

**ONTARIO COUNTY ECONOMIC  
DEVELOPMENT CORPORATION**

**NEW YORK**

**FINANCIAL STATEMENTS**

**For Years Ended December 31, 2017 and 2016**

**Raymond F. Wager, CPA, P.C.**  
Certified Public Accountants

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## INDEPENDENT AUDITORS' REPORT

To the Board Members  
Ontario County Economic  
Development Corporation, New York

### *Report on the Financial Statements*

We have audited the accompanying financial statements of Ontario County Economic Development Corporation, New York 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 Ontario County Economic Development Corporation, New York as of December 31, 2017 and 2016, and the changes in its net position and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

***Other Matters***

*Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The project reporting information is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the 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 23, 2018 on our consideration of Ontario County Economic Development Corporation, New York'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 Ontario County Economic Development Corporation, New York's internal control over financial reporting and compliance.



Rochester, New York  
February 23, 2018

## ONTARIO COUNTY ECONOMIC 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 and cash equivalents	\$ 652,569	\$ 957,767
Accounts receivable	47,868	7,708
Loans receivable	711,452	871,918
<b>Total Current Assets</b>	<u>\$ 1,411,889</u>	<u>\$ 1,837,393</u>
<u>Noncurrent Assets -</u>		
Loans receivable, net	\$ 2,709,331	\$ 2,273,219
Deferred notes/interest receivable	77,755	29,757
<b>Total Noncurrent Assets</b>	<u>\$ 2,787,086</u>	<u>\$ 2,302,976</u>
<u>Capital Assets -</u>		
Equipment	\$ 5,472	\$ 5,708
(Accumulated Depreciation)	(3,636)	(2,283)
<b>Total Capital Assets, Net</b>	<u>\$ 1,836</u>	<u>\$ 3,425</u>
<b>TOTAL ASSETS</b>	<u><u>\$ 4,200,811</u></u>	<u><u>\$ 4,143,794</u></u>
<u>LIABILITIES:</u>		
<u>Current Liabilities -</u>		
Accounts payable	\$ 1,433	\$ 12,534
Unearned revenues	352,646	203,422
<b>Total Current Liabilities</b>	<u>\$ 354,079</u>	<u>\$ 215,956</u>
<b>TOTAL LIABILITIES</b>	<u><u>\$ 354,079</u></u>	<u><u>\$ 215,956</u></u>
<u>NET ASSETS:</u>		
<u>Unrestricted -</u>		
Net investment in capital assets	\$ 1,836	\$ 3,425
Operating	517,295	954,385
Designated	2,538,024	1,782,875
<u>Temporarily Restricted -</u>	789,577	1,187,153
<b>TOTAL NET ASSETS</b>	<u>\$ 3,846,732</u>	<u>\$ 3,927,838</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><u>\$ 4,200,811</u></u>	<u><u>\$ 4,143,794</u></u>

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

**ONTARIO COUNTY ECONOMIC DEVELOPMENT CORPORATION  
NEW YORK**

**Statement of Activities**

**For Years Ended December 31, 2017 and 2016**

	<b>2 0 1 7</b>			<b>2 0 1 6</b>		
	<b><u>Unrestricted</u></b>	<b><u>Temporarily Restricted</u></b>	<b><u>2017 Total</u></b>	<b><u>Unrestricted</u></b>	<b><u>Temporarily Restricted</u></b>	<b><u>2016 Total</u></b>
<b><u>REVENUES:</u></b>						
Program income	\$ 114,922	\$ 1,971	\$ 116,893	\$ 114,463	\$ 44	\$ 114,507
Application income	2,000	-	2,000	2,000	-	2,000
Net assets released from restrictions	399,547	(399,547)	-	481,231	(481,231)	-
<b>TOTAL REVENUES</b>	<b><u>\$ 516,469</u></b>	<b><u>\$ (397,576)</u></b>	<b><u>\$ 118,893</u></b>	<b><u>\$ 597,694</u></b>	<b><u>\$ (481,187)</u></b>	<b><u>\$ 116,507</u></b>
<b><u>EXPENSES:</u></b>						
<b><u>Management and General -</u></b>						
Mileage and travel	\$ 754	\$ -	\$ 754	\$ 1,647	\$ -	\$ 1,647
Ontario County services	31,368	-	31,368	32,842	-	32,842
Advertising & public relations	3,025	-	3,025	2,025	-	2,025
Meals	-	-	-	76	-	76
Insurance	2,980	-	2,980	2,829	-	2,829
Training and conferences	2,065	-	2,065	3,403	-	3,403
Miscellaneous	2,337	-	2,337	2,109	-	2,109
<b>Total Management and General</b>	<b><u>\$ 42,529</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 42,529</u></b>	<b><u>\$ 44,931</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 44,931</u></b>
<b><u>Program -</u></b>						
Miscellaneous	\$ 275	\$ -	\$ 275	\$ 355	\$ -	\$ 355
Grants	84,217	-	84,217	59,317	-	59,317
Ontario County services	27,265	-	27,265	32,888	-	32,888
Professional fees	16,635	-	16,635	26,597	-	26,597
Legal costs	5,544	-	5,544	9,835	-	9,835
<b>Total Program</b>	<b><u>\$ 133,936</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 133,936</u></b>	<b><u>\$ 128,992</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 128,992</u></b>
<b>TOTAL EXPENSES</b>	<b><u>\$ 176,465</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 176,465</u></b>	<b><u>\$ 173,923</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 173,923</u></b>
<b>Excess (deficiency)</b>	<b><u>\$ 340,004</u></b>	<b><u>\$ (397,576)</u></b>	<b><u>\$ (57,572)</u></b>	<b><u>\$ 423,771</u></b>	<b><u>\$ (481,187)</u></b>	<b><u>\$ (57,416)</u></b>
Bad debt adjustment	(23,534)	-	(23,534)	-	-	-
<b>NET ASSETS - BEGINNING OF YEAR</b>	<b><u>2,740,685</u></b>	<b><u>1,187,153</u></b>	<b><u>3,927,838</u></b>	<b><u>2,316,914</u></b>	<b><u>1,668,340</u></b>	<b><u>3,985,254</u></b>
<b>NET ASSETS - END OF YEAR</b>	<b><u>\$ 3,057,155</u></b>	<b><u>\$ 789,577</u></b>	<b><u>\$ 3,846,732</u></b>	<b><u>\$ 2,740,685</u></b>	<b><u>\$ 1,187,153</u></b>	<b><u>\$ 3,927,838</u></b>

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

**ONTARIO COUNTY ECONOMIC DEVELOPMENT CORPORATION**  
**NEW YORK**  
**Statement of Cash Flows**  
**For The Years Ended December 31, 2017 and 2016**

<b><u>CASH FLOWS FROM OPERATING ACTIVITIES:</u></b>	<b><u>2017</u></b>	<b><u>2016</u></b>
Cash received from providing services	\$ 111,004	\$ 118,982
Cash payments contractual expenses	(177,997)	(152,002)
<b>Net Cash Provided (Used) by Operating Activities</b>	<b><u>\$ (66,993)</u></b>	<b><u>\$ (33,020)</u></b>
 <b><u>CASH FLOWS FROM INVESTING ACTIVITIES:</u></b>		
Loans made to companies	\$ (1,132,153)	\$ (645,000)
Principal payments received on loans	744,785	914,071
<b>Net Cash Provided (Used) by Investing Activities</b>	<b><u>\$ (387,368)</u></b>	<b><u>\$ 269,071</u></b>
 <b><u>CASH FLOWS FROM FINANCING ACTIVITIES:</u></b>		
State Grant funds received for loan program	\$ 149,163	\$ 200,000
<b>Net Cash Provided (Used) by Capital Financing Activities</b>	<b><u>\$ 149,163</u></b>	<b><u>\$ 200,000</u></b>
 <b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	 <b>\$ (305,198)</b>	 <b>\$ 436,051</b>
<b>BEGINNING CASH AND CASH EQUIVALENTS</b>	<b><u>957,767</u></b>	<b><u>521,716</u></b>
<b>ENDING CASH AND CASH EQUIVALENTS</b>	<b><u><u>\$ 652,569</u></u></b>	<b><u><u>\$ 957,767</u></u></b>
 <b><u>CASH FLOWS FROM OPERATING ACTIVITIES:</u></b>		
<b>Change in Net Assets</b>	<b><u>\$ (81,106)</u></b>	<b><u>\$ (57,416)</u></b>
<b>Adjustments to Reconcile Net Operating Income to Net Cash Provided By (Used In) Operating Activities:</b>		
Depreciation	\$ 1,353	\$ 1,141
Bad debt adjustment	23,534	-
Increase/(decrease) in accounts payable	(11,101)	1,462
Increase/(decrease) in unearned revenues	61	1,114
(Increase)/decrease in interest due on loan receivable	(3,965)	-
(Increase)/decrease in accounts receivable	(39,924)	2,475
(Increase)/decrease in deferred notes/interest receivable	44,155	18,204
Total Adjustments	<b><u>\$ 14,113</u></b>	<b><u>\$ 24,396</u></b>
<b>Net Cash Provided (Used) by Operating Activities</b>	<b><u><u>\$ (66,993)</u></u></b>	<b><u><u>\$ (33,020)</u></u></b>

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

**ONTARIO COUNTY ECONOMIC  
DEVELOPMENT CORPORATION, NEW YORK**

**NOTES TO FINANCIAL STATEMENTS**

**December 31, 2017**

**(Note 1)      Summary of Significant Accounting Policies:**

**A.      Organization**

The Ontario County Economic Development Corporation, New York (OCEDC) was incorporated as a nonprofit local development corporation on January 11, 2010. The purposes for which the OCEDC is to be formed and operated, are exclusively for charitable purposes within the meaning of Section 501(c)(4) of the Internal Revenue Code, to relieve and reduce unemployment, to better and maintain job opportunities, promote and provide for additional employment, to help increase the tax base of Ontario County through the attraction of private sector investment, lessen the burdens of government and otherwise act in the public interest. In accordance with its by-laws, the Ontario County Board of Supervisors appoints three Directors to the OCEDC Board, however, the Board of Supervisors exercises no oversight responsibility for members of the OCEDC or accountability for fiscal matters. The OCEDC is reported as a related entity by the County.

The OCEDC has established a revolving loan fund from grants obtained from Federal Grants that Pass-Through Ontario County. The OCEDC offers low interest loans to businesses who are located, or wish to relocate to Ontario County. Loans are approved by the governing board after consideration of various criteria. As the loans are repaid to the OCEDC the program income is considered defederalized and unrestricted.

**B.      Basis of Presentation**

The OCEDC financial statements have been prepared on the accrual basis of accounting. The OCEDC reports 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. In addition, the OCEDC is required to present a Statement of Cash Flows. The OCEDC reports only unrestricted and temporarily restricted net assets at December 31, 2017.

**C.      Cash**

Cash and cash equivalents are carried at cost plus accrued interest, which approximates fair value. For purposes of presenting the statement of cash flows, the OCEDC considers all highly liquid short-term investments with maturities of three months or less from the date of purchase to be cash or cash equivalents.

**D.      Income Taxes**

The OCEDC is exempt from income taxes under Section 501(c)(4) of the Internal Revenue Code. Under Accounting Standards Codification (ASC) Section 740, the tax status of tax-exempt entities is an uncertain tax position since events could potentially occur that jeopardize tax-exempt status. Management is not aware of any events that could jeopardize the Corporation's tax-exempt status. Therefore, no liability or provision for income tax has been reflected in the financial statements. The Corporation has received a determination letter from the IRS.



(Note 1) (Continued)

**E. Allocation of Expenses**

The costs of providing the various programs and supporting services have been summarized on the functional basis in the financial statements. Accordingly, certain costs have been allocated among the program and supporting services benefited.

**F. Loans Receivable**

Loans receivable are stated at principal balances net of the amounts deemed by management and the Board to be potentially uncollectible.

Interest on loans is recognized over the term of the loan and is calculated using the simple-interest method on principal amounts outstanding.

**G. Unearned Revenue**

Unearned revenue primarily consists of revolving loan funds received from the New York State Empire Development Corporation to implement a Growing the Agriculture Industry Now (GAIN) revolving loan program.

**H. 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 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.

**I. Revenues**

The OCEDC receives Federal and State grants from the County of Ontario and other granting authorities for various economic development programs in Ontario County. These grants are received by the Ontario County Economic Development Corporation, and then loaned to other organizations once the conditions of the grants are met.

The Corporation receives application fees from organizations for the various economic deals the OCEDC participates in.

The Corporation receives interest on the loans given out to the various organizations.

**J. Foreign Trade Zone**

On March 7, 2014, Ontario County received a Grant of Authority from the United States Foreign-Trade Zones Board to operate Foreign-Trade Zone 289 (FTZ 289) with the Ontario County Economic Development Corporation as the designated administrator of the zone. The Foreign-Trade Zone was established for the benefit of companies engaged in international trade located within Ontario, Wayne, Seneca, Yates and Livingston Counties. Companies may apply for foreign trade zone status if they are within 60 miles or 90 minutes from the local port of entry, which for FTZ 289 is the Rochester International Airport. As of December 31, 2017 there was one approved company within FTZ 289.

(Note 2) **Detail Notes on All Funds and Account Groups:**

A. **Assets**

1. **Cash and Investments**

For purposes of reporting cash flow, cash equivalents are defined as short-term, highly liquid investments that are both readily convertible to known amounts of cash and near their maturity. The Statement of Cash Flows uses the indirect method of reporting cash flows.

Deposits at year-end were not entirely covered by federal depository insurance. The deposits and investments consisted of:

**Deposits** - All deposits are carried at cost and with FDIC insurance coverage as follows:

	<b><u>2017</u></b>	
	<b><u>Canandaigua National Bank</u></b>	<b><u>Lyons National Bank</u></b>
Cash	\$ 324,617	\$ 327,952
Less: FDIC Insurance	(251,150)	(250,000)
<b>Under Insured</b>	<b><u>\$ 73,467</u></b>	<b><u>\$ 77,952</u></b>
	<b><u>2016</u></b>	
	<b><u>Canandaigua National Bank</u></b>	<b><u>Lyons National Bank</u></b>
Cash	\$ 560,966	\$ 396,826
Less: FDIC Insurance	(250,750)	(250,000)
<b>Under Insured</b>	<b><u>\$ 310,216</u></b>	<b><u>\$ 146,826</u></b>

(Note 3) **Accounts Receivable:**

The balance of accounts receivable is stated at net realizable value and at year end is comprised of the following:

	<b><u>2017</u></b>	<b><u>2016</u></b>
Administrative Fees	\$ 7,237	\$ 7,708
Ontario County	3,581	-
Canandaigua National Bank	36,000	-
Project Fees	1,050	-
<b>Total</b>	<b><u>\$ 47,868</u></b>	<b><u>\$ 7,708</u></b>

(Note 4) **Capital Assets**

The following is a summary of capital assets for the OCEDC at December 31, 2017:

	<b><u>Balance @</u></b> <b><u>1/1/2017</u></b>	<b><u>Additions</u></b>	<b><u>Deletions</u></b>	<b><u>Balance @</u></b> <b><u>12/31/2017</u></b>
<b><u>Depreciable Assets</u></b>				
Equipment	\$ 5,708	\$ -	\$ (236)	\$ 5,472
<b>Total Depreciable Assets</b>	<b>\$ 5,708</b>	<b>\$ -</b>	<b>\$ (236)</b>	<b>\$ 5,472</b>
<b><u>Accumulated Depreciation</u></b>				
Equipment	\$ (2,283)	\$ (1,353)	\$ -	\$ (3,636)
<b>Total Accumulated Depreciation</b>	<b>\$ (2,283)</b>	<b>\$ (1,353)</b>	<b>\$ -</b>	<b>\$ (3,636)</b>
<b>Total Capital Assets</b>	<b>\$ 3,425</b>	<b>\$ (1,353)</b>	<b>\$ (236)</b>	<b>\$ 1,836</b>

Equipment is depreciated by the OCEDC using the straight line method with an estimated useful life of 5 years.

(Note 5) **Loans Receivable:**

The OCEDC has 19 outstanding notes receivable from the revolving loan program that have interest rates from 3%-4% and various maturities through 2025. All notes receivable are collateralized by assets of the respective companies. As of December 31<sup>st</sup> the OCEDC had the following:

	<b><u>2017</u></b>	<b><u>2016</u></b>
Notes Receivable	\$ 3,814,253	\$ 3,519,038
Interest Receivable	8,875	4,910
<b>Subtotal</b>	<b>\$ 3,823,128</b>	<b>\$ 3,523,948</b>
<u>Less: Current Portion</u>	<u>(711,452)</u>	<u>(871,918)</u>
<b>Total Long-Term Notes Receivable</b>	<b>\$ 3,111,676</b>	<b>\$ 2,652,030</b>
<u>Less: Allowance for loan impairment</u>	<u>(402,345)</u>	<u>(378,811)</u>
<b>Total Long-Term Notes Receivable, net</b>	<b>\$ 2,709,331</b>	<b>\$ 2,273,219</b>

An allowance for loan impairment has been established based upon a review of the repayment status of outstanding loans. This allowance, which totals \$402,345 is considered by management to be sufficient for any losses.

Principal maturities are as follows:

<b><u>Year</u></b>	<b><u>Amount</u></b>
2018	\$ 711,452
2019	835,060
2020	546,204
2021	530,375
2022	323,264
Thereafter	867,898
<b>Total</b>	<b>\$ 3,814,253</b>

**(Note 6) Deferred Notes/Interest Receivable:**

The OCEDC provides economic development grants in the form of loans, the principal and any accumulated interest may be forgiven after the grantee achieves certain performance goals. Interest on the loans is accrued but revenue is not recognized unless performance goals are not met and the loan becomes receivable. For the years ended December 31, 2017 and 2016 the balance of deferred loans and any accrued interest was \$77,755 and \$29,757, respectively.

**(Note 7) Net Assets:**

**A. Unrestricted Net Assets**

**Operating** – represents funds available for operations.

**Designated** – represents funds which have been designated to offset outstanding loan balances made with local dollars.

**B. Temporarily Restricted Net Assets**

Temporarily restricted net assets represents community development block grants drawn down from Ontario County and loaned to other organizations that are restricted until they are defederalized when repaid. At December 31<sup>st</sup>, the outstanding balance net of any applicable share of the loan impairment allowance is as follows:

	<u>2017</u>	<u>2016</u>
Office of Community Renewal (OCR)	\$ -	\$ 38,176
HUD	787,562	1,148,933
GAIN	2,015	44
<b>Total</b>	<b><u>\$ 789,577</u></b>	<b><u>\$ 1,187,153</u></b>

**(Note 8) Master Agreement with Ontario County:**

The OCEDC executed an agreement with Ontario County in which the County would provide office, parking, and storage space and managerial and administrative services. The County would also arrange to host and update a webpage for the OCEDC on the same website used by the ED Department. In exchange for the services rendered by the County a \$58,632 and \$58,932 retainer was paid to the County in 2017 and 2016, respectively and was payable in equal monthly installments of \$4,886 for 2017. A copy of the agreement can be obtained from the Ontario County Board of Supervisors office. In accordance with this agreement, the OCEDC paid \$58,632 and \$65,730 to Ontario County for 2017 and 2016, respectively.

**(Note 9) Commitment and Contingencies:**

Management is not aware of any pending or threatening litigation as of the balance sheet date.

**(Note 10) Subsequent Events:**

Events and transactions which have occurred from January 1, 2017 to February 23, 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. OCEDC closed on one loan (\$200,000) during January of 2017.



Loan Information

1. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: AV Bristol  
 Address Line1: 7810 Rae Blvd  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14564  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$90,000  
 Date Loan Awarded: 01/19/2017  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 5  
 Amount of Loan Principal Repaid  
 to Date: \$14,079.47  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 3  
 If yes, how many jobs have been  
 created to date? 0  
 Have the terms of the loan been  
 completed? No

2. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Berryfield Bottling, LLC  
 Address Line1: 3655 Berryfield Rd.  
 Address Line2:  
 City: GENEVA  
 State: NY  
 Zip - Plus4: 14456  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$400,000  
 Date Loan Awarded: 01/31/2014  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 5  
 Amount of Loan Principal Repaid  
 to Date: \$301,237.33  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 15  
 If yes, how many jobs have been  
 created to date? 8  
 Have the terms of the loan been  
 completed? No



PARIS Public Services Reporting Corporation

Annual Report for Ontario County Economic Development Corporation  
Fiscal Year Ending: 12/31/2017

Run Date: 03/13/2018  
Status: UNSUBMITTED

Loan Information

3. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Bloorks, Inc.  
 Address Line1: 100 Rawson Rd  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14584  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$200,000  
 Date Loan Awarded: 01/13/2015  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 5  
 Amount of Loan Principal Repaid  
 to Date: \$99,554.08  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 5  
 If yes, how many jobs have been  
 created to date? 7  
 Have the terms of the loan been  
 completed? No

4. Source of Loan Funds: Fedarsal  
 Name of Loan Recipient: CCN International, Inc.  
 Address Line1: 200 Lehigh St.  
 Address Line2:  
 City: GENEVA  
 State: NY  
 Zip - Plus4: 14456  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$221,500  
 Date Loan Awarded: 06/06/2014  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 7  
 Amount of Loan Principal Repaid  
 to Date: \$102,319.55  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 2  
 If yes, how many jobs have been  
 created to date? 21  
 Have the terms of the loan been  
 completed? No



Annual Report for Ontario County Economic Development Corporation  
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 Status: UNSUBMITTED

Loan Information

5. Source of Loan Funds: State  
 Name of Loan Recipient: Cheribondi, Inc.  
 Address Line1: 500 Technology Farm Drive  
 Address Line2:  
 City: GENEVA  
 State: NY  
 Zip - Plus4: 14456  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$200,000  
 Date Loan Awarded: 12/30/2016  
 Interest Rate(%): 1  
 Length of Loan(# of years  
 to repay): 5  
 Amount of Loan Principal Repaid  
 to Date: \$35,922.36  
 Purpose of Loan: Commercial Property  
 Construction/Acquisition/Revitalization/Improvement

6. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Construction Robotics  
 Address Line1: 7395 Willowbrook Road  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14564  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$200,000  
 Date Loan Awarded: 10/24/2017  
 Interest Rate(%): 3.19  
 Length of Loan(# of years  
 to repay): 7  
 Amount of Loan Principal Repaid  
 to Date: \$2,128.34  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 12  
 If yes, how many jobs have been  
 created to date? 37  
 Have the terms of the loan been  
 completed? No

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 11  
 If yes, how many jobs have been  
 created to date? 9  
 Have the terms of the loan been  
 completed? No



Annual Report for Ontario County Economic Development Corporation  
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Loan Information

7. Source of Loan Funds: Not for Profit  
Name of Loan Recipient: Groesbeckner, Inc./Artisan Meat  
Address Line1: 2640 Brickyard Rd  
Address Line2:

City: CANANDAIGUA  
State: NY  
Zip - Plus4: 14424  
Province/Region:

Country: USA  
Original Amount of Loan: \$400,000  
Date Loan Awarded: 12/10/2015  
Interest Rate(%): 3

Length of Loan(# of years  
to repay): 7

Amount of Loan Principal Repaid  
to Date: \$101,320.82

Purpose of Loan: Equipment and Fixed Asset Acquisition

Was the Loan expected to result  
in new jobs being created? Yes  
If yes, how many jobs were planned  
to be created? 7  
If yes, how many jobs have been  
created to date? 12  
Have the terms of the loan been  
completed? No

8. Source of Loan Funds: Not for Profit  
Name of Loan Recipient: Janiway/Zoetek  
Address Line1: 668 Phillips Rd  
Address Line2:

City: VICTOR  
State: NY  
Zip - Plus4: 14564  
Province/Region:

Country: USA  
Original Amount of Loan: \$400,000  
Date Loan Awarded: 09/25/2015  
Interest Rate(%): 3

Length of Loan(# of years  
to repay): 10

Amount of Loan Principal Repaid  
to Date: \$76,796.10

Purpose of Loan: Commercial Property  
Construction/Acquisition/Revitalization/I  
mprovement.

Was the Loan expected to result  
in new jobs being created? Yes  
If yes, how many jobs were planned  
to be created? 5  
If yes, how many jobs have been  
created to date? 0  
Have the terms of the loan been  
completed? No





PARIS Public Services Research Incorporated

Annual Report for Ontario County Economic Development Corporation  
Fiscal Year Ending: 12/31/2017

Run Date: 03/13/2018  
Status: UNSUBMITTED

Loan Information

9. Source of Loan Funds: Federal  
 Name of Loan Recipient: L & D Acquisition Corp, LLC  
 Address Line1: One Lake Niagara Lane  
 Address Line2:  
 City: NAPLES  
 State: NY  
 Zip - Plus4: 14512  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$500,000  
 Date Loan Awarded: 09/10/2010  
 Interest Rate(%): 3  
 Length of Loan(# of years to repay): 10  
 Amount of Loan Principal Repaid to Date: \$336,233.48  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result in new jobs being created? Yes  
 If yes, how many jobs were planned to be created? 29  
 If yes, how many jobs have been created to date? 38  
 Have the terms of the loan been completed? No

10. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Iandyan LLC  
 Address Line1: PO Box 642  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14564  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$225,000  
 Date Loan Awarded: 08/01/2016  
 Interest Rate(%): 3  
 Length of Loan(# of years to repay): 10  
 Amount of Loan Principal Repaid to Date: \$27,926.40  
 Purpose of Loan: Commercial Property Construction/Acquisition/Revitalization/Improvement

Was the Loan expected to result in new jobs being created? Yes  
 If yes, how many jobs were planned to be created? 6  
 If yes, how many jobs have been created to date? 5  
 Have the terms of the loan been completed? No



Annual Report for Ontario County Economic Development Corporation  
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 Status: UNSUBMITTED

Loan Information

11. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Modern Manufacturing  
 Address Line1: 1111 Corporate Drive  
 Address Line2:  
 City: FARMINGTON  
 State: NY  
 Zip - Plus4: 14425  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$220,000  
 Date Loan Awarded: 04/13/2016  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 10  
 Amount of Loan Principal Repaid  
 to Date: \$30,595.12  
 Purpose of Loan: Commercial Property  
 Construction/Acquisition/Revitalization/I  
 mprovement  
 Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 5  
 If yes, how many jobs have been  
 created to date? 0  
 Have the terms of the loan been  
 completed? No

12. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: New Scale Technologies, Inc.  
 Address Line1: 121 Victor Heights Parkway  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14564  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$461,881  
 Date Loan Awarded: 06/21/2013  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 5  
 Amount of Loan Principal Repaid  
 to Date: \$404,362.07  
 Purpose of Loan: Business Expansion/Startup  
 Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 7  
 If yes, how many jobs have been  
 created to date? 4  
 Have the terms of the loan been  
 completed? No



APARIS  
Business Credits Reporting Information System

Annual Report for Ontario County Economic Development Corporation  
Fiscal Year Ending: 12/31/2017

Run Date: 03/13/2018  
Status: UNSUBMITTED

Loan Information

13. Source of Loan Funds: Not for Profit  
Name of Loan Recipient: PhillipsVictor, LLC/Swiftliff  
Address Line1: 820 Phillips Rd  
Address Line2:  
City: VICTOR  
State: NY  
Zip - Plus4: 14564  
Province/Region:  
Country: USA  
Original Amount of Loan: \$400,000  
Date Loan Awarded: 01/01/2015  
Interest Rate(%): 3  
Length of Loan(# of years:  
to repay): 10  
Amount of Loan Principal Repaid  
to Date: \$96,338.07  
Purpose of Loan: Commercial Property  
Construction/Acquisition/Revitalization/I  
mprovement

14. Source of Loan Funds: Federal  
Name of Loan Recipient: Rochester Regional Recycling Recovery  
Address Line1: 7318 Victor Mendon Road  
Address Line2:  
City: VICTOR  
State: NY  
Zip - Plus4: 14564  
Province/Region:  
Country: USA  
Original Amount of Loan: \$400,000  
Date Loan Awarded: 10/29/2010  
Interest Rate(%): 3  
Length of Loan(# of years:  
to repay): 15  
Amount of Loan Principal Repaid  
to Date: \$166,672.54  
Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
in new jobs being created? Yes  
If yes, how many jobs were planned  
to be created? 4  
If yes, how many jobs have been  
created to date? 0  
Have the terms of the loan been  
completed? No

Was the Loan expected to result  
in new jobs being created? Yes  
If yes, how many jobs were planned  
to be created? 12  
If yes, how many jobs have been  
created to date? 70  
Have the terms of the loan been  
completed? No



APARIS  
Public Agencies Reporting/Generator System

Annual Report for Ontario County Economic Development Corporation  
Fiscal Year Ending: 12/31/2017

Run Date: 03/13/2018  
Status: UNSUBMITTED

Loan Information

15. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Surmotech  
 Address Line1: 7676 Metlin Drive  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14564  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$462,591.94  
 Date Loan Awarded: 10/26/2017  
 Interest Rate(%): 3.19  
 Length of Loan(# of years  
 to repay): 10  
 Amount of Loan Principal Repaid  
 to Date: \$1,452.68  
 Purpose of Loan: Residential Property  
 Construction/acquisition/rehabilitation/improvement

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 4  
 If yes, how many jobs have been  
 created to date? 2  
 Have the terms of the loan been  
 completed? No

16. Source of Loan Funds: Federal  
 Name of Loan Recipient: Surmotech, Inc.  
 Address Line1: 7676 Metlink Dr.  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14564  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$400,000  
 Date Loan Awarded: 01/29/2014  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 5  
 Amount of Loan Principal Repaid  
 to Date: \$400,000.00  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 12  
 If yes, how many jobs have been  
 created to date? 25  
 Have the terms of the loan been  
 completed? Yes



APARIS  
Public Authorities Reporting (PAR) - Canada - 2017

Annual Report for Ontario County Economic Development Corporation  
Fiscal Year Ending: 12/31/2017

Run Date: 03/13/2018  
Status: UNSUBMITTED

Loan Information

17. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Victor IDC  
 Address Line1: 85 East Main St  
 Address Line2:  
 City: VICTOR  
 State: NY  
 Zip - Plus4: 14564  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$50,000  
 Date Loan Awarded: 12/18/2015  
 Interest Rate(%): 0  
 Length of Loan(# of years  
 to repay): 2  
 Amount of Loan Principal Repaid  
 to Date: \$4,991.00  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? No  
 If yes, how many jobs were planned  
 to be created?  
 If yes, how many jobs have been  
 created to date?  
 Have the terms of the loan been  
 completed? No

18. Source of Loan Funds: Not for Profit  
 Name of Loan Recipient: Young Lion Brewery  
 Address Line1: 1080 Pittsford Victor Road  
 Address Line2:  
 City: PITTSFORD  
 State: NY  
 Zip - Plus4: 14534  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$400,000  
 Date Loan Awarded: 01/27/2017  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 5  
 Amount of Loan Principal Repaid  
 to Date: \$12,390.43  
 Purpose of Loan: Equipment and Fixed Asset Acquisition

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 19  
 If yes, how many jobs have been  
 created to date? 8  
 Have the terms of the loan been  
 completed? No



PARIS - Paris - Without Paperless Reporting Information System

Annual Report for Ontario County Economic Development Corporation  
Fiscal Year Ending: 12/31/2017

Run Date: 03/13/2018  
Status: UNSUBMITTED

Loan Information

19. Source of Loan Funds: Federal  
 Name of Loan Recipient: Z-PARIS, Inc.  
 Address Line1: 1916 State Rt. 96  
 Address Line2:  
 CITY: PHELPS  
 State: NY  
 Zip - Plus4: 14532  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$440,000  
 Date Loan Awarded: 01/16/2014  
 Interest Rate(%): 4  
 Length of Loan(# of years  
 to repay): 7  
 Amount of Loan Principal Repaid  
 to Date: 9230,974.10  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 13  
 If yes, how many jobs have been  
 created to date? 19  
 Have the terms of the loan been  
 completed? No

20. Source of Loan Funds: Federal  
 Name of Loan Recipient: Zotos International  
 Address Line1: 300 Forge Avenue  
 Address Line2:  
 CITY: GENEVA  
 State: NY  
 Zip - Plus4: 14456  
 Province/Region:  
 Country: USA  
 Original Amount of Loan: \$250,000  
 Date Loan Awarded: 12/30/2010  
 Interest Rate(%): 3  
 Length of Loan(# of years  
 to repay): 7  
 Amount of Loan Principal Repaid  
 to Date: \$250,000.00  
 Purpose of Loan: Business Expansion/Startup

Was the Loan expected to result  
 in new jobs being created? Yes  
 If yes, how many jobs were planned  
 to be created? 18  
 If yes, how many jobs have been  
 created to date? 39  
 Have the terms of the loan been  
 completed? Yes



Public Authorities Reporting Information System

Annual Report for Ontario County Economic Development Corporation  
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Run Date: 03/13/2018  
Status: UNSUBMITTED

Loan Information

21. Source of Loan Funds: Federal  
Name of Loan Recipient: e2e Materials, Inc  
Address Line1: 2916 Lyons Road  
Address Line2:  
City: GENEVA  
State: NY  
Zip - Plus4: 14456  
Province/Region:  
Country: USA  
Original Amount of Loan: \$400,000  
Date Loan Awarded: 04/12/2012  
Interest Rate(%): 3  
Length of Loan(f of years  
to repay): 5  
Amount of Loan Principal Repaid  
to Date: \$209,426.49  
Purpose of Loan: Business Expansion/Startup

Was the loan expected to result  
in new jobs being created? Yes  
If yes, how many jobs were planned  
to be created? 102  
If yes, how many jobs have been  
created to date? 0  
Have the terms of the loan been  
completed? No

**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 Members  
Ontario County Economic  
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 Ontario County Economic Development Corporation, New York, 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 and have issued our report thereon dated February 23, 2018.

***Internal Control Over Financial Reporting***

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

*Raymond F. Wagon, CPA, PC*

Rochester, New York  
February 23, 2018