

TOWN OF LANCASTER
INDUSTRIAL DEVELOPMENT AGENCY

*Basic Financial Statements, Required Supplementary
Information and Supplemental Information for the
Years Ended December 31, 2013 and 2012 and
Independent Auditors' Reports*

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
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Years Ended December 31, 2013 and 2012

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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 and for the years ended December 31, 2013 and 2012, 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

The Agency's 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 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, 2013 and 2012, 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 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.

Supplementary Information

Our audits were 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 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 March 7, 2014 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.



March 7, 2014

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
December 31, 2013 and 2012

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, 2013 and 2012. This narrative should be read in conjunction with the Agency's financial statements which follow this narrative.

Financial Highlights

- ◆ The assets of the Agency exceed its liabilities at December 31, 2013 and 2012 by \$1,080,383 and \$1,022,839, respectively. These amounts are termed *unrestricted net position* and may be used to fund the Agency's ongoing operations.
- ◆ The Agency's net position increased by \$57,544 and \$64,091 during the fiscal years ended December 31, 2013 and 2012, respectively.

Overview of the Financial Statements

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

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

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

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

The *statements of cash flows* present the cash provided and used during 2013 and 2012 and how it affects the cash balances at December 31, 2013 and 2012.

Notes to the Financial Statements. The notes provide additional information that is essential to a full understanding of the data provided in the financial statements.

Financial Analysis

The Agency provides administrative assistance to companies within the Town of Lancaster and has limited operations. The Agency does not have any capital assets, long-term debt or full time employees. When analyzing the financial condition and the impact of current year operating activities, Agency 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 follow.

Table 1 – Condensed Statements of Net Position

	<u>2013</u>	<u>2012</u>	<u>2011</u>
Assets:			
Current assets	\$ 1,010,383	\$ 952,839	\$ 888,748
Noncurrent assets	<u>70,000</u>	<u>70,000</u>	<u>70,000</u>
Total assets	<u>1,080,383</u>	<u>1,022,839</u>	<u>958,748</u>
Liabilities:			
Current liabilities	<u>-</u>	<u>-</u>	<u>-</u>
Net Position:			
Unrestricted	<u>\$ 1,080,383</u>	<u>\$ 1,022,839</u>	<u>\$ 958,748</u>

The Agency's current assets are comprised entirely of cash and cash equivalents. These assets have increased in both 2013 and 2012 over the previous year as a result of operating activities.

The Agency's net position at December 31, 2013 and 2012 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 \$57,544, \$64,091 and \$142,991 for the years ended December 31, 2013, 2012 and 2011. Key elements of these increases are shown in Table 2:

Table 2—Condensed Statements of Changes in Net Position

	<u>2013</u>	<u>2012</u>	<u>2011</u>
Operating revenues	\$ 146,134	\$ 152,465	\$ 229,250
Operating expenses	<u>94,124</u>	<u>90,688</u>	<u>89,511</u>
Net operating income	52,010	61,777	139,739
Nonoperating revenues	<u>5,534</u>	<u>2,314</u>	<u>3,252</u>
Change in net position	57,544	64,091	142,991
Net position—beginning	<u>1,022,839</u>	<u>958,748</u>	<u>815,757</u>
Net position—ending	<u>\$ 1,080,383</u>	<u>\$ 1,022,839</u>	<u>\$ 958,748</u>

Operating revenues represent administrative fees and charges resulting from the closing of transactions that assist Town of Lancaster businesses. This assistance can take the form of lease transactions, assistance with bond issuances, mortgage recording tax abatement, or sales tax exemptions, which generally allow such businesses to expand. During the years ended December 31, 2013, 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 \$58,544, \$63,591 and \$131,381 for the years ended December 31, 2013, 2012 and 2011. Key elements of these changes are presented in Table 3:

Table 3—Cash flows

	<u>2013</u>	<u>2012</u>	<u>2011</u>
Cash flows from:			
Operating activities	\$ 52,510	\$ 61,277	\$ 128,129
Investing activities	<u>5,534</u>	<u>2,314</u>	<u>3,252</u>
Net increase	58,044	63,591	131,381
Cash and cash equivalents - beginning	<u>952,339</u>	<u>888,748</u>	<u>757,367</u>
Cash and cash equivalents - ending	<u><u>\$ 1,010,383</u></u>	<u><u>\$ 952,339</u></u>	<u><u>\$ 888,748</u></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.

Requests for Information

Questions concerning any information in 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.

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TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Statements of Net Position
December 31, 2013 and 2012

	2013	2012
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 1,010,383	\$ 952,339
Receivables, net	-	500
Total current assets	1,010,383	952,839
Noncurrent assets:		
Land acquired for industrial development	70,000	70,000
Total noncurrent assets	70,000	70,000
Total assets	1,080,383	1,022,839
LIABILITIES		
Total liabilities	-	-
NET POSITION		
Unrestricted	\$ 1,080,383	\$ 1,022,839

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

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Statements of Activities
For the Years Ended December 31, 2013 and 2012

	<u>2013</u>	<u>2012</u>
Operating revenues:		
Charges for services	\$ 146,134	\$ 152,465
Total operating revenue	<u>146,134</u>	<u>152,465</u>
Operating expenses:		
Salaries and wages	11,419	9,293
Professional service contracts	43,339	42,685
Other operating expenses	<u>39,366</u>	<u>38,710</u>
Total operating expenses	<u>94,124</u>	<u>90,688</u>
Operating income	<u>52,010</u>	<u>61,777</u>
Nonoperating revenues:		
Interest earnings	1,820	2,314
Other nonoperating revenue	<u>3,714</u>	<u>-</u>
Total nonoperating revenues	<u>5,534</u>	<u>2,314</u>
Change in net position	57,544	64,091
Net position—beginning	<u>1,022,839</u>	<u>958,748</u>
Net position—ending	<u>\$ 1,080,383</u>	<u>\$ 1,022,839</u>

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

TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Statements of Cash Flows
For the Years Ended December 31, 2013 and 2012

	2013	2012
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received for services provided	\$ 146,634	\$ 151,965
Payments made for operating costs	(94,124)	(90,688)
Net cash provided by operating activities	52,510	61,277
CASH FLOWS FROM INVESTING ACTIVITIES		
Interest earned	1,820	2,314
Other nonoperating revenues	3,714	-
Net cash provided by investing activities	5,534	2,314
Net increase in cash and cash equivalents	58,044	63,591
Cash and cash equivalents—beginning	952,339	888,748
Cash and cash equivalents—ending	\$ 1,010,383	\$ 952,339
Reconciliation of operating income to net cash provided by operating activities:		
Operating income	\$ 52,010	\$ 61,777
Adjustments to reconcile operating income to net cash provided by (used for) operating activities:		
Decrease (increase) in accounts receivable	500	(500)
Total adjustments	500	(500)
Net cash provided by operating activities	\$ 52,510	\$ 61,277

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

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TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Notes to the Financial Statements
For the Years Ended December 31, 2013 and 2012

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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.

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.

Basis of Presentation

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.

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

Cash, Cash Equivalents and Investments—Cash, cash equivalents and investments consist of cash on hand, demand deposits, time deposits and short-term, highly liquid investments which are readily convertible to known amounts of cash and have a maturity date within 90 days or less from the date of acquisition. The Agency had no investments at December 31, 2013; however, when the Agency does have investments they are recorded at fair value based on quoted market value.

Deferred Outflows/Inflows of Resources—In addition to assets, the statement of financial position will sometimes report a separate section for deferred outflows of resources. This separate financial statement element, *deferred outflows of resources*, represents a consumption of net position that applies to a future period(s) and so will *not* be recognized as an outflow of resources (expense) until then. At December 31, 2013, the Agency does not have any items that qualify for reporting in this category.

In addition to liabilities, the statement of financial position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element, *deferred inflows of resources*, represents an acquisition of net position that applies to a future period(s) and so will *not* be recognized as an inflow of resources (revenue) until that time. At December 31, 2013, the Agency does not have any items that qualify for reporting in this category.

Revenues and Expenses

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). The Agency generally contracts for payment-in-lieu-of-tax agreements between lessees and participating municipalities. All risks associated with property ownership and business activities on such property remain with the lessee. Title to those properties is transferred back 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 tax 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.

Operating expenses—Certain operating expenses of the year ended December 31, 2012 have been reclassified to be comparable with the classification of operating expenses for the year ended December 31, 2013.

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

Other

Estimates—The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of revenues 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.

Adoption of New Accounting Pronouncements—During the year ended December 31, 2013, the Agency implemented 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*. GASB Statement No. 61 clarifies the manner in determining whether or not an organization should be included as a component unit, GASB Statement No. 65 establishes accounting and financial reporting standards that reclassify, as deferred outflows of resources or deferred inflows of resources, certain items that were previously reported as assets and liabilities and recognizes, as outflows of resources or inflows of resources, certain items that were previously reported as assets and liabilities, and GASB Statement No. 66 improves accounting and financial reporting for a governmental entity by resolving conflicting guidance that resulted from the issuance of Statement No. 54, *Fund Balance Reporting and Governmental Fund Type Definitions*, and No. 62, *Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30,*

1989 FASB and AICPA Pronouncements. GASB Statements No. 61, No. 65, and No. 66 did not have a material impact on the Agency's financial position or results from operations.

Future Impacts of Accounting Pronouncements—The Agency has not completed the process of evaluating the impact that will result from adopting GASB Statements No. 67, *Financial Reporting for Pension Plans—an amendment of GASB Statement No. 25*; No. 69, *Government Combinations and Disposals of Government Operations*; and No. 70, *Accounting and Financial Reporting for Nonexchange Financial Guarantees*, effective for the year ending December 31, 2014; and No. 68, *Accounting and Financial Reporting for Pensions—an amendment of GASB Statement No. 27*; and No. 71, *Pension Transition for Contributions Made Subsequent to the Measurement Date—and amendment of GASB Statement No. 68*, effective for the year ending December 31, 2015. The Agency is, therefore, unable to disclose the impact that adopting GASB Statements Nos. 67, 68, 69, 70 and 71 will have on its financial position and results of operations.

2. CASH, CASH EQUIVALENTS AND INVESTMENTS

The Agency's investment policies are governed by New York State statutes. There were no investments at December 31, 2013 or 2012. All deposits are carried at fair value. Collateral is required for demand deposits and certificates of deposits for all deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations of the United States and its agencies and obligations of the State and its municipalities and school districts.

Deposits—All Deposits are carried at fair value and are classified by custodial credit risk at December 31, 2013 and 2012 as follows:

	December 31, 2013		December 31, 2012	
	Bank Balance	Carrying Amount	Bank Balance	Carrying Amount
Insured (FDIC)	\$ 250,533	\$ 250,033	\$ 250,011	\$ 250,011
Uninsured:				
Collateralized	760,350	760,350	702,328	702,328
Total deposits	\$ 1,010,883	\$ 1,010,383	\$ 952,339	\$ 952,339

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, 2013 and 2012, all Agency deposits were either FDIC insured or 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, 2013 and 2012, 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, 2013 and 2012 is

\$150,000. Consequently, the balance of the note receivable, net of allowance is zero at December 31, 2013 and 2012.

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 \$30,000 and \$32,000 for administrative expenses for the years ended December 31, 2013 and 2012, respectively

6. SUBSEQUENT EVENTS

Management has evaluated subsequent events through March 7, 2014, 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, 2013

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, which restricts investments to money market accounts and certificates of deposit.
- d. Results of the annual independent audit – the independent auditors have issued an unmodified opinion on the Agency’s financial statements for the year ended December 31, 2013.
- e. Investment income record – investment income for the year ended December 31, 2013 consisted of:

	Interest Earned
JP Morgan Chase Bank - Premier Money Market Account	\$ 1,820
	<u>\$ 1,820</u>

- 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, 2013.

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TOWN OF LANCASTER INDUSTRIAL DEVELOPMENT AGENCY
Real Property Listing
Year Ended December 31, 2013

- 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, 2013, the Agency owned the following real property:

Date Acquired	Section/Block/Lot Identification	Property Location and Description	Recorded Value
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, 2013, the Agency neither acquired nor disposed of any real property.

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Certified Public Accountants

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

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, 2013, and the related notes to the financial statements, which collectively comprise the Agency's basic financial statements, and have issued our report thereon dated March 7, 2014.

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 entity's internal 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.

A handwritten signature in cursive script that reads "Deschel & Malecki LLP".

March 7, 2014