

Hamburg New York Land Development Corporation

**Financial Statements
As of December 31, 2021 and 2020
Together With
Independent Auditor's Report**

HAMBURG NEW YORK LAND DEVELOPMENT CORPORATION

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Hamburg New York Land Development Corporation
Hamburg, New York 14075

Opinion

We have audited the accompanying financial statements of Hamburg New York Land Development Corporation (a nonprofit organization), which comprise the statement of financial position as of December 31, 2021 and 2020, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hamburg New York Land Development Corporation as of December 31, 2021 and 2020, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Hamburg New York Land Development Corporation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Hamburg New York Land Development Corporation ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

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In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Hamburg New York Land Development Corporation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Hamburg New York Land Development Corporation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Allied CPAs, P.C.

Tonawanda, New York
March 17, 2022

FINANCIAL STATEMENTS

HAMBURG NEW YORK LAND DEVELOPMENT CORPORATION
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2021 AND 2020

ASSETS

	2021	2020
<u>CURRENT ASSETS</u>		
Cash	\$ 1,654,413	\$ 740,704
TOTAL CURRENT ASSETS	1,654,413	740,704
 <u>NONCURRENT ASSETS</u>		
Land	19,258	419,628
TOTAL NONCURRENT ASSETS	19,258	419,628
 TOTAL ASSETS	 \$ 1,673,671	 \$ 1,160,332

LIABILITIES AND NET ASSETS

<u>LIABILITIES</u>		
Deferred revenue	\$ -	\$ 176,209
 <u>NET ASSETS</u>		
Without donor restriction	1,673,671	984,123
 TOTAL LIABILITIES AND NET ASSETS	 \$ 1,673,671	 \$ 1,160,332

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

HAMBURG NEW YORK LAND DEVELOPMENT CORPORATION
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
<u>REVENUES</u>		
Sale of land	\$ 1,197,039	\$ 210,000
Interest earnings	2,024	2,106
Administrative fees	946	-
Grant income	-	3,569
Other income	609	-
TOTAL REVENUES	<u>1,200,618</u>	<u>215,675</u>
<u>EXPENSES</u>		
Cost of sales	402,370	33,038
Commission	60,500	-
Professional fees	48,075	25,615
Promotional expenses	-	7,071
Taxes and filing fees	125	125
Property taxes	-	1,710
Insurance	-	1,217
TOTAL EXPENSES	<u>511,070</u>	<u>68,776</u>
Change in net assets	689,548	146,899
Net assets - beginning of year	<u>984,123</u>	<u>837,224</u>
Net assets - end of year	<u>\$ 1,673,671</u>	<u>\$ 984,123</u>

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

HAMBURG NEW YORK LAND DEVELOPMENT CORPORATION
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021	2020
<u>CASH FLOWS FROM OPERATING ACTIVITIES</u>		
Change in net position	\$ 689,548	\$ 146,899
Adjustments:		
Gain on sale of land	(794,669)	(176,962)
Deferred revenue	(176,209)	176,209
NET CASH FLOWS FROM OPERATING ACTIVITIES	(281,330)	146,146
 <u>CASH FLOWS FROM INVESTING ACTIVITIES</u>		
Purchase of land	(2,000)	-
Proceeds from the sale of land	1,197,039	210,000
NET CASH FLOWS FROM INVESTING ACTIVITIES	1,195,039	210,000
 NET CHANGE IN CASH	913,709	356,146
 CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	740,704	384,558
 CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 1,654,413	\$ 740,704

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

HAMBURG NEW YORK LAND DEVELOPMENT CORPORATION
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

Note 1 – Organization

The Hamburg New York Land Development Corporation was created in 2010 under the provisions of the New York Not-for-Profit Corporation Law. Its principal place of business is located at 6122 South Park Ave, Hamburg, NY 14075.

The purpose of the Corporation is to promote community and economic development and the creation of jobs in the not-for-profit and for-profit sectors for the citizens of the Town of Hamburg by developing and providing programs for not-for-profit institutions, manufacturing and industrial businesses and other entities to access low interest tax-exempt and non-tax-exempt financing for their eligible projects. The Corporation is a part of the Hamburg Industrial Development Agency, but is independently run and operated. The Corporation is governed by a volunteer board of directors

Note 2 - Significant Accounting Policies

This summary of significant accounting policies of the Hamburg New York Land Development Corporation, Inc. (the Corporation) is presented to assist in understanding the Corporation's financial statements. The financial statements and notes are representations of the Corporation's management, which is responsible for their integrity and objectivity. These accounting policies conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the financial statements based on guidelines set for nonprofit Corporation.

Basis of Accounting

The Hamburg New York Land Development Corporation uses the accrual basis of accounting for recording transactions. Under this method, revenues are recorded when earned and expenditures are recorded at the time liabilities are incurred.

Basis of Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) in its Accounting Standards Codification (ASC) Topic 958. Under ASC Topic 958, the Corporation is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net Assets Without Donor Restrictions – Net assets without donor restrictions are available for use at the discretion of the Board of Directors (the Board) and/or management for any purpose in performing the primary objectives of the Corporation. From time to time, the Board may designate a portion of these net assets for specific purposes, which makes them unavailable for use at management's discretion.

Net Assets With Donor Restrictions – Net assets with donor restrictions consist of assets whose use is limited by donor-imposed, time and / or purpose restrictions. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Corporation or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Corporation considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. The Corporation maintains cash equivalents in financial institutions which, at times, may exceed federally insured limits. The Corporation has not experienced any losses on such accounts and believes that it is not exposed to any significant credit risk with respect to cash and cash equivalents.

Land Held for Resale

The Corporation acquires land for the purpose of selling the land to businesses for development. The land is recorded at the cost that the Corporation acquires it for. Land held for resale amounted to \$19,258 and \$419,628 for the years ended December 31, 2021 and 2020.

HAMBURG NEW YORK LAND DEVELOPMENT CORPORATION
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

Note 2 – Significant Accounting Policies (cont.)

Deferred Revenue

Deferred revenues represents revenue not yet recognized for deposits made on the sale of land. These amounts are recognized as revenue in future periods as the sale of land is approved and finalized.

Revenue Recognition

The majority of the Corporation's revenue is derived from the sale of land. Revenue is recognized when the title has transferred and risk of ownership has passed. The Corporation recognizes revenue from contracts using the following five-step process: 1) Identify the contract(s) with a customer, 2) Identify the performance obligations in the contract, 3) Determine the transaction price, 4) Allocate the transaction price to the performance obligations in the contract, and 5) Recognize revenue as the Corporation satisfies a performance obligation. The majority of the Corporation's revenue is recognized at a point in time based on the transfer of land to purchasers. Revenue recognized over time primarily consists of performance obligations that are satisfied within one year or less. In addition, the Corporation's contracts do not contain variable consideration and contract modifications are generally minimal.

Income Taxes

The Corporation is tax exempt status under Section 501(c)(3) of the Internal Revenue Code. As a result, the Corporation is not subject to Federal or New York State income taxes on revenue generated from its not-for-profit Activities. The Corporation files its Return of Organization Exempt from Income Tax in the U.S. federal jurisdiction and its Annual Filing of Charitable Organizations in New York State.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Accordingly, actual results could differ from those estimates.

Note 3 - Liquidity and Availability of Resources

The Corporation's financial assets available within one year of the financial position statement date for general expenditures are as follows:

	<u>2021</u>	<u>2020</u>
Cash	\$ 1,654,413	\$ 740,704
Total financial assets available	<u>1,654,413</u>	<u>740,704</u>
Less:		
Amounts unavailable for general expenses within one year	-	-
Total financial assets available for expenses within one year:	<u>\$ 1,654,413</u>	<u>\$ 740,704</u>

Note 4 – Subsequent Events

The Corporation has evaluated events and transactions for potential recognition or disclosure in the financial statements through March 17, 2022, the date the financial statements were available to be issued.