

**Town of Hamburg Industrial Development Agency
Hamburg, New York**

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

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Town of Hamburg Industrial Development Agency
Hamburg, New York 14075

Opinions

We have audited the accompanying financial statements of the governmental activities, and the aggregate remaining fund information of the Town of Hamburg Industrial Development Agency as of and for the years ended December 31, 2021 and 2020, and the related notes to the financial statements, which collectively comprise Town of Hamburg Industrial Development Agency's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, and the aggregate remaining fund information of the Town of Hamburg Industrial Development Agency, as of December 31, 2021 and 2020, and the respective changes in financial position and, where applicable, cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America

Basis for Opinions

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. 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 the Town of Hamburg Industrial Development Agency, 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 opinions.

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 the Town of Hamburg Industrial Development Agency's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

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 opinions. 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 are considered material if there is a substantial likelihood that, individually or

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in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

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 the Town of Hamburg Industrial Development Agency'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 the Town of Hamburg Industrial Development Agency'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.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on page 3 through 6 be presented to supplement the basic financial statements. Section 2925 (6) of Public Authorities Law of the State of New York requires that the Schedule of Agency Investments on page 12 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 18, 2022 on our consideration of the Town of Hamburg Industrial Development Agency'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 Town of Hamburg Industrial Development Agency's internal control over financial reporting and compliance.

Allied CPAs, P.C.

Tonawanda, New York
March 18, 2022

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
MANAGEMENT'S DISCUSSION AND ANALYSIS
DECEMBER 31, 2021 AND 2020

This section of the Hamburg Industrial Development Agency's (the "Agency") annual financial report presents a discussion and analysis of the Agency's financial performance during the fiscal years ended December 31, 2021 and 2020. Please read it in conjunction with the Agency's basic financial statements following this section.

FINANCIAL HIGHLIGHTS

- The assets of the Agency exceeded liabilities at the close of the 2021 and 2020 fiscal years by \$1,065,015 and \$652,221, respectively (net position). These entire amounts (unrestricted net position) may be used to meet ongoing obligations.

- The Agency's total net position increased by \$412,794.

OVERVIEW OF THE FINANCIAL STATEMENTS

This annual report includes the independent auditors' report, management discussion and analysis, and the basic financial statements of the Agency.

Required Financial Statements - The basic financial statements are prepared using the accrual basis of accounting. This provides an indication of the Agency's financial health. The basic financial statements include:

The statement of net position shows all assets, liabilities and net position. The statement of net position can be found on page 7 of this report.

The statement of activities shows the financial activity for 2021 and 2020 and displays how this financial activity changes the Agency's net position. The statement of activities and changes in net position can be found on page 8 of this report.

The statement of cash flows shows the cash provided and used during 2021 and 2020 and how it affects cash balances at December 31, 2021 and 2020. The statement of cash flows can be found on page 9 of this report.

The notes to the basic financial statements provide information regarding the Agency and explain in more detail some of the information in the basic financial statements. The notes can be found on pages 10 - 11 of this report.

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
MANAGEMENT'S DISCUSSION AND ANALYSIS
DECEMBER 31, 2021 AND 2020

FINANCIAL ANALYSIS

As noted earlier, net position may serve, over time, as a useful indicator of the Agency's financial position. In the case of the Agency, assets exceeded liabilities by \$1,065,015 at the close of the most recent fiscal year.

Summary of Hamburg Industrial Development Agency's Net Position

	Total Activities 12/31/2021	Total Activities 12/31/2020
Current assets	\$ 1,065,015	\$ 652,221
TOTAL ASSETS	\$ 1,065,015	\$ 652,221
 <u>NET POSITION</u>		
Unrestricted	\$ 1,065,015	\$ 652,221
TOTAL NET POSITION	\$ 1,065,015	\$ 652,221

The entire portion of the Agency's current and other assets are comprised of cash and cash equivalents.

The entire portion of the Agency's net position of \$1,065,015 (100.0%) represents unrestricted net position, which may be used to meet the Agency's ongoing obligations.

At the end of the year, the Agency is able to report a positive balance in its net position. The following table indicates the changes in net position for the Agency's activities:

Summary of Hamburg Industrial Development Agency's Changes in Net Position

	2021	2020
<u>REVENUES</u>		
PROGRAM REVENUES:		
Charges for services	\$ 599,770	\$ 99,513
GENERAL REVENUES:		
Town of Hamburg contributions	-	5,000
Interest earnings	1,475	3,350
TOTAL REVENUES	\$ 601,245	\$ 107,863
 <u>EXPENSES</u>		
Salaries and benefits	\$ 152,032	\$ 129,605
General and administrative	36,419	27,475
TOTAL EXPENSES	188,451	157,080
 CHANGE IN NET POSITION	 412,794	 (49,217)
 NET POSITION - BEGINNING OF YEAR	 652,221	 701,438
 NET POSITION - END OF YEAR	 \$ 1,065,015	 \$ 652,221

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
MANAGEMENT'S DISCUSSION AND ANALYSIS
DECEMBER 31, 2021 AND 2020

The following table presents the amount of revenue from various sources, as well as, increases or decreases from the prior year:

	<u>2021</u> <u>Amount</u>	<u>Percent</u> <u>of Total</u>	<u>2020</u> <u>Amount</u>	<u>Amount of</u> <u>Increase</u> <u>(Decrease)</u>	<u>Percent of</u> <u>Increase</u> <u>(Decrease)</u>
<u>REVENUES:</u>					
Administrative fees	\$ 597,770	99.42%	\$ 97,013	\$ 500,757	516.18%
Application fees	2,000	0.33%	2,500	(500)	-20.00%
Program fees	-	0.00%	5,000	(5,000)	100.00%
Interest income	1,475	0.25%	3,350	(1,875)	-55.97%
TOTAL REVENUES	\$ 601,245	100.00%	\$ 107,863	\$ 493,382	457.42%

The following provides an explanation of revenues that have changed significantly over the prior year:

Administrative fees and application fees – The change was due to an increase in fees collected in the current year due to a new project in the Town.

Expenditures by Function

	<u>2021</u> <u>Amount</u>	<u>Percent</u> <u>of Total</u>	<u>2020</u> <u>Amount</u>	<u>Amount of</u> <u>Increase</u> <u>(Decrease)</u>	<u>Percent of</u> <u>Increase</u> <u>(Decrease)</u>
<u>EXPENSES:</u>					
Salaries and benefits	\$ 152,032	80.67%	\$ 129,605	\$ 22,427	17.30%
General operating	36,419	19.33%	27,475	8,944	32.55%
TOTAL EXPENSES	\$ 188,451	100.00%	\$ 157,080	\$ 31,371	19.97%

The following provides an explanation of the expenditures that changed significantly over the prior year:

General operating – The change was due to an increase in operating activities during the current year.

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
MANAGEMENT'S DISCUSSION AND ANALYSIS
DECEMBER 31, 2021 AND 2020

The current year and previous year change in net position is presented below:

Statement of Revenues, Expenses and Changes in Net Position

	<u>2021</u>	<u>2020</u>
Revenues	\$ 601,245	\$ 107,863
Expenditures	188,451	157,080
CHANGE IN NET POSITION	412,794	(49,217)
NET POSITION - BEGINNING OF YEAR	<u>652,221</u>	<u>701,438</u>
NET POSITION - END OF YEAR	<u>\$ 1,065,015</u>	<u>\$ 652,221</u>

CAPITAL ASSETS AND DEBT ADMINISTRATION

Capital Assets - The Agency's investment in capital assets for its activities was \$0 for both 2021 and 2020.

Long-term Debt - At December 31, 2021 and 2020, the Agency had no long-term debt.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Agency's finances for all those with an interest in the Agency's finances. Questions concerning any of the information provided in this report, or requests for additional financial information, should be addressed to: Hamburg Industrial Development Agency, 6122 South Park Avenue, Hamburg, NY 14075.

FINANCIAL STATEMENTS

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
STATEMENTS OF NET POSITION
DECEMBER 31, 2021 AND 2020

ASSETS

	<u>2021</u>	<u>2020</u>
<u>CURRENT ASSETS</u>		
Cash and cash equivalents	\$ 1,065,015	\$ 652,221
TOTAL ASSETS	\$ 1,065,015	\$ 652,221

NET POSITION

<u>NET POSITION</u>		
Unrestricted	\$ 1,065,015	\$ 652,221
TOTAL NET POSITION	\$ 1,065,015	\$ 652,221

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

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
STATEMENTS OF ACTIVITIES AND CHANGES IN NET POSITON
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021	2020
<u>OPERATING REVENUES</u>		
Administrative and application fees	\$ 599,770	\$ 99,513
Program fees	-	5,000
TOTAL OPERATING REVENUES	599,770	104,513
<u>OPERATING EXPENSES</u>		
Salaries and benefits	152,032	129,605
Other operating expenses	36,419	27,475
TOTAL OPERATING EXPENSES	188,451	157,080
OPERATING INCOME	411,319	(52,567)
<u>NON-OPERATING REVENUES</u>		
Interest earnings	1,475	3,350
TOTAL NON-OPERATING REVENUES	1,475	3,350
CHANGE IN NET POSITION	412,794	(49,217)
NET POSITION - BEGINNING OF YEAR	652,221	701,438
NET POSITION - END OF YEAR	\$ 1,065,015	\$ 652,221

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

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021	2020
<u>CASH FLOWS FROM OPERATING ACTIVITIES</u>		
Cash received from services provided	\$ 599,770	\$ 104,513
Payments made for operating costs	(188,451)	(157,080)
NET CASH FLOWS FROM OPERATING ACTIVITIES	411,319	(52,567)
 <u>CASH FLOWS FROM INVESTING ACTIVITIES</u>		
Interest income	1,475	3,350
NET CASH FLOWS FROM INVESTING ACTIVITIES	1,475	3,350
 CHANGE IN NET POSITION	 412,794	 (49,217)
 CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	 652,221	 701,438
 CASH AND CASH EQUIVALENTS - END OF YEAR	 \$ 1,065,015	 \$ 652,221

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

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

Note 1 - Summary of Significant Accounting Policies

This summary of significant accounting policies of the Town of Hamburg Industrial Development Agency (the Agency) is presented to assist in understanding the Agency's financial statements. The financial statements and notes are representations of the Agency's management, which is responsible for their integrity and objectivity. The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America. 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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Organization and Purpose

The Agency is a public benefit corporation and was created in 1987 in accordance with Article 18-A of New York State General Municipal Law for the purpose of encouraging financially sound companies to locate and expand in the Town of Hamburg, New York, Village of Hamburg, New York and the Village of Blasdell, New York. The Agency is a separate entity and operates independently of the Town of Hamburg, New York.

Basis of Accounting

The financial statements of the Agency have been prepared in conformity with accounting principles generally accepted in the United States of America. The accounts of the Agency are maintained on the accrual basis of accounting.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Agency considers all certificates of deposit and money market funds purchased with a maturity date of three months or less to be cash equivalents for statements of cash flows purposes.

Income Taxes

The Agency is exempt from federal, state and local income taxes.

Industrial Development Revenue Bond Transactions

Industrial development revenue bonds issued by the Agency are secured by the properties which are in turn leased to client companies. The bonds are retired by lease payments and are not obligations of the Agency. The Agency does not record the assets or liabilities resulting from completed bond issues in its accounts since its primary function is to arrange the financing between the borrowing companies and the bondholders. Funds arising there from are controlled by trustees or banks acting as fiscal agents. For providing this service, the Agency receives bond administrative fees from the borrowing companies. Such fees are recognized immediately upon issuance of the bonds.

Lease Agreements

Lease agreements are used for projects when no financing is needed. Typically the project is financed internally by the company or developer. The Agency does not record the assets or liabilities resulting from these activities in its accounts since its primary function is to arrange the financing. Funds arising there from are controlled by trustees and banks acting as fiscal agents. For providing this service, the Agency receives administrative fees from the borrowing companies. Such fees are recognized when earned.

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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

Note 2 - Cash and Cash Equivalents

The Agency's investment policies are governed by New York State statutes. Agency monies must be deposited in FDIC insured commercial banks or trust companies located within the state. The Treasurer is authorized to use only demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. Treasury, and obligations of New York State or its localities.

Collateral is required for demand deposits and certificates of deposit at 102% of the amount of all deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations of the United States and its agencies and obligations of the state and its municipalities and school districts.

Unrestricted cash and cash equivalents are comprised of the following:

	2021	2020
Cash on deposit - demand accounts	\$ 1,065,015	\$ 652,221
TOTAL CASH	\$ 1,065,015	\$ 652,221

Unrestricted cash and investments at December 31, 2021 and 2020 were entirely covered by federal depository insurance or by collateral held by the Agency's custodial bank in the Agency's name.

	December 31, 2021		December 31, 2020	
	Bank Balance	Book Amount	Bank Balance	Book Amount
Insured (FDIC)	\$ 250,000	\$ 250,000	\$ 289,126	\$ 250,000
Uninsured:				
Collateralized	816,118	815,015	363,098	402,221
TOTAL DEPOSITS	\$ 1,066,118	\$ 1,065,015	\$ 652,224	\$ 652,221

Note 3 – Subsequent Events

The Agency has evaluated events and transactions for potential recognition or disclosure in the financial statements through March 18, 2022, which is the date the financial statements were available to be issued.

SUPPLEMENTARY INFORMATION

TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
SCHEDULE OF AGENCY INVESTMENTS
FOR THE YEAR ENDED DECEMBER 31, 2021

Annual Investment Report

Section 2925 (6) of Public Authorities Law of the State of New York requires that each public authority must annually prepare an investment report which shall include (a) investment guidelines, (b) amendments to such guidelines since the last investment report, (c) an explanation of the investment guidelines and amendments, (d) results of the annual independent audit, (e) the investment income record of the Agency, and (f) a list of the total fees, commissions or other charges paid to each investment banker, broker, dealer and advisor rendering investment associated services to the Agency since the last investment report.

- a. Investment guidelines – The Agency’s investment policy was adopted by the Board of Directors.
- b. Amendments to guidelines – None
- c. Explanation of guidelines and investments – The Agency has not made any amendments to its investment policy, which restricts investments to money market accounts and certificates of deposit.
- d. Results of the annual independent audit – The independent auditors have issued an unqualified opinion on the Agency’s financial statements for the year ended December 31, 2021.
- e. Investment income record – Investment income for the year ended December 31, 2021 consisted of:

INTEREST EARNED

Bank on Buffalo	\$ <u>1,475</u>
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- f. List of the total fees, commissions or other charges paid to each investment banker, broker, dealer and advisor rendering investment associated services to the Agency since the last investment report – No such fees or commissions were paid during the year ended December 31, 2021.
- g. *Real Property List* – Section 2896 (3) of Public Authorities Law of the State of New York requires that each public authority must, at least annually, a report listing all real property of the authority. The Agency did not acquire or sell real property during the year.
- h. *Real Property Acquisitions/Dispositions* – During the year ended December 31, 2021, the Agency did not acquire or dispose of any real property.



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

To the Board of Directors
Town of Hamburg Industrial Development Agency
Hamburg, New York 14075

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 governmental activities and the aggregate remaining fund information of the Town of Hamburg Industrial Development Agency, as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise the Town of Hamburg Industrial Development Agency's basic financial statements, and have issued our report thereon dated March 18, 2022.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Town of Hamburg Industrial Development Agency's internal control over financial reporting (internal controls) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Agency'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 entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or, significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether Town of Hamburg Industrial Development Agency's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. 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*.

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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 entity'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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Allied CPAs, P.C.

Tonawanda, New York
March 18, 2022