

WAYNE ECONOMIC DEVELOPMENT CORPORATION

FINANCIAL STATEMENTS

DECEMBER 31, 2014

WAYNE ECONOMIC DEVELOPMENT CORPORATION

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Wayne Economic Development Corporation
Lyons, New York

Report on the Financial Statements

We have audited the accompanying financial statements of Wayne Economic Development Corporation (a nonprofit local development corporation), which comprise the statements of financial position as of December 31, 2014 and 2013, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

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.

Auditors' 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 reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Wayne Economic Development Corporation as of December 31, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The management's discussion and analysis on pages 3 - 7, which is the responsibility of management, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

Other Reporting Required by the *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated March 27, 2015, on our consideration of Wayne Economic Development Corporation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is 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 Wayne Economic Development Corporation's internal control over financial reporting and compliance.

EFP Rotenberg, LLP

EFP Rotenberg, LLP
Rochester, New York
March 27, 2015

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Management's Discussion and Analysis
For the Year Ended December 31, 2014

As management of the Wayne Economic Development Corporation (the "Corporation") we offer readers of the Corporation's financial statements this narrative overview and analysis of the financial activities of the Corporation for the years ended December 31, 2014 and 2013. This narrative should be read in conjunction with the Corporation's audited financial statements.

Financial Highlights

- The assets of the Corporation exceed its liabilities (net assets) at December 31, 2014 and 2013 by \$1,200,277 and \$1,122,552, respectively. Of this amount in 2014, \$242,406 is *unrestricted cash*, meaning that this amount is available for use in furthering the Corporation's mission of providing general economic development and technical services for the benefit of existing and potential businesses within Wayne County.
- The primary asset of the Corporation is property currently leased through June 2024 to Wayne-Finger Lakes Board of Cooperative Educational Services.
- During 2013 the Corporation entered into an agreement with Wayne County to receive grants of Community Development Block Grant (CDGB) assets to be used to capitalize and implement an Economic Development Loan Fund and to undertake other CDBG eligible community and economic development activities that will provide benefits to Wayne County and its residents. One loan in the amount of \$80,000 and \$50,000 and one grant in the amount of \$80,000 and \$50,000 in 2014 and 2013, respectively, was funded under this agreement.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Corporation's basic financial statements. This report includes the independent auditors' report, financial statements and notes to financial statements that will enhance the reader's understanding of the financial condition of the Corporation.

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

- **Statements of Financial Position** - Present all assets, liabilities and net assets of the Corporation at December 31, 2014 and 2013. The statements provide information about the amounts and investments in resources (assets) and the obligations to creditors (liabilities).
- **Statements of Activities** - Present the financial activity for the years ended December 31, 2014 and 2013 and displays how this activity changed the Corporation's net assets. The statements provide information on the Corporation's operations and can be used to determine if the Corporation has recovered all of its costs through grants, user fees and other charges.
- **Statements of Cash Flows** - Present the cash provided and used in operations, investments and financing activities during 2014 and 2013 and how it affects the cash balances at December 31, 2014 and 2013.
- **Notes to Financial Statements** - Provide information regarding the Corporation and explain in more detail information included in the financial statements.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Management's Discussion and Analysis
For the Year Ended December 31, 2014

Financial Analysis

The Corporation is a local development corporation operated exclusively for the charitable or public purpose of relieving and reducing unemployment through the process of providing general economic and technical assistance to businesses moving to or expanding in Wayne County where job and capital creation will help improve the economic climate of the County. The Corporation's net assets may serve over time as a useful indicator of its financial position. In the case of the Corporation, assets exceeded liabilities by \$1,200,277 and \$1,122,552 at December 31, 2014 and 2013, respectively.

The Corporation's largest asset type is its property and equipment. A condensed version of the Corporation's statements of financial position follows:

Table 1
Condensed Statements of Financial Position
(In Thousands of Dollars)

	<u>2014</u>	<u>2013</u>	<u>Dollar Change</u>	<u>% Change</u>	<u>2012</u>	<u>Dollar Change</u>	<u>% Change</u>
Assets							
Cash and cash equivalents	\$ 242.4	\$ 207.2	\$ 35.2	17.0	\$ 191.5	\$ 15.7	8.2
Property and equipment - net	858.4	887.0	(28.6)	(3.2)	905.0	(18.0)	(2.0)
Other assets	<u>587.9</u>	<u>225.4</u>	<u>362.5</u>	<u>160.8</u>	<u>177.4</u>	<u>48.0</u>	<u>27.1</u>
Total assets	<u>1,688.7</u>	<u>1,319.6</u>	<u>369.1</u>	<u>28.0</u>	<u>1,273.9</u>	<u>45.7</u>	<u>3.6</u>
Liabilities							
Line of credit	291.0	-	291.0	100.0	-	-	-
Deferred income	196.0	196.0	-	-	196.0	-	-
Due to related parties	1.0	1.0	-	-	-	1.0	100.0
Accounts payable	<u>0.4</u>	<u>-</u>	<u>0.4</u>	<u>100.0</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total liabilities	<u>488.4</u>	<u>197.0</u>	<u>291.4</u>	<u>147.9</u>	<u>196.0</u>	<u>1.0</u>	<u>0.5</u>
Net Assets							
Net assets - unrestricted	<u>1,200.3</u>	<u>1,122.6</u>	<u>77.7</u>	<u>6.9</u>	<u>1,077.9</u>	<u>44.7</u>	<u>4.1</u>
Total net assets	<u>\$ 1,200.3</u>	<u>\$ 1,122.6</u>	<u>\$ 77.7</u>	<u>6.9</u>	<u>\$ 1,077.9</u>	<u>\$ 44.7</u>	<u>4.1</u>

Significant changes in the statement of net assets from 2013 to 2014 include:

- Cash and cash equivalents increased as operating income exceeded cash expenses.
- Property and equipment decreased as a result of the current year's depreciation.
- Other assets primarily includes prepaid amounts for capital repairs and net new loans receivable of \$361,325 accounting for the increase in this category.
- Deferred income represents lease payments received in advance from the tenant of the real property.
- During 2014, a \$1,000,000 line of credit was established to support the growth in the revolving loan portfolio. At year end, \$291,000 was outstanding.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Management's Discussion and Analysis
For the Year Ended December 31, 2014

A condensed version of the Corporation's statements of activities follows:

Table 2
Condensed Statements of Revenues, Expenses, and Changes in Net Assets
(In Thousands of Dollars)

	<u>2014</u>	<u>2013</u>	<u>Dollar Change</u>	<u>% Change</u>	<u>2012</u>	<u>Dollar Change</u>	<u>% Change</u>
Revenues							
Rental income	\$ 392.0	\$ 392.0	\$ -	-	\$ 392.0	\$ -	-
Interest - banks	6.6	0.7	5.9	842.9	0.2	0.5	250.0
Grant income	80.0	50.0	30.0	60.0	-	50.0	100.0
Other income	<u>6.6</u>	<u>-</u>	<u>6.6</u>	<u>100.0</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total revenues	<u>485.2</u>	<u>442.7</u>	<u>42.5</u>	<u>9.6</u>	<u>392.2</u>	<u>50.5</u>	<u>12.9</u>
Expenses							
Program expenses	392.6	382.7	9.9	2.6	379.9	2.8	0.7
Management and general expenses	<u>14.9</u>	<u>15.3</u>	<u>(0.4)</u>	<u>(2.6)</u>	<u>21.3</u>	<u>(6.0)</u>	<u>(28.2)</u>
Total expenses	<u>407.5</u>	<u>398.0</u>	<u>9.5</u>	<u>2.4</u>	<u>401.2</u>	<u>(3.2)</u>	<u>(0.8)</u>
Change in Net Assets	77.7	44.7	33.0	73.8	(9.0)	53.7	(596.7)
Net Assets - Beginning	<u>1,122.6</u>	<u>1,077.9</u>	<u>44.7</u>	<u>4.1</u>	<u>1,086.9</u>	<u>(9.0)</u>	<u>(0.8)</u>
Net Assets - Ending	<u>\$ 1,200.3</u>	<u>\$ 1,122.6</u>	<u>\$ 77.7</u>	<u>6.9</u>	<u>\$ 1,077.9</u>	<u>\$ 44.7</u>	<u>4.1</u>

Significant activity in the statements of revenues and expenses from 2013 to 2014 include:

- Rental income is from the lease of the real property to Wayne-Finger Lakes Board of Cooperative Educational Services.
- Other income increased from grant income to support new loans generated during the year.
- Program expenses represent amounts for ordinary or capital repairs on the real property as well as amounts related to providing program services, particularly costs associated with funding the revolving loan program.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Management's Discussion and Analysis
For the Year Ended December 31, 2014

Another important factor in the consideration of fiscal condition is the Corporation's cash position and statement of cash flows. A condensed version of the Corporation's statements of cash flows follows:

Table 3
Condensed Statements of Cash Flows
(In Thousands of Dollars)

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Cash Flow from Operating Activities			
Change in net assets	\$ 77.7	\$ 44.7	\$ (9.0)
Adjustments			
Depreciation	28.7	28.4	27.2
Bad debt expense	11.2	1.5	-
Change in assets and liabilities			
Grants receivable	(1.1)	-	-
Loans receivable	(372.5)	(49.4)	-
Prepaid expenses	(0.1)	(0.1)	(0.3)
Due to related parties	-	1.0	-
Accounts payable	0.4	-	(1.5)
Net cash flows from operating activities	<u>(255.8)</u>	<u>26.1</u>	<u>16.4</u>
Cash Flow from Investing Activities			
Purchase of property and equipment	<u>-</u>	<u>(10.4)</u>	<u>-</u>
Cash Flow from Financing Activities			
Line of credit	<u>291.0</u>	<u>-</u>	<u>-</u>
Net Change in Cash and Cash Equivalents	35.2	15.7	16.4
Cash and Cash Equivalents - Beginning	<u>207.2</u>	<u>191.5</u>	<u>175.1</u>
Cash and Cash Equivalents - Ending	<u>\$ 242.4</u>	<u>\$ 207.2</u>	<u>\$ 191.5</u>

Significant activity in the statements of cash flows include:

- Changes in net assets resulting from operating results from year to year.
- Loans receivable represent the outstanding balance of loans funded by a grant of CDBG assets under an agreement with the County of Wayne as well as loans funded by a line of credit.
- Line of credit is the outstanding balance on the \$1,000,000 line of credit established during the year to fund loans receivable not otherwise funded by CDBG assets granted by the County of Wayne.

Capital Assets

The Corporation's capital assets consist primarily of land and buildings leased to the Wayne-Finger Lakes Board of Cooperative Educational Services.

Long-Term Debt

The Corporation has no direct long-term debt.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Management's Discussion and Analysis
For the Year Ended December 31, 2014

Economic Factors

The Corporation was formed to promote Wayne County using appropriate resources to help create and retain jobs by attracting new businesses and through expansion of existing businesses. The national economic downturn that started in 2008 has continued to lessen and the outlook is for modest economic expansion. While the business and economic climate in the County have been relatively steady over the past two years modest growth may now be expected.

Contacting the Corporation

This financial report is designed to provide a general overview of the Corporation's finances for interested individuals. Questions regarding this report or requests for additional information should be directed to the Wayne Economic Development Corporation, 9 Pearl Street, Lyons, New York 14489 - Attention: Executive Director.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Statements of Financial Position
December 31, 2014 and 2013

	<u>2014</u>	<u>2013</u>
ASSETS		
Current Assets		
Cash and cash equivalents	\$ 242,406	\$ 207,190
Other receivables	1,105	-
Loans receivable - current	25,559	4,066
Prepaid expenses	<u>177,621</u>	<u>177,524</u>
Total current assets	446,691	388,780
Property and Equipment - Net	858,374	887,001
Other Assets		
Loans receivable - net	<u>383,603</u>	<u>43,771</u>
Total Assets	<u>\$ 1,688,668</u>	<u>\$ 1,319,552</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Line of credit	\$ 291,000	\$ -
Deferred income	196,000	196,000
Due to related parties	1,000	1,000
Accounts payable	<u>391</u>	<u>-</u>
Total current liabilities	488,391	197,000
Net Assets - Unrestricted	<u>1,200,277</u>	<u>1,122,552</u>
Total Liabilities and Net Assets	<u>\$ 1,688,668</u>	<u>\$ 1,319,552</u>

The accompanying notes are an integral part of these financial statements.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Statements of Activities
For the Years Ended December 31, 2014 and 2013

	<u>2014</u>	<u>2013</u>
Revenues		
Rental income	\$ 392,000	\$ 392,000
Interest income	6,558	728
Grant income	80,000	50,000
Other income	6,646	-
Total revenues	<u>485,204</u>	<u>442,728</u>
Expenses		
Program expenses	392,577	382,687
Management and general expenses	<u>14,902</u>	<u>15,380</u>
Total expenses	<u>407,479</u>	<u>398,067</u>
Changes in Net Assets	77,725	44,661
Net Assets - Beginning	<u>1,122,552</u>	<u>1,077,891</u>
Net Assets - Ending	<u>\$ 1,200,277</u>	<u>\$ 1,122,552</u>

The accompanying notes are an integral part of these financial statements.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Statements of Cash Flows
For the Years Ended December 31, 2014 and 2013

	<u>2014</u>	<u>2013</u>
Cash Flows from Operating Activities		
Change in net assets	\$ 77,725	\$ 44,661
Adjustments		
Depreciation	28,627	28,387
Bad debt expense	11,150	1,500
Change in assets and liabilities		
Other receivables	(1,105)	-
Loans receivable	(372,475)	(49,337)
Prepaid expenses	(97)	(86)
Due to related parties	-	1,000
Accounts payable	391	-
Net cash flows from operating activities	<u>(255,784)</u>	<u>26,125</u>
Cash Flows from Investing Activities		
Purchase of property and equipment	<u>-</u>	<u>(10,388)</u>
Cash Flows from Financing Activities		
Line of credit	<u>291,000</u>	<u>-</u>
Net Change in Cash and Cash Equivalents	35,216	15,737
Cash and Cash Equivalents - Beginning	<u>207,190</u>	<u>191,453</u>
Cash and Cash Equivalents - Ending	<u>\$ 242,406</u>	<u>\$ 207,190</u>

The accompanying notes are an integral part of these financial statements.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies and Nature of Organization

Nature of Organization - The Wayne Economic Development Corporation (the Corporation) was incorporated on October 1, 1968 as a local development corporation under Article 14 of Membership Corporation Law of the State of New York. The Corporation was formed to promote Wayne County using appropriate resources to help create and retain jobs by attracting new businesses and through the expansion of existing businesses.

On May 19, 2009, pursuant to Section 907 of the not-for-profit Corporation Law, the Plan of Merger of Wayne Economic Development Corporation, the Second Wayne Economic Development Corporation, the Third Wayne Economic Development Corporation, the Fourth Wayne Economic Development Corporation, the Fifth Wayne Economic Development Corporation, and the Sixth Wayne Economic Development Corporation into Wayne Economic Development Corporation was approved. At that time, the New York Department of State was authorized to file the Certificate of Merger of the Petitioners of Wayne Economic Development Corporation under Section 904 of the Not-for-Profit Corporation Law, which was certified by the New York Secretary of State on June 18, 2009 and considered effective as of that date.

Basis of Accounting - The Corporation's financial statements have been prepared on the accrual basis of accounting.

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

Basis of Presentation - The Corporation prepares its financial statements in accordance with Accounting Standards Codification (ASC) 958-205, *Financial Statements of Not-for-Profit Organizations*. Under ASC 958-205, the Corporation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. These classes are established in accordance with their nature and purpose, in observation of any third party limitations or restrictions placed on the use of these resources. Any donor-restricted contribution whose restrictions are met in the same reporting period or any gifts of long-lived assets are reported as unrestricted support. At December 31, 2014 and 2013, the Corporation did not have any temporarily restricted net assets or permanently restricted net assets.

Unrestricted Net Assets - Unrestricted net assets represent net assets that are not subject to donor imposed stipulations and are generally available for support of the Corporation's activities. The Board of Directors has discretionary control over these resources to carry out the operations of the Corporation in accordance with its by-laws.

Significant Programs - The Corporation is a local development corporation operating exclusively for the charitable or public purpose of relieving and reducing unemployment through the process of creating and retaining jobs by attracting new business and through the expansion of existing business. The Corporation also owns a building which it leases to Wayne-Finger Lakes Board of Cooperative Educational Services (the tenant).

Cash and Cash Equivalents - For the purposes of the statements of financial position and cash flows, cash and cash equivalents include deposits, certificates of deposit, and all highly liquid debt instruments with original maturities of three months or less. The Company maintains cash and cash equivalents at financial institutions which periodically may exceed insured limits.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Notes to Financial Statements

Allowance for Loan Losses - The allowance for loan losses consists of the provision for loan losses charged to operations based upon management's evaluation of the loan portfolio considering such factors as review of specific loans, current economic conditions and such other factors as management considers appropriate to estimate loan losses. Loan losses and the recovery of loans previously charged off are charged or credited to the allowance as incurred or realized, respectively. The allowance for loan losses is maintained at a level believed by management to be adequate to provide for the inherent risk of loss in the current loan portfolio. While management uses available information to recognize losses on loans, future additions to the allowance may be necessary based on changes in economic conditions.

Property and Equipment - Property and equipment is stated at cost. Donated items are stated at fair market value at the date of donation. Depreciation is provided using the straight-line method over the estimated useful lives of 5 years for computers and 35 years for buildings. Land is not depreciated. Maintenance and repairs are charged to expenses as incurred; major renewals and betterments are capitalized. The Corporation capitalizes assets which cost \$2,500 or more and have a useful life of at least two years. When items of property or equipment are sold, the related cost and accumulated depreciation are removed from the accounts. Depreciation expense was \$28,627 and \$28,387 for the years ended December 31, 2014 and 2013, respectively.

Income Taxes - The Corporation is a nonprofit corporation and is exempt from income tax under New York State Article 14 as a local development corporation. Accordingly, no provision for taxes has been made.

In accordance with ASC 740-10-50, *Accounting for Uncertainty in Income Taxes*, the Corporation recognizes the tax benefits from uncertain tax positions only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities. Management believes that the Corporation is currently operating in compliance with the applicable requirements of the Internal Revenue Code. Therefore, no liability for unrecognized tax benefits has been included on the Corporation's financial statements. The exempt Corporation's informational returns are subject to audit by various taxing authorities and its open audit periods are 2012 through 2014.

Related Parties - The Corporation is related through common management and Board of Directors membership with the Wayne County Industrial Development Agency (IDA) and Wayne County Industrial Sustainability Development Corporation (ISDC), and through common management with Wayne County Civic Facility Development Center (CFDC), which also promote economic development in the County. In 2014, the IDA contributed \$80,000 to the Corporation which is shown as grant income in the accompanying statement of activities.

Reclassifications - Certain reclassifications have been made to the financial statements for the year ended December 31, 2013. These reclassifications have no effect on net assets as originally reported.

Subsequent Events - Management has evaluated subsequent events through the date of the report which is the date the financial statements were available to be issued.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Notes to Financial Statements

Note 2. Loans Receivable

The WEDC issued loans for the purpose of fostering economic development. The defederalization process was utilized to release funds from grants to support the local community. Whether the loan funds are restricted by a grant agreement or funded from the Corporation monies, they are established directly from net assets and reported as a reservation of net assets. There were no funds restricted as of December 31, 2014.

Loans to commercial enterprises and principal repayments are not recorded through revenue and expenses. Any interest income is restricted to making future loans and is credited to revenues and closed to net assets.

Loans receivable consisted of the following at December 31:

	<u>2014</u>	<u>2013</u>
Receivable from Lazzaro Performance, Inc., monthly payments of \$518, including interest at 4.5%. Loan was established September 2013 and due November 2023.	\$ 45,256	\$ 49,337
Receivable from Calvin & Decker, Inc., monthly payments of \$1,066, including interest at 3.25%. Loan was established February 2014 and due September 2021.	77,445	-
Receivable from DNT Express Realty, LLC, monthly payments of \$1,702, including interest at 3.25%. Loan established September 2014 and due November 2024.	<u>299,111</u>	<u>-</u>
Sub-total	421,812	49,337
Less, allowance for loan loss	<u>(12,650)</u>	<u>(1,500)</u>
Total	409,162	47,837
Less, current portion	<u>(25,559)</u>	<u>(4,066)</u>
Long-term portion	<u>\$ 383,603</u>	<u>\$ 43,771</u>

Note 3. Property and Equipment

Property and equipment consists of the following at December 31:

	<u>2014</u>	<u>2013</u>
Land	\$ 50,000	\$ 50,000
Building	950,000	950,000
Equipment	<u>10,388</u>	<u>10,388</u>
Sub-total	1,010,388	1,010,388
Less - accumulated depreciation	<u>(152,014)</u>	<u>(123,387)</u>
Total	<u>\$ 858,374</u>	<u>\$ 887,001</u>

Note 4. Line of Credit

In August 2014, a line of credit was transferred in from the IDA. The WEDC now maintains a \$1,000,000 line with Lyons National Bank that bears interest at the prime rate minus 1%, or 2.25%. At December 31, 2014, the balance was \$291,000. The line of credit is collateralized by the loans receivable generated, and guaranteed by the IDA.

WAYNE ECONOMIC DEVELOPMENT CORPORATION
Notes to Financial Statements

Note 5. Lease Agreement

The Corporation has a lease agreement through June 24, 2024 requiring annual lease payments due on June 25th of each year in the amount of \$392,000. By agreement with the tenant, the Corporation returns 90% of the lease payment, amounting to \$352,800, to the tenant for ordinary or capital repairs, structural additions, modifications or improvements to the premises. The lease has a ten year option term with the lease payment amount and return to the tenant amounting to \$172,000 and \$154,800, respectively, in option years one through five, and \$184,000 and \$165,600, respectively, in option years six through ten. The future lease payment schedule below assumes the anticipated renewal of the lease.

Future lease payments and return to the tenant are as follows for the years ending December 31:

	<u>Lease Amount</u>	<u>Return to Tenant</u>
2015	\$ 172,000	\$ 154,800
2016	172,000	154,800
2017	172,000	154,800
2018	172,000	154,800
2019	178,000	160,200
Thereafter	<u>828,000</u>	<u>745,200</u>
Total	<u>\$ 1,694,000</u>	<u>\$ 1,524,600</u>

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

To the Board of Directors
Wayne Economic Development Corporation
Lyons, New York

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 Wayne Economic Development Corporation (a nonprofit local development corporation), which comprise the statement of financial position as of December 31, 2014, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated March 27, 2015.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Wayne Economic Development Corporation'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 Wayne Economic Development Corporation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Wayne Economic Development Corporation's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or 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 Wayne Economic Development Corporation's financial statements are free of 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 organization'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 organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

EFP Rotenberg, LLP

EFP Rotenberg, LLP
Rochester, New York
March 27, 2015