

**VICTOR LOCAL DEVELOPMENT
CORPORATION, NEW YORK**

FINANCIAL STATEMENTS

For Years Ended December 31, 2017 and 2016

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Certified Public Accountants

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Victor Local Development
Corporation, New York

We have audited the accompanying financial statements of the Victor Local Development Corporation, which comprise the statement of financial position as of December 31, 2017 and 2016, 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.

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 Corporation'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 Corporation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Victor Local Development Corporation as of December 31, 2017 and 2016, 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 Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 26, 2018 on our consideration of the Victor Local 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 the Victor Local Development Corporation's internal control over financial reporting and compliance.



Rochester, New York
March 26, 2018

**VICTOR LOCAL DEVELOPMENT
CORPORATION, NEW YORK
Statement of Financial Position
December 31, 2017 and 2016**

<u>ASSETS:</u>	<u>2017</u>	<u>2016</u>
<u>Current Assets -</u>		
Cash	\$ 108,531	\$ 196,847
Accounts receivable	350	-
Loans receivable	23,026	12,570
Total Current Assets	<u>\$ 131,907</u>	<u>\$ 209,417</u>
<u>Noncurrent Assets -</u>		
Loans receivable, net	\$ 73,211	\$ 19,167
Total Noncurrent Assets	<u>\$ 73,211</u>	<u>\$ 19,167</u>
TOTAL ASSETS	<u><u>\$ 205,118</u></u>	<u><u>\$ 228,584</u></u>
 <u>LIABILITIES:</u>		
<u>Current Liabilities -</u>		
Accounts payable	\$ 113	\$ 14
Total Current Liabilities	<u>\$ 113</u>	<u>\$ 14</u>
<u>Noncurrent Liabilities -</u>		
Loan payable	\$ 45,009	\$ 50,000
Total Noncurrent Liabilities	<u>\$ 45,009</u>	<u>\$ 50,000</u>
TOTAL LIABILITIES	<u><u>\$ 45,122</u></u>	<u><u>\$ 50,014</u></u>
 <u>NET ASSETS:</u>		
Unrestricted - designated	\$ 45,342	\$ 66,253
Unrestricted - operations	114,654	112,317
TOTAL NET ASSETS	<u>\$ 159,996</u>	<u>\$ 178,570</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 205,118</u></u>	<u><u>\$ 228,584</u></u>

(The accompanying notes are an integral part of these financial statements)

**VICTOR LOCAL DEVELOPMENT
CORPORATION, NEW YORK**

Statement of Activities

For The Years Ended December 31, 2017 and 2016

<u>OPERATING REVENUES:</u>	<u>2017</u>	<u>2016</u>
Contributions	\$ 42,663	\$ 42,984
Interest on notes, loans, and program income	9,731	3,586
TOTAL OPERATING REVENUES	<u>\$ 52,394</u>	<u>\$ 46,570</u>
<u>OPERATING EXPENSES:</u>		
<u>Management & General</u>		
Personnel	\$ -	\$ 1,025
Conferences/travel	227	263
Dues and subscriptions	60	60
Insurance	1,566	1,306
Printing, postage, and shipping	486	1,660
Utilities and maintenance	876	1,022
Legal	6,355	6,626
Business recruitment	6,800	-
Miscellaneous	369	1,780
Total Management & General	<u>\$ 16,739</u>	<u>\$ 13,742</u>
<u>Program</u>		
Program expenses	\$ 26,817	\$ 17,829
Marketing - advertising	27,412	13,758
Total Program	<u>\$ 54,229</u>	<u>\$ 31,587</u>
TOTAL OPERATING EXPENSES	<u>\$ 70,968</u>	<u>\$ 45,329</u>
NET OPERATING INCOME (LOSS)	\$ (18,574)	\$ 1,241
NET ASSETS - BEGINNING OF YEAR	178,570	177,329
NET ASSETS - END OF YEAR	<u>\$ 159,996</u>	<u>\$ 178,570</u>

(The accompanying notes are an integral part of these financial statements)

**VICTOR LOCAL DEVELOPMENT
CORPORATION, NEW YORK**

Statement of Cash Flows

For The Years Ended December 31, 2017 and 2016

<u>CASH FLOWS FROM OPERATING ACTIVITIES:</u>	<u>2017</u>	<u>2016</u>
Cash received from providing services	\$ 52,044	\$ 46,820
Cash payments contractual expenses	(70,869)	(48,672)
Net Cash Provided (Used) by Operating Activities	<u>\$ (18,825)</u>	<u>\$ (1,852)</u>
<u>CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES:</u>		
Loan from Ontario County EDC	\$ (4,991)	\$ -
Revolving loan issued	(86,628)	(25,000)
Loan repayments	22,128	8,107
Net Cash Provided (Used) by Noncapital Financing Activities	<u>\$ (69,491)</u>	<u>\$ (16,893)</u>
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	\$ (88,316)	\$ (18,745)
 BEGINNING CASH AND CASH EQUIVALENTS	 <u>196,847</u>	 <u>215,592</u>
 ENDING CASH AND CASH EQUIVALENTS	 <u>\$ 108,531</u>	 <u>\$ 196,847</u>
<u>CASH FLOWS FROM OPERATING ACTIVITIES:</u>		
Net Operating Income (Loss)	<u>\$ (18,574)</u>	<u>\$ 1,241</u>
Adjustments to Reconcile Net Operating Income to Net Cash Provided By (Used In) Operating Activities:		
(Increase)/decrease in accounts receivable	\$ (350)	\$ 250
Increase/(decrease) in accounts payable	99	(3,343)
Total Adjustments	<u>\$ (251)</u>	<u>\$ (3,093)</u>
Net Cash Provided (Used) by Operating Activities	<u>\$ (18,825)</u>	<u>\$ (1,852)</u>

(The accompanying notes are an integral part of these financial statements)

**VICTOR LOCAL DEVELOPMENT
CORPORATION, NEW YORK**

NOTES TO FINANCIAL STATEMENTS

December 31, 2017

I. Summary of Significant Accounting Policies:

A. Organization

The Victor Local Development Corporation, New York (the Corporation) was incorporated on December 1, 1999 under Section 402 of the Not-For-Profit Corporation Law. The mission of the Victor LDC is to conduct activities that will relieve and reduce unemployment, promote and provide for additional and maximum employment; better and maintain job opportunities, assist individuals to improve or develop their capabilities for jobs, carry on scientific research for the purpose of aiding the community or geographic area by attracting industry to the community; and lessening the burdens of government and acting in the public interest.

B. Basis of Accounting

The financial statements of the Corporation have been prepared in conformity with accounting principles generally accepted in the United States. Revenues are recognized when earned and expenses are recognized when incurred.

The Corporation reports information regarding its financial position and activities according to three classes of net assets, unrestricted, temporarily restricted, and permanently restricted net assets. At December 31, 2017 the Corporation only had unrestricted net assets.

C. Cash and Cash Equivalents

For purposes of the Statement of Cash Flows, the Corporation considers all highly liquid cash accounts and other temporary investments of three months or less as cash equivalents.

D. Estimates

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

E. Income Taxes

The Corporation is a not-for-profit Corporation organized pursuant to Sections 402 and 1411 of the New York State Not-for-Profit Corporation law and is, therefore, exempt from income taxes. The Corporation is also exempt from Federal reporting requirements under Internal Revenue Procedure 95-48, 1995-2 C.B. 418 as a governmental unit or affiliate of a governmental unit described in the procedure.

(I.) (Continued)

F. Accounts Receivable

Accounts receivable are stated at unpaid balances, less allowance for doubtful accounts. The Victor LDC provides for losses on accounts receivable using the allowance method. Receivables are considered impaired if full principal payments are not received in accordance with the contractual terms. It is Victor LDC's policy to charge off uncollectible accounts receivable when management determines the receivable will not be collected.

II. Cash and Cash Equivalents:

Custodial credit risk is the risk that in the event of a bank failure, the Corporation's deposits may not be returned to it. While the Corporation does not have a specific policy for custodial credit risk, New York State statutes govern the Corporation's investment policies, as discussed previously in these notes.

The Victor LDC's bank balances were fully covered by FDIC insurance.

III. Loan Funds:

A. Revolving Loan Funds

The Victor LDC has established a revolving loan funds for the purpose of fostering economic development. The source of funds to finance the loan payment may be from state grants, or from funds of the Victor LDC itself. Loans to commercial enterprises and principal repayments are not recorded through revenue and expense. Any interest income is reported as program income.

B. Loans Receivable

The Victor LDC had an outstanding note receivable from the revolving loan program that had an interest rate of 4% and matured in 2017. As of December 31st the Victor LDC had the following:

	<u>2017</u>	<u>2016</u>
Loan Receivable on December 31	\$ 96,237	\$ 31,737
Loan Receivable, net on December 31	\$ 96,237	\$ 31,737
Less: Current Portion	(23,026)	(12,570)
Long-Term Portion	<u>\$ 73,211</u>	<u>\$ 19,167</u>

IV. Loan Payable:

The Victor LDC received a \$50,000 loan from the Ontario County Economic Development Corporation (OCEDC) to be utilized for Victor LDC loans to Victor LDC borrowers in accordance with the Victor LDC's revolving loan fund program policies. Loaned monies will be repaid in quarterly installments in an amount equal to the LDC Loan Payment amounts allocable to principal and 0% interest. At December 31, 2017 that balance due to the OCEDC is \$45,009.

V. Mutual Services Agreement with the Town of Victor:

The Victor LDC entered into a mutual services agreement with the Town of Victor to provide for mutual cooperation and assistance in furtherance of their respective purposes, in the best interest of the community they both serve, and in which the Town would provide the services of its Director and the Director's part time typist, both on a part time basis, with the extent of the services provided to be determined mutually by the Town of Victor and the Victor LDC. Pursuant to this agreement, the Town will pay the Victor LDC an annual payment. The Town paid the Victor LDC \$20,950 in 2017 and \$18,150 in 2016, respectively.

VI. Commitments and Contingencies:

A. Litigation

There is no litigation pending against the Corporation as of the balance sheet date.

VII. Related Parties:

During the 2017 year the LDC entered into an agreement through the Business Development Loan program with the son of an employee in the Economic Development office which administers the loan program, however, the employee is not a member of the board of directors and therefore has no voting authority. In addition, the LDC was awarded a \$500,000 grant for the rehabilitation of a building owned by the spouse of a board member. The Board member recused themselves from all actions and discussions relating to the grant application.

VIII. Subsequent Events:

Events and transactions which have occurred from January 1, 2018 through March 26, 2018, the date of these financials, have been evaluated by the Corporation's management for the purpose of determining whether there were any events that might require disclosure in these financial statements. No such events or transactions were noted.

**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***

Independent Auditors' Report

To the Board of Directors of
Victor Local Development Corporation, 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 the Victor Local Development Corporation, which comprise the statement of financial position as of December 31, 2017 and 2016, and the related statements of activities, and cash flows for the years then ended, and the related notes to the financial statements, which collectively comprise the Victor Local Development Corporation's financial statements, and have issued our report thereon dated March 26, 2018.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Victor Local Development Corporation's internal control over financial reporting 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 Victor Local Development Corporation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Victor Local 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 a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Corporation'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 Victor Local Development Corporation'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 Corporation'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 Corporation's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

A handwritten signature in blue ink that reads "Raymond F. Wager, CPA, PC". The signature is written in a cursive style.

Rochester, New York
March 26, 2018