

TOWN OF LANCASTER
INDUSTRIAL DEVELOPMENT AGENCY

*Basic Financial Statements, Required Supplementary
Information and Supplemental Information for the
Years Ended December 31, 2012 and 2011 and
Independent Auditors' Reports*

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
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Certified Public Accountants

INDEPENDENT AUDITORS' REPORT

To the Members of Town of Lancaster
Industrial Development Agency:

Report on the Financial Statements

We have audited the accompanying financial statements of the Town of Lancaster Industrial Development Agency (the "Agency") as of December 31, 2012 and 2011 and for the years then ended, and the related notes to the financial statements, which collectively comprised 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 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 the Agency, as of December 31, 2012 and 2011, and the respective changes in financial position and cash flows thereof for the years 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 Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Agency's basic financial statements. The Schedule of Agency Investments and Real Property Listing as required under the New York State Public Authority Law are presented for purposes of additional analysis and are not a required part of the basic financial statements. The Schedule of Agency Investments and Real Property Listing are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedule of Agency Investments and Real Property Listing are fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated February 12, 2013 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 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 the Agency's internal control over financial reporting and compliance.

The image shows a handwritten signature in black ink that reads "Drescher & Malecki LLP". The signature is written in a cursive style with a large initial 'D' and a stylized ampersand.

Cheektowaga, New York
February 12, 2013

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
For the Years Ended December 31, 2012 and 2011

As management of the Town of Lancaster Industrial Development Agency (the "Agency") we offer readers of the Agency's financial statements this narrative overview and analysis of the financial activities of the Agency for the years ended December 31, 2012 and 2011. This narrative should be read in conjunction with the Agency's financial statements which follow this section.

Financial Highlights:

- The assets of the Agency exceed its liabilities at December 31, 2012 and 2011 by \$1,022,839 and \$958,748, respectively. These amounts are considered "unrestricted" and may be used to fund the Agency's ongoing operations.
- The Agency's net position increased by \$64,091 and \$142,991 during the fiscal years ended December 31, 2012 and 2011, respectively.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Agency's basic financial statements. This report includes the independent auditors' report, management's discussion and analysis, financial statements and notes to financial statements.

Required Financial Statements – The financial statements are prepared using the accrual basis of accounting. The financial statements include:

- *Statements of Net Position* – shows all assets, liabilities and net position of the Agency at December 31, 2012 and 2011.
- *Statements of Activities* – shows the financial activity for the years ended December 31, 2012 and 2011 and displays how this financial activity changes the Agency's net position.
- *Statements of Cash Flows* – shows the cash provided and used during 2012 and 2011 and how it affects the cash balance at December 31, 2012 and 2011.
- *Notes to the Financial Statements* – provide information regarding the Agency and explain in more detail information included in the financial statements.

Financial Analysis – The Agency provides administrative assistance to companies within the Town of Lancaster and has limited operations. The Agency does not have any long-term debt or full time employees. When analyzing financial condition and the impact of current year operating activities, the Agency's management believes the most important issue is whether the Agency is better off than it was in the prior year. The *statement of net position* and the *statement of activities* can assist in determining whether the Agency is better off. The *statement of cash flows* provides information about the cash receipts, cash payments, and net change in cash resulting from the operating, investing and capital financing activities of the Agency during the year. This statement helps users assess the Agency'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 included on the following page.

Net Position – Agency assets exceeded its liabilities by \$1,022,839, \$958,748, and \$815,757 at December 31, 2012, 2011 and 2010, respectively. Key elements of the Agency’s statements of net position are presented in Table 1 below:

TABLE 1 – CONDENSED STATEMENT OF NET POSITION

| | <u>2012</u> | <u>2011</u> | <u>2010</u> |
|---------------------|---------------------|-------------------|-------------------|
| Assets: | | | |
| Current assets | \$ 952,839 | \$ 888,748 | \$ 759,067 |
| Noncurrent assets | <u>70,000</u> | <u>70,000</u> | <u>70,000</u> |
| Total assets | <u>1,022,839</u> | <u>958,748</u> | <u>829,067</u> |
| Liabilities: | | | |
| Current liabilities | <u>-</u> | <u>-</u> | <u>13,310</u> |
| Net position: | | | |
| Unrestricted | <u>\$ 1,022,839</u> | <u>\$ 958,748</u> | <u>\$ 815,757</u> |

The Agency’s net position was entirely derived as a result of operating activities and there are no restrictions as to its use.

Agency activities – Agency activities increased net position by \$64,091 and \$142,991 and for the years ended December 31, 2012 and 2011, and decreased net position by \$25,216 for the year ended December 31, 2010. Key elements of these increases and decrease are shown in Table 2:

TABLE 2 – REVENUES, EXPENSES, AND CHANGES IN NET POSITION

| | <u>2012</u> | <u>2011</u> | <u>2010</u> |
|-------------------------------------|---------------------|-------------------|-------------------|
| Operating revenues | \$ 152,465 | \$ 229,250 | \$ 79,765 |
| Operating expenses | <u>90,688</u> | <u>89,511</u> | <u>108,713</u> |
| Net operating income (loss) | 61,777 | 139,739 | (28,948) |
| Nonoperating revenues | <u>2,314</u> | <u>3,252</u> | <u>3,732</u> |
| Increase (decrease) in net position | 64,091 | 142,991 | (25,216) |
| Net position - beginning | <u>958,748</u> | <u>815,757</u> | <u>840,973</u> |
| Net position - ending | <u>\$ 1,022,839</u> | <u>\$ 958,748</u> | <u>\$ 815,757</u> |

Operating revenues are administrative and application fees derived from transactions that assist businesses within the Town of Lancaster. This assistance can take the form of lease transactions, assistance with bond issuance or sales tax and mortgage tax exemptions (which generally allow businesses to expand). During the years 2012 and 2011, the Agency assisted with several such transactions.

Operating expenses consist of the cost of administration and consultants, who assist in locating, communicating and matching business needs to Agency programs of assistance.

Cash flows – Agency cash and cash equivalents increased by \$63,591 and \$131,381 for the years ended December 31, 2012 and 2011, whereas cash and cash equivalents decreased by \$15,431 for the year ended December 31, 2010. Key elements of these changes are presented in Table 3:

TABLE 3 – CASH FLOWS

| | <u>2012</u> | <u>2011</u> | <u>2010</u> |
|---------------------------------------|-------------------|-------------------|-------------------|
| Cash flows from: | | | |
| Operating activities | \$ 61,277 | \$ 128,129 | \$ (19,163) |
| Investing activities | <u>2,314</u> | <u>3,252</u> | <u>3,732</u> |
| Net increase (decrease) | 63,591 | 131,381 | (15,431) |
| Cash and cash equivalents - beginning | <u>888,748</u> | <u>757,367</u> | <u>772,798</u> |
| Cash and cash equivalents - ending | <u>\$ 952,339</u> | <u>\$ 888,748</u> | <u>\$ 757,367</u> |

The change in cash and cash equivalents in each year is reflective of the results of operations for each of the years presented.

Capital Assets and Debt – The Agency acquired 30.11 acres of land in 2005 for \$70,000. The land is being held for future industrial development. The Agency has not issued any debt instruments.

Economic Factors – The Agency’s financial status and level of activity have remained relatively steady over the past few years. The local economic environment continues to be supportive of business development and expansion. There are several projects in the planning and development stages.

Contacting the Agency – Questions regarding this report or requests for additional information should be directed to the Town of Lancaster Industrial Development Agency, 21 Central Avenue, Lancaster, New York 14086.

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Statements of Net Position
December 31, 2012 and 2011

| | <u>2012</u> | <u>2011</u> |
|--|---------------------|-------------------|
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 952,339 | \$ 888,748 |
| Accounts receivable | <u>500</u> | <u>-</u> |
| Total current assets | <u>952,839</u> | <u>888,748</u> |
| Noncurrent assets: | | |
| Land acquired for industrial development | <u>70,000</u> | <u>70,000</u> |
| Total noncurrent assets | <u>70,000</u> | <u>70,000</u> |
| Total assets | <u>1,022,839</u> | <u>958,748</u> |
| LIABILITIES | | |
| Total liabilities | <u>-</u> | <u>-</u> |
| NET POSITION | | |
| Unrestricted | <u>\$ 1,022,839</u> | <u>\$ 958,748</u> |

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

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Statements of Activities
Years Ended December 31, 2012 and 2011

| | <u>2012</u> | <u>2011</u> |
|-------------------------------------|---------------------|-------------------|
| Operating revenues: | | |
| Administrative and application fees | \$ 152,465 | \$ 219,878 |
| Other revenues- refund | <u>-</u> | <u>9,372</u> |
| Total operating revenues | <u>152,465</u> | <u>229,250</u> |
| Operating expenses: | | |
| Administrative services | 32,000 | 35,000 |
| Consultants | 18,000 | 14,400 |
| Professional fees | 24,685 | 19,856 |
| Insurance | 3,494 | 2,951 |
| Professional office | 11,423 | 7,016 |
| Legal notices | 191 | 387 |
| Advertising | 575 | 2,921 |
| Miscellaneous | <u>320</u> | <u>6,980</u> |
| Total operating expenses | <u>90,688</u> | <u>89,511</u> |
| Operating income | 61,777 | 139,739 |
| Nonoperating revenue: | | |
| Interest earnings | <u>2,314</u> | <u>3,252</u> |
| Change in net position | 64,091 | 142,991 |
| Net position—beginning | <u>958,748</u> | <u>815,757</u> |
| Net position—ending | <u>\$ 1,022,839</u> | <u>\$ 958,748</u> |

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

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Statements of Cash Flows
Years Ended December 31, 2012 and 2011

| | <u>2012</u> | <u>2011</u> |
|---|-------------------|-------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Cash received for services provided | \$ 151,965 | \$ 234,074 |
| Payments made for operating costs | <u>(90,688)</u> | <u>(105,945)</u> |
| Net cash provided by operating activities | <u>61,277</u> | <u>128,129</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Interest earned | <u>2,314</u> | <u>3,252</u> |
| Net cash provided by investing activities | <u>2,314</u> | <u>3,252</u> |
| Net increase in cash and cash equivalents | 63,591 | 131,381 |
| Cash and cash equivalents—beginning | <u>888,748</u> | <u>757,367</u> |
| Cash and cash equivalents—ending | <u>\$ 952,339</u> | <u>\$ 888,748</u> |
| Reconciliation of operating income to net cash provided by operating activities: | | |
| Operating income | <u>\$ 61,777</u> | <u>\$ 139,739</u> |
| Adjustments to reconcile operating income to net cash provided by (used in) operating activities: | | |
| (Increase) decrease in accounts receivable | <u>(500)</u> | <u>1,700</u> |
| Total adjustments | <u>(500)</u> | <u>(11,610)</u> |
| Net cash provided by operating activities | <u>\$ 61,277</u> | <u>\$ 128,129</u> |

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

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Notes to the Financial Statements
Years Ended December 31, 2012 and 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations—The Town of Lancaster Industrial Development Agency (the “Agency”) is a public benefit corporation and was created in 1972 under Title I Article 18-A of New York State General Municipal Law for the purpose of encouraging financially sound companies to locate and expand in the Town of Lancaster, New York (the “Town”). The Agency is a separate entity and operates independently of the Town.

The financial statements of the Agency have been prepared in conformity with accounting principles generally accepted in the United States of America. Significant accounting policies are listed below.

Basis of Accounting—The accounts of the Agency are maintained on the accrual basis of accounting.

Reporting Entity—The Agency is not considered a component unit of the Town. The Town has no authority to approve the Agency’s budget nor does it have any responsibility for the debt, financing deficits or fiscal management of the Agency.

Tax Status— The Agency is exempt from Federal income taxes and New York State franchise taxes.

Industrial Development Revenue Bond and Note Transactions—Industrial development revenue bonds and notes issued by the Agency are secured by the properties which are leased to companies and are retired by lease payments. The bonds and notes are not obligations of the Agency, the Town or the State of New York. The Agency does not record the assets or liabilities resulting from completed bond and note issues in its accounts, since its primary function is to arrange the financing between the borrowing companies and the bond and note holders. The funds arising there from are controlled by trustees or banks acting as fiscal agents. The Agency receives bond administrative fees from the borrowing companies for providing the service. Such administrative fee income is recognized immediately upon issuance of the bonds and notes.

Lease Transactions—The Agency has established a lease program to provide state and local tax benefits to companies developing industrial properties. Under this program, the Agency receives title to properties under development and leases the property to the previous titleholder (lessee). Title to those properties is transferred to the lessee at the end of the maximum tax benefit period or at any time during the lease period at the option of the lessee. The Agency does not record assets acquired under the lease program since the Agency’s primary function is to provide state and local benefits to the lessee. The Agency receives lease administrative fees from the lessee for providing this service. Such administrative fee income is recognized at lease inception or ratably over the term of the lease depending on the agreement terms between the lessee and the Agency.

Statements of Cash Flows and Cash Equivalents—For purposes of the statement of cash flows, the Agency considers cash and cash equivalents to be all cash accounts and short-term investments purchased with a maturity of three months or less.

Use of 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 and expenses during the reporting period and the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Actual results could differ from those estimates.

Future Impacts of Accounting Pronouncements— The Agency has not completed the process of evaluating the impact that will result from adopting GASB Statements No. 61, *The Financial Reporting Entity: Omnibus—an amendment of GASB Statements No. 14 and No. 34*; No. 65, *Items Previously Reported as Assets and Liabilities*; and No. 66, *Technical Corrections—2012—an amendment of GASB Statements No. 10 and No. 62*, effective for the year ending December 31, 2013; No. 67, *Financial Reporting for Pension Plans—an amendment of GASB Statement No. 25*; and No. 69, *Government Combinations and Disposals of Government Operations*, effective for the year ending December 31, 2014; and No. 68, *Accounting and Financial Reporting for Pensions—an amendment of GASB Statement No. 27*, effective for the year ending December 31, 2015. The Agency is therefore unable to disclose the impact that adopting GASB Statements No. 61, 65, 66, 67, 68, and 69 will have its financial position and results of operations when such statements are adopted.

During the year ended December 31, 2012, the Agency adopted the provisions of GASB Statement No. 57, *OPEB Measurements by Agent Employers and Agent Multiple-Employer Plans*, No. 60, *Accounting and Financial Reporting for Service Concession Arrangements*, No. 62, *Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements*, and No. 64, *Derivative Instruments: Application of Hedge Accounting Termination Provisions— an amendment of GASB Statement No. 53*. The adoption of Statements No. 57, 60, 62, and No. 64 did not have a material impact on the Agency’s financial position or results of operations.

The Agency also adopted GASB Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*. This statement amends the net asset reporting requirements in GASB Statement No. 34, *Basic Financial Statements—and Management’s Discussion and Analysis—for State and Local Governments*, and other pronouncements by incorporating deferred outflows of resources and deferred inflows of resources into the definitions of required components of the residual measure and by renaming the measure as net position, rather than net assets. GASB Statement No. 63 did not have a material impact on the Agency’s financial position or results of operations.

During the year ended December 31, 2011, the Agency adopted the provisions of GASB Statements No. 54, *Fund Balance Reporting and Governmental Fund Type Definitions* and No. 59, *Financial Instruments Omnibus*. The adoption of GASB Statements No. 54 and 59 did not have a material impact on the Agency’s financial position or results of operations.

2. CASH AND CASH EQUIVALENTS

The Agency’s investment policies are governed by New York State statutes. There were no investments at December 31, 2012 and 2011. 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.

Cash and cash equivalents:

| | December 31, 2012 | | December 31, 2011 | |
|---|-------------------|--------------------|-------------------|--------------------|
| | Bank Balance | Carrying Amount | Bank Balance | Carrying Amount |
| Insured (FDIC) | \$ 250,011 | \$ 250,011 | \$ 252,767 | \$ 250,020 |
| Uninsured: | | | | |
| Collateral held by bank's agent in the Agency's name | 702,328 | 702,328 | 638,728 | 638,728 |
| Total deposits | <u>\$ 952,339</u> | <u>\$ 952,339</u> | <u>\$ 891,495</u> | <u>\$ 888,748</u> |

Custodial Credit Risk - Deposits—Custodial credit risk is the risk that in the event of a bank failure, the Agency'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. As of December 31, 2012 and 2011 the Agency's deposits in excess of FDIC coverage limits were collateralized.

3. NOTE RECEIVABLE

During 1999, the Agency and the Buffalo and Erie County Regional Development Corporation participated in a loan to the Village of Lancaster Community Development Corporation for \$300,000. The loan carries an annual interest rate of 4% with interest payable on a monthly basis. The note matured on August 1, 2009. The loan is collateralized by a mortgage (collateral security) and assignment of rents and leases. The Agency's portion of the \$300,000 loan is 50%, or \$150,000. At December 31, 2012 and 2011, the Agency's outstanding balance of the note receivable was \$150,000. However, the Agency determined that there was a potential for uncollectibility and determined that an allowance was appropriate. The balance of the allowance at December 31, 2012 and 2011 is \$150,000. Consequently, the balance of the note receivable, net of allowance is zero at December 31, 2012 and 2011.

4. LAND HELD FOR INDUSTRIAL DEVELOPMENT

During 2005, the Agency acquired 30.11 acres of land for \$70,000, which is being held for industrial development purposes. The land was acquired from the Town at the estimated fair market value.

5. RELATED PARTY TRANSACTIONS

While the Agency is not considered a component unit of the Town of Lancaster, the Town is considered a related entity since the Town Supervisor also serves as the Chairman of the Agency.

The Town provides the Agency with administrative services. The cost of these services has been included as expenses on the Agency's statement of activities. The Agency paid the Town \$32,000 and \$35,000 for administrative expenses for the years ended December 31, 2012 and 2011, respectively.

6. SUBSEQUENT EVENTS

Management has evaluated subsequent events through February 12, 2013, 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.

Supplemental Information

Presented as supplemental information is certain information as required to be reported under New York State Public Authority Law.

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Schedule of Agency Investments
Year Ended December 31, 2012

Annual Investment Report - §2925(6) of Public Authorities Law of the State of New York requires that each public authority must annually prepare an investment report which shall include (a) investment guidelines, (b) amendments to such guidelines since the last investment report, (c) an explanation of the investment guidelines and amendments, (d) results of the annual independent audit, (e) the investment income record of the Agency, and (f) a list of the total fees, commissions or other charges paid to each investment banker, broker, dealer and adviser rendering investment associated services to the Agency since the last investment report.

- a. Investment guidelines – the Agency’s investment policy was adopted by the Board of Directors.
- b. Amendments to guidelines – none
- c. Explanation of guidelines and investments – the Agency has not made any amendments to its investment policy. These guidelines restrict investment of Agency funds to money market accounts and certificates of deposit.
- d. Results of the annual independent audit – the independent auditors have issued an unqualified opinion on the Agency’s financial statements for the year ended December 31, 2012.
- e. Investment income record – investment income for the year ended December 31, 2012 consisted of:

| | Interest Earned |
|---|--------------------|
| JP Morgan Chase Bank - premier money market account | \$ 2,314 |
| | \$ 2,314 |

- f. List of the total fees, commissions or other charges paid to each investment banker, broker, dealer and adviser rendering investment associated services to the Agency since the last investment report – no such fees or commissions were paid during the year ended December 31, 2012.

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Real Property Listing
Year Ended December 31, 2012

1. **Real Property List** - §2896(3) of Public Authorities Law of the State of New York requires that each public authority must publish, at least annually, a report listing all real property of the authority. At December 31, 2012, the Agency owned the following real property:

| <u>Date Acquired</u> | <u>Section/Block/Lot Identification</u> | <u>Property Location and Description</u> | <u>Recorded Value</u> |
|--------------------------|---|--|---------------------------|
| 6/15/2005 | 105.00-1-23.1 | Cemetery Road - 30.11 acres of vacant land | \$ 70,000 |

2. **Real Property Acquisitions/Dispositions** – during the year ended December 31, 2012, the Agency neither acquired nor disposed of any real property.

Certified Public Accountants

**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL
OVER FINANCIAL REPORTING AND ON COMPLIANCE AND
OTHER MATTERS BASED ON AN AUDIT PERFORMED IN
ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

The Members of the Town of Lancaster
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 Town of Lancaster Industrial Development Agency ("Agency") as of and for the year ended December 31, 2012, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements, and have issued our report thereon dated February 12, 2013.

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") to determine the 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 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.

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 Agency'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 Agency's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

A handwritten signature in black ink that reads "Dreacher & Malecki LLP". The signature is written in a cursive, flowing style.

Cheektowaga, New York
February 12, 2013