

**FINGER LAKES REGIONAL
TELECOMMUNICATIONS
DEVELOPMENT CORP.**

Financial Statements
December 31, 2018 and 2017



**Flaherty
Salmin CPAs**

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Finger Lakes Regional Telecommunications Development Corp.

Report on the Financial Statements

We have audited the accompanying financial statements of Finger Lakes Regional Telecommunications Development Corp. (a New York not-for-profit corporation), which comprise the statements of financial position as of December 31, 2018 and 2017, and the related statements of activities, functional expenses 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. Those standards require that we plan and perform the audits 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 auditors' 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 Organization'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 Organization'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 Finger Lakes Regional Telecommunications Development Corp. as of December 31, 2018 and 2017, and the changes in its net assets (deficit) and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Flaherty Salmin LLP

Flaherty Salmin LLP
Rochester, New York

March 25, 2019

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2018 AND 2017

ASSETS

	2018	2017
Current assets:		
Cash and cash equivalents	\$ 1,561,434	\$ 1,475,492
Accounts receivable	-	387,955
Prepaid expenses	55,239	50,982
Current portion of lease receivable	139,949	-
Total current assets	1,756,622	1,914,429
Property and equipment, net	-	4,664,663
Other assets:		
Lease receivable, net of current portion	2,837,838	-
Restricted cash	177,999	182,677
Indefeasible right of use, net	-	272,095
Total assets	\$ 4,772,459	\$ 7,033,864

LIABILITIES AND NET ASSETS (DEFICIT)

Current liabilities:		
Current portion of deferred revenue	\$ -	\$ 205,323
Current portion of long-term debt	128,241	210,786
Accounts payable	50,066	162,836
Accrued interest	7,285	7,171
Total current liabilities	185,592	586,116
Other liabilities:		
Deferred revenue, net of current portion	-	2,577,613
Interest rate swap agreements, at fair value	571,907	735,994
Long-term debt, net of current portion	5,021,810	5,305,116
Total liabilities	5,779,309	9,204,839
Net assets (deficit) without donor restrictions	(1,006,850)	(2,170,975)
Total liabilities and net assets (deficit)	\$ 4,772,459	\$ 7,033,864

See accompanying notes to financial statements

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
Revenues	\$ 283,456	\$ 909,368
Expenses:		
Marketing and sales	200	167,121
Insurance	7,274	7,629
Legal and accounting	39,140	100,248
Network operations	76,070	233,287
Property taxes	149,650	144,667
Office expense	3,395	4,685
Depreciation	98,121	282,508
Amortization	5,306	15,917
Professional services - administration	16,924	150,000
Total expenses	<u>396,080</u>	<u>1,106,062</u>
Income (loss) from operations	<u>(112,624)</u>	<u>(196,694)</u>
Other income (expense):		
Empire Pipeline revenue	379,237	379,237
Change in fair value of interest rate swap agreements	164,087	103,714
Interest income	95,711	-
Interest expense	(269,706)	(288,339)
Gain on sale of assets	907,420	-
Total other income (expense)	<u>1,276,749</u>	<u>194,612</u>
Increase (decrease) in net assets (deficit)	1,164,125	(2,082)
Net assets (deficit) without donor restrictions at beginning of year	<u>(2,170,975)</u>	<u>(2,168,893)</u>
Net assets (deficit) without donor restrictions at end of year	<u>\$ (1,006,850)</u>	<u>\$ (2,170,975)</u>

See accompanying notes to financial statements

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2018

	<u>Program Services</u>	<u>Management and General</u>	<u>Total</u>
Expenses:			
Marketing and sales	\$ 200	\$ -	\$ 200
Insurance	7,274	-	7,274
Legal and accounting	-	39,140	39,140
Network operations	76,070	-	76,070
Property taxes	149,650	-	149,650
Office expense	-	3,395	3,395
Depreciation	98,121	-	98,121
Amortization	5,306	-	5,306
Professional services - administration	-	16,924	16,924
	<u> </u>	<u> </u>	<u> </u>
Total expenses	<u>\$ 336,621</u>	<u>\$ 59,459</u>	<u>\$ 396,080</u>

See accompanying notes to financial statements

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2017

	Program Services	Management and General	Total
Expenses:			
Marketing and sales	\$ 167,121	\$ -	\$ 167,121
Insurance	7,629	-	7,629
Legal and accounting	-	100,248	100,248
Network operations	233,287	-	233,287
Property taxes	144,667	-	144,667
Office expense	-	4,685	4,685
Depreciation	282,508	-	282,508
Amortization	15,917	-	15,917
Professional services - administration	-	150,000	150,000
Total expenses	\$ 851,129	\$ 254,933	\$ 1,106,062

See accompanying notes to financial statements

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
Cash flows from operating activities:		
Increase (decrease) in net assets	\$ 1,164,125	\$ (2,082)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:		
Depreciation	98,121	282,508
Amortization	5,306	15,917
Write off of construction in progress	4,180	-
Gain on sale of assets	(907,420)	-
Change in fair value of interest rate swap agreements	(164,087)	(103,714)
Increase (decrease) in cash due to changes in operating assets and liabilities:		
Accounts receivable	387,955	(85,296)
Prepaid expenses	(4,257)	2,047
Accounts payable	(112,770)	30,625
Accrued interest	114	713
Deferred revenue	(68,441)	166,284
Net cash provided by (used in) operating activities	<u>402,826</u>	<u>307,002</u>
Cash flows from investing activities:		
Repayments of lease receivable	44,289	-
Purchase of property and equipment	-	(94,174)
Net cash provided by (used in) investing activities	<u>44,289</u>	<u>(94,174)</u>
Cash flows from financing activities:		
Repayments of long-term debt	(365,851)	(202,764)
(Increase) decrease in restricted cash	4,678	3,344
Net cash provided by (used in) financing activities	<u>(361,173)</u>	<u>(199,420)</u>
Net increase (decrease) in cash and cash equivalents	85,942	13,408
Cash and cash equivalents at beginning of year	<u>1,475,492</u>	<u>1,462,084</u>
Cash and cash equivalents at end of year	<u>\$ 1,561,434</u>	<u>\$ 1,475,492</u>
Supplemental disclosure of cash flow information:		
Cash paid during the year for interest	<u>\$ 269,592</u>	<u>\$ 287,626</u>

See accompanying notes to financial statements

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

1. ORGANIZATION

Finger Lakes Regional Telecommunications Development Corp. (Organization) is a New York not-for-profit corporation that was formed to develop, operate, market and manage a municipal-based open access fiber optic network that runs primarily within in the County of Ontario in the State of New York (Ontario County). The Organization operates under the name Axxess Ontario, is managed by a local board of directors and contracts with the private sector for operating and administrative services.

Effective May 1, 2018, the Organization entered into a lease to purchase agreement with Empire Telephone Corporation (ETC). Under the terms of the agreement, the Organization will lease its fiber optic network and all other network related assets, and assign its contracts and the related liabilities to ETC for a period of five years.

The Organization has accounted for the lease to purchase agreement as a sales-type lease. Under this accounting method, the Organization retains title of the leased assets during the lease term, but the underlying leased assets and assumed liabilities are derecognized, and a lease receivable and a gain on sale of assets are recognized. Upon receipt of the final lease payment, the Organization will relinquish title of the leased assets. The transaction is summarized as follows:

Property and equipment, net	\$ 4,562,362
Indefeasible right of use, net	266,789
Deferred revenue	<u>(2,714,495)</u>
Net book value of assets	2,114,656
Lease receivable	<u>(3,022,076)</u>
Gain on sale of assets	<u>\$ (907,420)</u>

Prior to May 1, 2018, the Organization generated a significant portion of its operating revenues by providing access to its fiber optic network to two different customer types. These customer types are described below:

Carrier: These customers consist of nationally and regionally-known wireless providers and internet service providers.

Enterprise: These customers consist of hospitals, school districts, colleges and private businesses.

A continuing source of the Organization's revenue is derived from payments made by Empire State Pipeline (a joint venture) and Empire Pipeline, Inc. (collectively Empire Pipeline) as a result of a Host Community Benefit Agreement (Benefit Agreement) entered into between Empire Pipeline and the Organization on July 1, 2007. The Benefit Agreement is related to a separate payment-in-lieu-of-tax agreement entered into between Empire Pipeline and the Ontario County Industrial Development Agency. The Benefit Agreement stipulates that Empire Pipeline pay the Organization an annual benefit fee of \$379,237 for twenty-five years. Payments are due in equal quarterly installments and are guaranteed by National Fuel Gas Company, a publicly-traded corporation and parent organization of Empire Pipeline. These payments provide a guaranteed revenue stream to the Organization and are recognized as revenue when the payments become due and payable.

The Organization has assigned its rights under the Benefit Agreement to Citizens Bank as security for the outstanding term loans and has directed Empire Pipeline to wire payments into a specific cash account that has been restricted for future payments of principal and interest.

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Accounting Change

In August 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standard Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958). This ASU requires Not-for-Profit Entities to present net assets as two classes rather than three; provide enhanced disclosures; and report investment return net of external and direct internal investment expenses. The enhanced disclosures include the amount and purpose of board restrictions, composition of net assets with donor restrictions, how the entity manages its liquid resources and the availability of net assets to meet cash needs for the coming year, expenses by natural and functional classification, methods used to allocate costs among program and support functions, and underwater endowment funds, if any. ASU 2016-14 is effective for fiscal years beginning after December 15, 2017 and the changes made by this ASU are required to be applied retrospectively.

Financial Statement Presentation

The Organization prepares its financial statements in accordance with the provisions of the FASB Accounting Standards Codification (ASC) regarding not-for-profit entities. Under this standard, the Organization is required to report information regarding its financial position and activities according to two classes of net assets based upon the absence or presence of donor restrictions. When a donor restriction expires, the amount is reclassified from net assets with donor restrictions to net assets without donor restrictions. The Organization had no assets with donor restrictions at December 31, 2018.

Method of Accounting

The Organization prepares its financial statements on the accrual basis of accounting. Under this method of accounting, revenue is recognized when earned and expenses are recorded when incurred.

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.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of functional expenses. Any expenditures not directly chargeable are allocated based on an analysis of personnel time and space utilized for the related activities.

Cash and Cash Equivalents

The Organization considers all cash on hand, cash in banks and short-term investments with an original maturity of three months or less to be cash and cash equivalents.

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Accounts Receivable

The Organization extended credit to the majority of its customers. Accounts receivable were stated at the amount billed. Losses from uncollectible receivables were accrued when it was probable that a receivable is impaired and the amount of the loss can be reasonably estimated. As of the date of the financial statements, management believes that neither of these conditions exists with regard to receivables and, as such, an allowance for doubtful accounts has not been established.

Property and Equipment

Property and equipment consisted primarily of costs to construct the fiber optic network and were recorded at cost. Depreciation was computed using the straight-line method over the estimated useful lives at the assets which range from three to twenty-five years.

Expenditures for renewals and betterments were capitalized while expenditures for repairs and maintenance were charged to operations as incurred.

Indefeasible Right of Use

In December 2010, the Organization paid \$360,000 for the indefeasible right of use (IRU) of 24 strands of existing dark fiber maintained by a third party to connect the Organization's fiber optic network in lieu of building fiber in the same area. The IRU was amortized using the straight-line method over the twenty-five year term of the agreement. This asset was derecognized during 2018 as part of the lease to purchase agreement with Empire Telephone Corporation.

The Organization obtained another IRU with a total cost of \$15,171. This IRU was amortized using the straight-line method over the twenty year term of the agreement. This asset was also derecognized during 2018 as part of the lease to purchase agreement with Empire Telephone Corporation.

Income Taxes

The Organization is exempt from income taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code.

In accordance with the provisions of the ASC pertaining to accounting for uncertainty in income taxes, the Organization evaluates tax positions taken for potential uncertainties. Management is not aware of any uncertain tax positions requiring measurement or disclosure in these financial statements.

Advertising Costs

The Organization expenses advertising costs as incurred.

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

3. LEASE RECEIVABLE

Lease receivable consists of the following at December 31:

	2018	2017
Lease receivable from Empire Telephone Corporation requiring annual payments of \$240,000 in year one, \$300,000 in year two, \$360,000 in year three, \$420,000 in years four and five, and one final payment of \$2,000,000 in May 2023, including interest at 5.50%.	\$2,977,787	\$ -
Less: Current portion of lease receivable	139,949	-
Lease receivable, net of current portion	\$2,837,838	\$ -

4. PROPERTY AND EQUIPMENT

Property and equipment consists of the following at December 31:

	2018	2017
Fiber Optic Network – Phase I	\$ -	\$1,162,914
Fiber Optic Network – Phase II	-	250,169
Fiber Optic Network – Phase III	-	2,467,100
Fiber Optic Network – Phase IV	-	429,563
Fiber Optic Network – Phase V	-	76,862
Fiber Optic Network – Fisher Laterals	-	73,106
Fiber Optic Network – FLCC Laterals	-	68,368
Fiber Optic Network – Wayne Finger Lakes BOCES	-	140,403
Fiber Optic Network – Verizon Laterals – Phase I	-	169,323
Fiber Optic Network – Verizon Laterals – Phase II	-	487,770
Fiber Optic Network – Verizon Laterals – Phase III	-	209,256
Fiber Optic Network – Verizon Laterals – Phase IV	-	156,256
Fiber Optic Network – Iberdrola Laterals	-	43,428
Fiber Optic Network – Iberdrola Lateral #2	-	24,227
Fiber Optic Network – Iberdrola Lateral North	-	163,350
Fiber Optic Network – Co-Locations	-	57,450
Fiber Optic Network – Other Laterals	-	458,749
Equipment	-	30,845
Website Development	10,500	10,500
Construction In Progress	-	51,560
	10,500	6,531,199
Less: Accumulated Depreciation	10,500	1,866,536
	\$ -	\$4,664,663

The fiber optic network and all other network related assets were derecognized during 2018 as part of the lease to purchase agreement with Empire Telephone Corporation.

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

5. DEFERRED REVENUE

The Organization entered into various types of agreements with its customers in order to provide them access to the fiber optic network. Certain agreements required customers to make up-front payments for their connection to the fiber optic network. These up-front payments were recorded as deferred revenue and were recognized as earned revenue using the straight-line method over the terms of the agreements. The deferred revenue liability was derecognized during 2018 as part of the lease to purchase agreement with Empire Telephone Corporation.

6. LONG-TERM DEBT

Long-term debt consists of the following at December 31:

	2018	2017
<p>Term loan payable to Citizens Bank in the amount of \$4,393,331. The loan bears interest at LIBOR plus 2.50% (effective rate of 4.96% at December 31, 2018) and requires monthly interest payments and quarterly principal payments sufficient to amortize the principal balance over a twenty-four year period, beginning in January 2011. The maturity date of the loan is December 2020. Under the terms of an interest rate swap agreement, which has a termination date of September 2034, the Organization pays a fixed interest rate of 4.50% and receives a rate of LIBOR on a notional amount, which was \$3,633,052 at December 31, 2018. As a result, the combined effective interest rate on the loan is 7.00%. The loan is secured by substantially all assets of the Organization and the revenue provided by the Benefit Agreement.</p>	\$3,650,051	\$3,769,695
<p>Term loan payable to Citizens Bank in the amount of \$160,901. The loan required monthly principal payments of \$1,341 plus interest at LIBOR plus 3.00%. The loan was secured by substantially all assets of the Organization and was paid in full in April 2018.</p>	-	36,198
<p>Term loan payable to Citizens Bank in the amount of \$426,964. The loan bore interest at LIBOR plus 3.00% and required monthly principal and interest payments sufficient to amortize the principal balance over a ten year period. The loan was secured by substantially all assets of the Organization and was paid in full in April 2018.</p>	-	98,402
<p>Term loan payable to Citizens Bank in the amount of \$190,502. The loan required monthly principal payments of \$1,924 plus interest at 4.82%. The loan was secured by substantially all assets of the Organization and was paid in full in April 2018.</p>	-	111,607

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

6. LONG-TERM DEBT (Continued)

	2018	2017
Unsecured, non-interest bearing loan payable to Ontario County. The loan is due the earlier of the retirement of the Organization's bank debt or March 2033 and is subordinate to the term loan payable to Citizens Bank.	<u>1,500,000</u>	<u>1,500,000</u>
	5,150,051	5,515,902
Less: Current portion of long-term debt	128,241	210,786
Long-term debt, net of current portion	<u>\$5,021,810</u>	<u>\$5,305,116</u>

Estimated principal payments of long-term debt at December 31, 2018 are scheduled as follows:

2019	\$ 128,241
2020	137,456
2021	3,384,354
2022	-
2023	-
Thereafter	1,500,000
	<u>\$5,150,051</u>

The Organization is required to meet a certain financial covenant as stated in the bank term loan agreement. At December 31, 2018, the Organization was in compliance with this covenant.

7. INTEREST RATE SWAP AGREEMENT

The Organization accounts for its interest rate swap agreement in accordance with the ASC regarding derivative investments and hedging activities. This standard requires that derivative investments be recognized at fair value. The Organization entered into its interest rate swap agreement in order to fix the Organization's effective interest rate on its long-term debt. As a result of accounting for this derivative instrument, net assets increased by \$164,087 during the year ended December 31, 2018 and net assets increased by \$103,714 during the year ended December 31, 2017. The interest rate swap agreement has been valued by the Swap Dealer utilizing proprietary models and estimates relevant to future market conditions.

8. FAIR VALUE MEASUREMENTS

The Organization accounts for its interest rate swap agreement in accordance with the ASC regarding fair value measurements and disclosures. This standard defines fair value, establishes a framework for measuring fair value and establishes a fair value hierarchy which prioritizes the inputs to valuation techniques. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market. Valuation techniques that are consistent with the market, income or cost approach, as specified by the standard, are used to measure fair value.

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

8. FAIR VALUE MEASUREMENTS (Continued)

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels:

- Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.
- Level 2: Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in inactive markets, inputs other than quoted prices that are observable for the asset or liability, and inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.
- Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement and include situations where there is little, if any, market activity for the asset or liability.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following table presents the Organization's fair value hierarchy for its interest rate swap agreement measured at fair value on a recurring basis as of December 31:

	2018	2017
Level 1	\$ -	\$ -
Level 2	571,907	735,994
Level 3	-	-
Total	\$ 571,907	\$ 735,994

9. TRANSACTIONS WITH ONTARIO COUNTY

Ontario County paid the Organization a one-time prepayment for all services rendered pursuant to an agreement in the amount of \$500,000, as well as an additional \$500,000 one-time prepayment for connecting all buildings in the Hopewell Complex to a single point where it will then be connected to the rest of the fiber optic network pursuant to the agreement. The agreement with Ontario County is at a below market rate, which is not ascertainable at this time. These amounts were recorded as deferred revenue and were being recognized as earned revenue using the straight-line method over the twenty-five year term of the agreement. This deferred revenue was included in the deferred revenue that was derecognized in 2018 as part of the lease to purchase agreement with Empire Telephone Corporation. At December 31, 2017, deferred revenue related to this agreement was \$610,000.

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

9. TRANSACTIONS WITH ONTARIO COUNTY (Continued)

Ontario County, in consideration for the above-referenced services and to cover monthly maintenance costs, will allow the Organization use of its meeting rooms, its web server to host the initial Organization website, the services of the Chief Information Officer to serve as the Chief Executive Officer of the Organization and the services of its other employees or officers to serve on the Organization's Board of Directors or perform other duties as authorized by its Board of Supervisors. The value of these contributed services is immaterial. Therefore, no amounts have been recorded for Ontario County's contributed services during the years ended December 31, 2018 and 2017 which would be offset by the applicable expense.

10. CONCENTRATION OF CREDIT RISK AND SIGNIFICANT CUSTOMERS

The Organization's financial instruments that are exposed to concentrations of credit risk consist primarily of cash and cash equivalents, restricted cash and accounts receivable. The Organization maintains its cash and cash equivalents and restricted cash in bank deposit accounts which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk with respect to cash. The Organization also routinely assesses the financial strength of its customers and, as a consequence, believes that its receivable credit risk exposure is limited.

The Organization had two customers that accounted for 49% of the total operating revenue for the year ended December 31, 2018 and one customer that accounted for 100% of the lease receivable balance at December 31, 2018.

The Organization had two customers that accounted for 52% of the total operating revenue for the year ended December 31, 2017 and one customer that accounted for 89% of the accounts receivable balance at December 31, 2017.

11. COMMITMENTS

The Organization entered into a real property lease agreement with the Village of Naples during 2014. Under the terms of this agreement, the Organization was required to make two hundred and forty monthly payments of \$500. As part of the lease to purchase agreement, this lease agreement was transferred to Empire Telephone Corporation. Lease expense, which is included in network operations expense, totaled \$2,000 and \$6,000 for the years ended December 31, 2018 and 2017, respectively.

The Organization entered into a dark fiber lease agreement for two dark optical fiber strands in a closed ring to six locations. Under the terms of this agreement, the Organization was required to make monthly access payments of \$2,100 and monthly lease payments of \$525 per location for a period of one hundred and twenty months, beginning on the acceptance date of the leased fiber. As part of the lease to purchase agreement, this lease agreement was transferred to Empire Telephone Corporation

The Organization also leased dark fiber under three month-to-month lease agreements. Leased fiber expense, which is included in network operations expense, totaled \$28,815 and \$85,800 for the years ended December 31, 2018 and 2017, respectively.

FINGER LAKES REGIONAL TELECOMMUNICATIONS
DEVELOPMENT CORP.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018 AND 2017

12. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Organization's financial assets available within one year of the balance sheet date for general expenditures are as follows:

	<u>2018</u>	<u>2017</u>
Cash and cash equivalents	\$1,561,434	\$1,475,492
Accounts receivable	-	387,955
Current portion of lease receivable	139,949	-
Restricted cash	<u>177,999</u>	<u>182,677</u>
 Total financial assets	 1,879,382	 2,046,124
 Less: Assets unavailable for general expenditures within one year	 <u>177,999</u>	 <u>182,677</u>
 Financial assets available to meet cash needs for general expenditures within one year	 <u>\$1,701,383</u>	 <u>\$1,863,447</u>

13. SUBSEQUENT EVENTS

Management has evaluated subsequent events through the date of the independent auditors' report, which is the date the financial statements were available to be issued.



Flaherty Salmin **CPAs**

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