used in Investing Activities	(91,153)
Net Decrease in Cash and Cash Equivalents	(42,589)
Cash and Cash Equivalents - Beginning	715,842
Cash and Cash Equivalents - Ending	\$ 673,253
Reconciliation of Changes in Net Position to Net Cash Provided by (Used in) Operating Activities	
Changes in net position	\$ 36,972
Adjustments to reconcile change in net position to net cash provided by (used in) operating activities:	
(Increase) decrease in assets:	
PILOT payments receivable	(13,605)
Other receivables	1,625
Increase (decrease) in liabilities:	
PILOT payments payable	13,605
Accounts payable	9,967
Net Cash Provided by Operating Activities	\$ 48,564

See notes to financial statements.

Cayuga County Industrial Development Agency

Notes to Financial Statements

December 31, 2018

Note 1 - Nature of Operations

The Cayuga County Industrial Development Agency was created by the New York State Legislature in 1969 as Title 15 of Article 8 of the Public Authorities Law. The Agency was formed to advance the job opportunities, general prosperity, sustainability and economic welfare of the people of the Cayuga County, New York, through the use of economic development incentives for qualified projects within the County. The Agency created under this Act is a corporate governmental Agency constituting a public benefit corporation. The Agency is considered a component unit of the Cayuga County.

Note 2 - Summary of Accounting Policies

A summary of the significant accounting policies consistently applied in the preparation of the accompanying financial statements follows:

Basis of Accounting and Presentation

The Agency's accounts are recorded in accordance with a proprietary fund type.

The proprietary fund type is accounted for on a flow of economic resources measurement focus. With this measurement focus, all assets and all liabilities associated with the operation of this fund are included on the balance sheet. Proprietary fund type operating statements present increases and decreases in net assets. The accrual basis of accounting is utilized by the proprietary fund type. Under this basis of accounting revenues are recognized when earned and expenses are recognized when the related liability is incurred.

The Agency's financial statements are prepared in conformity with accounting principles generally accepted in the United States as set forth by the Governmental Accounting Standards Board for proprietary funds. Private sector standards of accounting and financial reporting issued prior to December 1, 1989, generally are followed in the proprietary fund financial statements to the extent they do not conflict or contradict guidance of the Governmental Accounting Standards Board (GASB). Governments also have the option of following subsequent private sector guidance for their business type activities and enterprise funds. The Agency has elected not to follow subsequent private sector guidance.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and the disclosure of contingent assets and liabilities, if any, at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Revenue Recognition

Revenues from administrative functions are recognized at the time of delivery based on actual or estimated rates. Revenues from grant agreements are recognized when earned.

Cayuga County Industrial Development Agency

Notes to Financial Statements

December 31, 2018

Note 2 - Summary of Accounting Policies (Continued)

Operating and Non-Operating Revenue

The Agency's revenue consists of operating and non-operating revenue. Operating revenue is revenue collected from PILOT agreements, grants and income from administrative functions. Non-operating revenue is interest income and other investment income.

PILOT Payments Receivable

PILOT payments receivable are stated at outstanding balances. The Agency considers accounts receivable to be fully collectible. If collection becomes doubtful, an allowance for doubtful accounts will be established, or the accounts will be charged to income when that determination is made by management. Unpaid balances remaining after the stated payment terms are considered past due. Recoveries of previously charged off accounts are recorded when received.

Capital Assets

All acquisitions of property and equipment in excess of \$500 and all expenditures for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Capital assets are carried at cost, or if donated, at the approximate fair value at the date of donation. Depreciation is computed using primarily the straight-line method over the following useful lives of the respective classes of property:

	<u>Year</u>
Land and building	-0-

Depreciation expense was \$-0- for the year ended December 31, 2018.

Net Positions

Net positions are divided into three components:

Invested in Capital Assets

This component of net position consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of any bonds, mortgages, notes, or borrowings that are attributable to the acquisition, construction, or improvement of those assets. If there are significant unspent related debt proceeds at year end, the portion of the debt attributable to the unspent proceeds is not included in the calculation of invested in capital assets, net of related debt. Rather, that portion of the debt is included in the same net position component as the unspent proceeds.

Restricted Net Position

This component of net position consists of amounts which have external constraints placed on their use imposed by creditors (such as through debt covenants), grantors, contributors, or laws or regulations of other governments or constraints imposed by law through constitutional provisions or enabling legislation. At December 31, 2018, the Agency has no restricted net positions.

Cayuga County Industrial Development Agency

Notes to Financial Statements

December 31, 2018

Note 2 - Summary of Accounting Policies (Continued)

Net Positions (Continued)

Unrestricted Net Position

This component of net positions consists of funds that do not meet the definition of invested in capital assets, net of related debt", or "restricted".

Supplemental Disclosures - Statements of Cash Flow

The Agency considers all short-term investments with an original maturity of three months or less to be cash equivalents.

Non-Cash Transactions

The Agency does not collect on its capital lease arrangements as explained in Note 4. The increase and decrease in investments in property leases and bonds payable paid by the entity directly to the related financial institution are the non-cash items.

Conduit Debt Obligations

The term *conduit debt obligations* refers to debt instruments issued by the Agency for the express purpose of providing capital financing for a specific third party that is not a part of the Agency's financial reporting entity. Although conduit debt obligations bear the name of the Agency, the Agency has no obligation for such debt beyond the resources provided by a lease or loan with the third party on whose behalf they are issued.

Concentration of Credit Risk

The Agency maintains its cash balances in one financial institution located in Auburn, New York. Accounts at the institution are insured by the Federal Deposit Insurance Corporation up to \$250,000 for the year ended December 31, 2018, respectively. The amounts over the FDIC limit are secured by United States Treasury Bills.

Tax-Exempt Status

The Agency has been organized under the Public Authorities Law by the New York State Legislature. Under Code Section 2326, Article 8, Title 15 of this law, the Agency is exempt from income taxes and immune from other taxes. Therefore, no provision is made for taxes on income.

Payments In Lieu Of Taxes (PILOT's)

A significant inducement in The Agency projects is exemption from real property, sales and mortgage taxes. By law, all property titled to the Agency is exempt from these taxes. In practice, however, Payments In Lieu Of Taxes (PILOT's) are often negotiated with the applicant. PILOT's may represent full or partial remuneration to one or more of the real property tax jurisdictions involved.

Cayuga County Industrial Development Agency

Notes to Financial Statements

December 31, 2018

Note 2 - Summary of Accounting Policies (Continued)

Payments In Lieu Of Taxes (PILOT's) (Continued)

The Agency is responsible for tracking all PILOT payments whether made by the Agency in connection with property it owns or made directly to the taxing authorities by the Organizations participating in the program. A total of 9 Organizations participated in the PILOT's program and \$432,388 in payments were administrated by the Agency for the year ended December 31, 2018. The PILOT payments are not recorded on the financial statements.

Note 3 - Capital Assets

Capital asset additions, retirements, and balances consist of the following for the year ended December 31:

	Balance December 31, 2017	Additions	Retirements	Balance December 31, 2018
Land and building	\$ 531,856	\$ 37,383	\$ -	\$ 569,239
Construction in progress	26,449	15,721		42,170
Totals at Cost	558,305	53,104	-	611,409
Accumulated depreciation for:				
Equipment		-	-	-
Capital Assets, Net	\$ 558,305	\$ 53,104	\$ -	\$ 611,409

Note 4 – Industrial Revenue Bond and Note Transactions

Certain industrial development revenue bonds and notes issued by the Agency are secured by property that is leased to companies and is retired by lease payments. The bonds and notes are not obligations of the Agency or the State.

The Agency does not record the assets or liabilities resulting from completed bond and note issues in its accounts because its primary function is to arrange the financing between the borrowing companies and the bond and note holders, and funds arising there from are controlled by trustees or banks acting as financial agents. For providing this service, the Agency receives bond administration fees from the borrowing companies. Such Administrative fee income is recognized immediately upon issuance of bonds and notes.

Note 5 – Subsequent Events

Management has evaluated subsequent events through March 19, 2019 the date on which the financial statements were available to be issued.



Buffington & Hoatland CPAs

A Professional Limited Liability Company

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 *Governmental Auditing Standards*

To the Board of Directors
Cayuga County Industrial Development Agency

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 Cayuga County Industrial Development Agency, a component unit of the Cayuga County, State of New York as of and for the year ended December 31, 2018, and the related notes to the financial statements, which collectively comprise Cayuga County Industrial Development Agency's basic financial statements, and have issued our report thereon dated March 19, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Cayuga County Industrial Development Agency's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Cayuga County Industrial Development Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of Cayuga County Industrial Development 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 and therefore, material weaknesses or significant deficiencies may exist that were not identified. 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.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Cayuga County Industrial Development 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.

Buffington & Hoatland CPAs, PLLC

Buffington & Hoatland CPAs, PLLC
Auburn, New York
March 19, 2019

**Report on Compliance with Section 2925(3)(f)
of the New York State Public Authorities Law**

Independent Auditors' Report

To the Board of Directors
Cayuga County Industrial Development Agency

We have audited, in accordance with auditing standards generally accepted in the United States of America, the financial statements of Cayuga County Industrial Development Agency (Agency), a component unit of Cayuga County, State of New York, which comprise the statement of net position as of December 31, 2018, and the related statements of revenues, expenses and changes in net position and cash flows for the years then ended, and the related notes to the financial statements, and we have issued our report thereon dated March 19, 2019.

In connection with our audit, nothing came to our attention that caused us to believe that the Agency failed to comply with §2925(3)(f) of the New York State Public Authorities Law regarding investment guidelines during the year ended December 31, 2018. However, our audit was not directed primarily toward obtaining knowledge of such noncompliance. Accordingly, had we performed additional procedures, other matters may have come to our attention regarding the Agency's noncompliance with the above rules and regulations.

The purpose of this report is solely to describe the scope and results of our testing. This communication is not suitable for any other purpose.

Buffington & Hoatland CPAs, PLLC

Buffington & Hoatland CPAs, PLLC
Auburn, New York
March 19, 2019