



**GATEWAY ECONOMIC DEVELOPMENT CORPORATION
CUYAHOGA COUNTY**

REGULAR AUDIT

FOR THE YEAR ENDED DECEMBER 31, 2006



Mary Taylor, CPA
Auditor of State

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

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Mary Taylor, CPA

Auditor of State

INDEPENDENT ACCOUNTANTS' REPORT

Members of the Board of Trustees
Gateway Economic Development Corporation of Greater Cleveland
Cuyahoga County
758 Bolivar Road
Cleveland, Ohio 44115

We have audited the accompanying basic financial statements of the business-type activities of Gateway Economic Development Corporation of Greater Cleveland, Cuyahoga County, Ohio, (Gateway) as of and for the year ended December 31, 2006, as listed in the table of contents. These financial statements are the responsibility of Gateway's management. Our responsibility is to express opinions 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 the Comptroller General of the United States' *Government Auditing Standards*. Those standards require that we plan and perform the audit to reasonably assure whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audit provides a reasonable basis for our opinions.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities of Gateway Economic Development Corporation of Greater Cleveland, Cuyahoga County, Ohio, as of December 31, 2007, and the changes in financial position and cash flows, for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated June 15, 2007, on our consideration of Gateway's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. While we did not opine on the internal control over financial reporting or on compliance, that report describes the scope of our testing of internal control over financial reporting and compliance and the results of that testing. That report is an integral part of an audit performed in accordance with *Government Auditing Standards*. You should read it in conjunction with this report in assessing the results of our audit.

Management's Discussion and Analysis is not a required part of the basic financial statements but is supplementary information accounting principles generally accepted in the United States of America requires. We have applied certain limited procedures, consisting principally of inquiries of management regarding the methods of measuring and presenting the required supplementary information. However, we did not audit the information and express no opinion on it.

A handwritten signature in black ink that reads "Mary Taylor". The signature is written in a cursive, flowing style.

Mary Taylor, CPA
Auditor of State

June 15, 2007

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

Management's Discussion and Analysis
For the Year Ended December 31, 2006
(Unaudited)

The discussion and analysis of the Gateway Economic Development Corporation of Greater Cleveland provides an overall review of the Company's financial activities for the year ended December 31, 2006. The intent of the discussion and analysis is to look at the company's financial performance as a whole; readers should also review the basic financial statements and the notes to the basic financial statements to enhance their understanding of the Company's financial performance.

Financial Highlights

Key financial highlights for 2006 are as follows:

- The most significant financial highlight positively affecting Gateway for the third year is the continued stability resulting from the new improved leases with both teams. The signed Memoranda of Understanding with each team provides Gateway a predictable stream of revenue from the teams that covers all Gateway's operating expenses and places responsibility for most capital repairs on the teams.
- The refinancing of the Subordinate Excise Tax Refunding Notes in 2004 has provided Gateway with the funds to make capital improvements in and around Gateway, including security cameras, security radios and moving bollards.
- Total Operating Revenues totaled \$24,883,994 for the year.
- Total Operating Expenses decreased by \$1,620,833
- The Luxury Excise Tax Revenues ended August 1, 2005, however, a residual payment was received in 2006.

Using this Annual Financial Report

This annual report consists of financial statements and notes to those statements. These statements are organized so the reader can understand Gateway Economic Development Corporation of Greater Cleveland as a financial whole.

The Statement of Net Assets and the Statement of Revenues, Expenses and Change in Net Assets provide information about the activities of Gateway. Gateway only has one major fund for business-type activities.

Statement of Net Assets and Statement of Revenues, Expenses and Changes in Net Assets

While this document contains information about the funds used to provide service to the City, County, the teams and taxpayers, the view of Gateway as a whole looks at all financial transactions and asks the question, "How did we do financially during 2006?" The Statement of Net Assets and The Statement of Revenues, Expenses and Changes in Net Assets answer this question. These statements include all assets and liabilities using the accrual basis of accounting. This basis of accounting takes into accounts all of the current year's revenues and expenses regardless of when the cash is received.

These statements report Gateway's net assets and the change in those assets. This change in net assets is important because it tells the reader whether, Gateway has improved or diminished.

- Business Activities – Gateway is a Non-Profit 501(c)(3) Corporation created to own, finance, construct and operate the Gateway Sports Complex by overseeing services such as maintenance, security and other capital repairs at the Gateway Sports Complex.

Notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

Management's Discussion and Analysis
For the Year Ended December 31, 2006
(Unaudited)

Business-wide financial analysis.

Table 1 provides a summary of Gateway's net assets for 2006 and 2005 Business Activities.

**Table 1
NET ASSETS**

	<u>2006</u>	<u>2005</u>
ASSETS:		
Current Assets-Unrestricted	\$ 173,607	\$ 172,135
Current Assets-Restricted	7,080,075	6,962,994
Non-Current Assets Deferred Costs, Net	205,015,555	212,355,264
Total Assets	\$ 212,269,237	\$ 219,490,393
LIABILITIES:		
Current Liabilities	\$ 11,196,161	11,026,041
Non-Current Liabilities	293,068,221	291,785,072
Total Liabilities	\$ 304,264,382	\$ 302,811,113
Net Assets		
Invested in Capital Assets, net of Related Debt	\$ (92,453,553)	\$ (80,873,451)
Restricted for Debt Service	7,080,075	6,962,994
Unrestricted	(6,621,667)	(9,410,263)
Total Net Assets	\$ (91,995,145)	\$ (83,320,720)

In the case of Gateway, the majority of all assets and liabilities are capital related. As a result, the depreciation, amortization and interest expense have a significant impact on the Total Net Assets. The majority of the change is due to increases in capital investment in the Arena.

Total Liabilities at \$304,264,382 increased by \$1,453,269, mainly due to an increase in accrued interest.

Net Assets for 2006 totaled (\$91,995,145). Increases in this deficit were mainly due to depreciation and amortization in operating expenses.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
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Management's Discussion and Analysis
For the Year Ended December 31, 2006
(Unaudited)

Table 2 shows the changes in Net Assets for the year ended December 31, 2006. Gateway implemented GASB statement no. 34, basic financial statements three years ago.

**Table 2
Statement of Revenues, Expenses and Changes in Net Assets
As of December 31, 2006**

	<u>2006</u>	<u>2005</u>
Operating Revenues		
Lease Income	\$ 23,339,338	\$ 14,437,420
Other	1,544,656	1,551,355
	<hr/>	<hr/>
Total Operating Revenues	24,883,994	15,988,775
Operating Expenses		
Administrative and General	6,686,730	5,437,361
Depreciation and Amortization	17,807,709	17,262,061
Salaries and Related Expenses	449,800	410,059
Professional Fees	41,441	59,939
Property Tax Expense	1,032,733	1,103,718
Security Expense	645,420	650,621
Repairs and Maintenance	5,299,082	8,659,989
Total Operating Expense	<hr/> 31,962,915	<hr/> 33,583,748
Operating Loss	(7,078,921)	(17,594,973)
Non-Operating Revenues		
Luxury Tax	1,210,051	9,965,468
Premium Seating Revenue	3,240,157	2,789,224
Interest Income	2,524,583	2,612,605
Incremental Transient Occup. Tax Credit	212,180	212,180
Other Non-Operating Revenue	3,191,250	-
Total Non-Operating Revenues	<hr/> 10,378,221	<hr/> 15,579,477
Non-Operating Expenses		
Interest Expense	11,973,725	11,974,094
Total Non-Operating Expense	<hr/> 11,973,725	<hr/> 11,974,094
Net Non-Operating Income	\$(1,595,504)	3,605,383
Net Assets		
Net Decrease in Net Assets	(8,674,425)	(13,989,590)
Total Net Assets at Beginning of Year	(83,320,720)	(69,331,130)
Total Net Assets at End of Year	<hr/> \$ (91,995,145) <hr/>	<hr/> \$ (83,320,720) <hr/>

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
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Management's Discussion and Analysis
For the Year Ended December 31, 2006
(Unaudited)

As of August 1, 2005 the Luxury tax revenue for Gateway ended. Receipts were received by the bond trustees thru a portion of 2006. The amount received for 2005 and 2006 was \$9,965,468 and \$1,210,051, respectively. These funds were used to pay for the Senior Lien Excise Tax Refunding Bonds and Subordinated Excise Tax Refunding Bonds. These bonds were paid off during 2005. The remaining funds were applied to debt servicing obligations with the County.

Lease income for 2006 and for the prior year 2005 changed as a result of the Memoranda of Understanding effective as of January 1, 2004 between Gateway and the Cleveland Indians and Gateway and the Cleveland Cavaliers, which modified the provision of the existing leases. The teams also agreed to pay most of the capital repairs. For 2006 Gateway's total operating budget of \$3,028,636 was paid by the teams pursuant to the Memoranda of Understanding.

Operating expenses for 2006 totaled \$31,962,915 which represents a decrease of \$1,620,833 from the prior year. With new agreements in place it has been determined that the amount of prepaid rent by Quicken Loans Arena could only be recovered as a credit against future rent obligations. Since the requirement to recognize prepaid rent is not an obligation of the city or county and any prepaid rent would be extinguished at the end of the lease there is no possible circumstance where this could be a liability of Gateway to be paid to Quicken Loans Arena.

General Budget Highlights

Administration, maintenance and security of Gateway fall under the direction of its Executive Director and staff. Gateway staff under the new Memorandum of Understanding now prepares a detailed operating budget for both teams and a consolidated budget that is reviewed with the teams as well as Gateway's Board of Directors. This budget, once approved, is analyzed and reviewed on a quarterly basis with the teams. Financial reports are also submitted to the Board members monthly and reviewed at quarterly meetings. Gateway also has oversight of capital repairs for both teams.

**Table 3
Capital Assets
Net of Accumulated Depreciation**

	<u>2006</u>	<u>2005</u>
Land	\$ 23,108,049	\$ 23,108,049
Building & Improvements		
Ballpark	54,371,821	62,165,101
Arena	77,935,473	82,372,983
Site	13,339,250	15,246,966
Equipment		
Ballpark	6,760,133	7,962,521
Arena	11,465,950	2,284,706
Site	7,500	7,500
Furniture & Fixtures		
Ballpark	-	-
Arena	-	-
Site	-	-
Capital Costs	13,639,414	14,430,104
Other	28,012	35,444
Total	<u>\$ 200,655,602</u>	<u>\$ 207,613,374</u>

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

Management's Discussion and Analysis
For the Year Ended December 31, 2006
(Unaudited)

Capital Assets

Gateway's investment in capital assets for its activities as of December 31, 2006 amount to \$200,655,602. Although capital assets decreased by \$6,957,772 it included new capital assets in Quicken Arena such as: New Scoreboard, Video Control Room, Sport lighting, new seating and suite renovation. This investment in capital assets includes land, both sports facilities and equipment, site-work and furniture.

Table 4 below summarizes Gateway's long-term loan obligations outstanding

**Table 4
Outstanding Long-Term Obligations at Year End**

	<u>2006</u>	<u>2005</u>
Bonds Payable:		
Stadium Revenue Refunding Bonds, Series 2004A Term Bonds due September 15, 2014	\$ 21,590,000	\$ 23,835,000
Stadium Revenue Refunding Bonds, Series 2004B Bonds Term Bonds due September 15, 2014	800,000	900,000
Notes Payable: Cuyahoga County	196,059,505	193,510,496
State of Ohio (\$4 million assumed from the Greater Cleveland New Stadium Corporation)	4,000,000	4,000,000
Cleveland Development Partnership	31,934,000	31,934,000
Cleveland Foundation/Cuyahoga County	<u>1,750,000</u>	<u>1,750,000</u>
Subtotal	256,133,505	255,929,496
Less-Current Portion	(6,290,000)	(6,090,000)
Less-Unamortized Discount	(2,368)	(2,939)
Total	<u>\$ 249,841,137</u>	<u>\$ 249,836,557</u>

At the end of 2006, Gateway had Long Term Obligations outstanding of \$249,841,137. Additional information on Gateway's long term debt can be found in the footnote section. Of this amount, Gateway's current loan with the County has a balance of \$196,059,505. Gateway intends to fully comply with it's obligation under the revolving loan agreement and its obligation to make "net Revenue" payments to the County. However, based on historical trends, Gateway may and probably will not be able to pay back this amount to Cuyahoga County.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
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Management's Discussion and Analysis
For the Year Ended December 31, 2006
(Unaudited)

Economic Factors and Next Year's 2007 Budget

On February 2, 2004 Gateway announced that the organization had reached agreements to restructure the leases with the Cleveland Cavaliers and Cleveland Indians that secured Gateway's financial standing and insure the upkeep of the team's facilities. The Memorandum of Understanding provided Gateway for the first time, a predictable stream of revenue from the teams that covers all Gateway's operating expenses and places responsibility for most capital repairs on the teams. The new agreement also called for refinancing of stadium revenue bonds to take advantage of low rates that will generate funds to help cover the capital needs of Jacobs Field.

As we look back at both 2006 and 2005 the signed Memorandum's of Understanding, the agreements have worked exactly as anticipated. Gateway has had a predictable stream of revenue to cover its expenses and the teams have been very cooperative. With the completion of the second year of a ten year Memoranda of Understanding between Gateway and The Cleveland Indians, and Gateway and The Cleveland Cavaliers, Gateway and the teams have proven that the new agreement is acceptable to all involved. Gateway's bond payments and State of Ohio's notes payable are covered by the Memorandum's of Understanding. Gateway's notes payable with the County, the Cleveland Development Partnership, and Cleveland Foundation/Cuyahoga County are revolving loan agreement and its obligation is to make "net Revenue" payments to each entity. However, based on historical trends, Gateway may and probably will not be able to pay back these note payable amounts.

Gateway's belief that these agreements would protect the financial interests of Gateway for the foreseeable future has proved to be true. This agreement also protects the taxpayer's investment in the facilities through city and county investment without asking the county or city taxpayers to subsidize Gateway operations. The teams have approved Gateway's 2007 operations budget totaling \$3,165,586. Included in this budget are additional funds to cover assessments totaling \$98,670 to participate in the New Business Improvement District. This represents the second year of the Business Improvement District. The teams forward these payments at the beginning of each quarter.

Contacting Gateway's Financial Management

The financial report is designed to provide the city, county, taxpayers and any other interested parties with a general overview of Gateway's finances. If you have any questions about this report or need additional information, contact Gateway's Executive Director, Todd Greathouse at Gateway Economic Development Corporation of Greater Cleveland, 758 Bolivar, Cleveland, Ohio 44115, and phone no. 216-420-4071.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION
OF GREATER CLEVELAND**

*Statement of Net Assets
As of December 31, 2006*

Assets

Current Assets - Unrestricted

Cash and Cash Equivalents	\$ 76,439
Receivables:	
Interest	7,594
Prepaid Expenses and Other Assets	89,574
	<u>173,607</u>

Current Assets-Restricted

Restricted Cash and Cash Equivalents	<u>7,080,075</u>
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Total Current Assets 7,253,682

Non-Current Assets

Deferred Costs, Net	4,359,953
Sports Facility Project:	
Land	23,108,049
Stadium	179,854,745
Arena	166,775,691
Site	40,195,778
Capitalized Costs	23,720,720
Furniture, Fixtures and Equipment	201,698
	<u>438,216,634</u>

Less: Accumulated Depreciation	<u>233,201,079</u>
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Sports Facility Project, Net 205,015,555

Total Assets \$ 212,269,237

See accompanying notes to the basic financial statements.

(Continued)

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION
OF GREATER CLEVELAND**

*Statement of Net Assets
As of December 31, 2006*

Liabilities

Current Liabilities

Accrued Expenses	\$ 48,793
Property Taxes Payable	995,363
Accrued Interest	283,485
Current Portion of Long Term Debt	6,290,000
Current Portion of Deferred Revenue	<u>3,578,520</u>

Total Current Liabilities 11,196,161

Non Current Liabilities

Long Term Debt, Less Current Portion	249,841,137
Long Term Accrued Interest	36,694,533
Deferred Revenue, Less Current Portion	6,292,551
Refundable Deposits	<u>240,000</u>

Total Long-term Liabilities 293,068,221

Total Liabilities 304,264,382

Net Assets

Invested in Capital Assets, net of related debt	(92,453,553)
Restricted for Debt Service	7,080,075
Unrestricted	<u>(6,621,667)</u>

Total Net Assets \$ (91,995,145)

See accompanying notes to the basic financial statements.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION
OF GREATER CLEVELAND**
*Statement of Revenues, Expenses and Changes in Net Assets
For the Year Ended December 31, 2006*

Operating Revenues	
Lease Income	\$ 23,339,338
Other	1,544,656
Total Operating Revenues	<u>24,883,994</u>
Operating Expenses	
Administrative and General	6,686,730
Depreciation and Amortization	17,807,709
Salaries and Related Expenses	449,800
Professional Fees	41,441
Property Tax Expense	1,032,733
Security Expense	645,420
Repairs and Maintenance	5,299,082
Total Operating Expense	<u>31,962,915</u>
Operating Loss	(7,078,921)
Non-Operating Revenues	
Luxury Tax	1,210,051
Premium Seating Revenue	3,240,157
Interest Income	2,524,583
Incremental Transient Occupancy Tax Credit	212,180
Other Non-Operating Revenue	3,191,250
Total Non-Operating Revenues	<u>10,378,221</u>
Non-Operating Expenses	
Interest Expense	<u>11,973,725</u>
Total Non-Operating Expense	11,973,725
Net Non-Operating Income	<u>(1,595,504)</u>
Net Assets	
Net Decrease in Net Assets	(8,674,425)
Total Net Assets at Beginning of Year	<u>(83,320,720)</u>
Total Net Assets at End of Year	<u><u>\$ (91,995,145)</u></u>

See accompanying notes to the basic financial statements.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION
OF GREATER CLEVELAND**

*Statement of Cash Flows
For the Year Ended December 31, 2006*

Cash Flows from Operating Activities

Cash Received from Lease Advances	\$ 13,496,065
Cash Received from Other Revenue	1,291,024
Cash Paid for Administrative and General	(167,330)
Cash Paid for Salaries and Related Expenses	(441,930)
Cash Paid for Professional Fees	(41,441)
Cash Paid for Property Tax Expense	(1,103,931)
Cash Paid for Security Expense	(645,420)
Cash Paid for Repairs and Maintenance	(2,007,437)
Net Cash Provided by Operating Activities	<u>10,379,600</u>

Cash Flows from Non-Capital Financing Activities

Cash Received from Premium Seating Revenue	<u>3,174,888</u>
Net Cash Provided by Non-Capital Financing Activities	3,174,888

Cash Flows from Capital and Related Financing Activities

Proceeds from Luxury and Occupancy Tax	1,422,231
Investment Income Received	2,545,807
Interest Expense	(7,555,975)
Arena Capital Improvements	(10,467,429)
Increase in Deferred Revenue	435,038
Proceeds from Notes Payable	2,549,009
Principal Paid on Bonds Payable	(2,345,000)
Net Cash Provided by Capital and Related Financing Activities	<u>(13,416,319)</u>

Net Increase in Cash and Cash Equivalents 138,169

Cash and Cash Equivalents at Beginning of Year 7,018,345

Cash and Cash Equivalents at End of Year \$ 7,156,514

Reconciliation of Operating (Loss) to Net Cash (Used) by Operating Activities

Operating (Loss)	\$ (7,078,921)
Adjustments to Reconcile to Net Cash Provided by Operating Activities:	
Depreciation and amortization	17,807,709
Net Changes in Operating Assets and Liabilities:	
(Decrease) in Prepaid Expenses and Other Assets	(1,608)
(Decrease) in Accounts Payable	(30,620)
(Decrease) in Accrued Expenses	7,870
(Decrease) in Property Taxes Payable	(71,198)
Increase in Deferred Revenue	(253,632)
Net Cash (Provided) by Operating Activities	<u><u>\$ 10,379,600</u></u>

See accompanying notes to the basic financial statements.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006**

1. DESCRIPTION OF THE REPORTING ENTITY AND BASIS OF PRESENTATION

Gateway Economic Development Corporation of Greater Cleveland (Gateway) was incorporated on May 31, 1990 and is a governmental not-for-profit corporation legally separate from any other entity. Gateway, the City of Cleveland, and Cuyahoga County have entered into a three party agreement, whereby Gateway is authorized to construct, own, and provide for the operation of the sports facility, which includes a baseball stadium, arena and a joint development site (the Project). Substantially all of Gateway's assets are restricted as to use.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Basis of Accounting

Gateway follows the accrual basis of accounting whereby revenues are recognized when they are earned and become measurable and expenses are recognized where they are incurred.

Gateway applies a flow of economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operation of the fund are included on the balance sheet. The Statement of Activity presents increases (e.g., revenues) and decreases (e.g., expenses) in fund equity.

Basis of accounting refers to when revenues and expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to timing of the measurements made.

B. Cash and Cash Equivalents

Cash received by Gateway is deposited into checking accounts for short-term needs or investment accounts under the direction of trustees appointed through the various financing agreements in order to pay long-term debt principal and interest. For presentation on the balance sheet, investments with an original maturity of three months or less are considered cash equivalents.

C. Investments

Investments are stated at fair value per GASB Statement No. 31, "Accounting and Financial Reporting for Certain Investments and for External Investment Pools."

D. Sports Facility Project

Costs directly attributable to the stadium, arena and site are separately classified in the financial statements. Joint or common costs are allocated to the project components based upon management's allocation. The Stadium and Arena were substantially completed April 1, 1994 and September 15, 1994, respectively.

The sports facility project is recorded on the basis of cost and is depreciated on a straight-line basis over the estimated useful life of each class of depreciable asset. Normal maintenance and repair costs are expensed as incurred.

Land contributed to Gateway in 1990 includes the acquisition and demolition cost of obtaining the land by Greater Cleveland New Stadium Corporation.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

E. Federal Taxes

Gateway is exempt from federal taxes under Section 501(c)(3) of the Internal Revenue Code.

F. Net Assets

Net assets represent the difference between assets and liabilities. Net assets invested in capital assets net of related debt consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of any borrowing used for the acquisition, construction or improvement of those assets. Net assets are reported as restricted when there are limitations imposed on their use either through constitutional provisions or enabling legislation or through external restrictions imposed by creditors, grantors or laws or regulations of other governments.

Gateway applies restricted resources when an expense is incurred for purposes for which both restricted and unrestricted net assets are available.

G. Operating Revenues and Expenses

Operating revenues are those revenues that are generated directly from primary activities of the proprietary fund. For Gateway, these revenues are lease income and naming rights revenue. Revenues and expenses not meeting these definitions are reported as non-operating.

3. LUXURY TAX

Effective August 1, 1990, Cuyahoga County (the County) began to levy excise taxes on sales of liquor, cigarettes, beer, wine and mixed beverages in the County and will continue to do so for a period of fifteen years. Accordingly, as of August 1, 2005 the excise tax revenue has ended. Under the terms of the three party agreement between, Gateway, the City of Cleveland, and Cuyahoga County, the County has agreed to contribute the entirety of the luxury tax revenues to the payment of the costs of the sports facility and operations of Gateway during the capitalized interest period, which is equivalent to the construction period. After the capitalized interest period, the County pledged the luxury tax revenues to the payment of debt service obligations of Gateway and to pay costs of the sports facility. Any balance of such revenues is to be used to pay the costs of related economic development projects of the City of Cleveland.

Luxury tax receipts are transferred immediately upon receipt by the County to a bailee of luxury tax creditors (including the bond trustees). It is the duty of the bailee, by agreement to safe keep the luxury tax receipts, to invest the receipts and hold investment income, and to distribute luxury tax receipts only to those creditors entitled to receive the luxury taxes.

4. DEPOSITS AND INVESTMENTS

Gateway may invest the proceeds of various bond offerings (see Note 7) in authorized securities and deposits, including obligations of the federal government and its agencies, deposits with financial institutions, and other securities permitted by Gateway's financing agreements.

Gateway records the government securities held in the Stadium Revenue Bond Funds at their fair value. Based upon the terms of the Debt Service Deposit Agreement, the following summarizes the balances in funds established by the trust indentures, at their amortized costs, at December 31, 2006:

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

4. DEPOSITS AND INVESTMENTS (Continued)

	Bond Fund	Reserve Fund	Total
Stadium Revenue Refunding Series A	\$1,947	\$ 3,428,319	\$ 3,430,266
Stadium Revenue Refunding Series B	87	103,810	103,897
	\$ 2,034	\$ 3,532,129	\$ 3,534,163

Cash on hand: At year-end, Gateway had \$200 in undeposited cash on hand, which is included in the balance sheet of Gateway as part of the equity in pooled cash and cash equivalents.

Deposits: At fiscal year ended December 31, 2006, Gateway had the following:

<u>Account Type</u>	<u>Fair Value</u>
Demand Deposits	\$ 76,239
Money Market Treasury Account	<u>7,080,075</u>
	<u>\$7,156,314</u>

Custodial Credit Risk: Custodial credit risk for deposits is the risk that in the event of bank failure, Gateway will not be able to recover deposits or collateral securities that are in the possession of an outside party. At fiscal year end, \$7,056,314 of Gateway's bank balance of \$7,156,314 was uninsured and uncollateralized. Although the securities were held by the pledging institutions' trust department and all statutory requirements for the deposit of money had been followed, noncompliance with federal requirements could potentially subject Gateway to a successful claim by the F.D.I.C.

Gateway has no deposit policy for custodial risk beyond the requirement permitted by Gateway's financing agreements and State Statute. Ohio law requires that deposits be either insured or be protected by eligible securities pledged to and deposited either with Gateway or a qualified trustee by the financial institution as a security for repayment, or by a collateral pool of eligible securities deposited with a qualified trustee and pledged to secure the repayment of all public monies deposited in the financial institution whose market value at all times shall be at least one hundred five percent of the deposits being secured.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

5. DEFERRED COSTS

Deferred costs at December 31, 2006 consist of the following:

Organization	\$1,110,501
Financing	4,369,136
Lease Negotiation	<u>4,387,356</u>
	9,866,992
Accumulated Amortization	<u>(5,507,039)</u>
	<u>\$4,359,953</u>

Organization costs associated with Gateway were amortized over the construction period. As of December 31, 1994, such costs were fully amortized.

The financing cost incurred with issuing the Stadium Revenue Refunding Bonds (the "Bonds"), including original issue discount, if any, were capitalized and will be amortized over the life of the debt issue on a basis that approximates a constant rate of amortization of debt outstanding. The remaining financing costs associated with the Stadium Revenue Bonds including original issue discount were written off.

The notes payable to Cuyahoga County are deferred and amortized over the life of the respective debt issue on a basis that approximates a constant rate of amortization of debt outstanding. Cost associated with credit enhancement are deferred and amortized over the respective life of each contract on a straight line basis.

Lease negotiation costs associated with the stadium and arena leases (see Note 10) are being amortized over the respective leases.

6. CAPITALIZED COSTS

There were no additions to capitalized costs during the year ended December 31, 2006. Capitalized costs consist of net interest expense capitalized, property taxes, legal fees, and indirect project costs incurred during the construction period. Capitalized costs are depreciated over 30 years.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

7. LONG-TERM OBLIGATIONS

Long-term debt outstanding at December 31, 2006 is as follows:

	<u>Stated</u> <u>Interest Rate</u>	<u>Balance</u> <u>12/31/2005</u>	<u>Increase</u>	<u>Decrease</u>	<u>Balance</u> <u>12/31/2006</u>	<u>Amounts</u> <u>Due in One</u> <u>Year</u>
Bonds Payable:						
Stadium Revenue Refunding Bonds, Series 2004A						
Term Bonds due September 15, 2014	2.45%-4.97%	\$ 23,835,000		\$ 2,245,000	\$ 21,590,000	\$ 2,320,000
Stadium Revenue Refunding Bonds, Series 2004B						
Term Bonds due September 15, 2014	3.49%	900,000		100,000	800,000	100,000
Notes Payable:						
Cuyahoga County	Variable	193,510,496	9,764,901	7,215,892	196,059,505	3,870,000
State of Ohio (\$4 million assumed from the Greater Cleveland New Stadium Corporation)	0%-2.5%	4,000,000			4,000,000	
Cleveland Development Partnership	3%-6.25%	31,934,000			31,934,000	
Cleveland Foundation /Cuyahoga County	3%	1,750,000			1,750,000	
		255,929,496	9,764,901	9,560,892	256,133,505	6,290,000
Less-Current Portion		(6,290,000)			(6,290,000)	
Less-Unamortized Discount		(2,939)	571		(2,368)	
Total long-term debt less current portion		<u>\$ 249,636,557</u>	<u>\$ 9,765,472</u>	<u>\$ 9,560,892</u>	<u>\$ 249,841,137</u>	<u>\$ 6,290,000</u>

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

7. LONG-TERM OBLIGATIONS (Continued)

On December 27, 1990 Gateway issued approximately \$148 million of tax exempt bonds to be used primarily to pay for the cost of the stadium. The trust indentures generally require the establishment of the following funds:

<u>FUND</u>	<u>PURPOSE</u>
Escrow Fund	To account for the process of the bonds until certain conditions are met.
Construction Fund	To account for the financial resources to be used for the construction of the stadium
Bond Fund	To account for the accumulation of financial resources for the principal interest on the bonds
Bond Reserve Fund	To account for the escrowed financial resources
Rebate Fund	To account for any excess earnings from the bonds during the capitalized interest period as required by the Internal Revenue Code.

A. Stadium Revenue Refunding Bonds

The Stadium Revenue Refunding Bonds were issued during 2004 to refinance the Stadium Revenue Bonds. The total proceeds from the bonds were \$26,399,507 representing the par amount of \$25,635,000 for Series A Bonds and \$1,000,000 for Series B Bonds, less the original issue discount of \$3,743, minus the underwriter's compensation of \$231,750.

The net proceeds were used for the purpose of refunding all of the Stadium Revenue Bonds, financing construction costs and the funding cost of issuing the bonds.

In accordance with the original trust indenture, the Funds were held in a Bond Reserve Fund and an Escrow Fund.

B. Cuyahoga County Notes Payable

On September 24, 1992, Cuyahoga County (the "County") issued \$75 million (\$35 million fixed rate and \$40 million variable rate) Taxable Economic Development Revenue Bonds. In conjunction with this bond issue, Gateway and the County entered into a Revolving Loan Agreement, whereby the County agreed to loan the bond proceeds to Gateway to pay Arena construction costs. On February 1, 1994, Cuyahoga County issued an additional \$45 million Taxable Economic Development Revenue Bonds. The Revolving Loan Agreement was amended to allow Gateway to borrow the additional proceeds. As of December 31, 2006, Gateway has borrowed \$196.1 million, including interest, under the Revolving Loan Agreement. Gateway is responsible to pay interest on the County bonds to the extent interest expense exceed interest earned by the County on bonds proceeds which have not been borrowed by Gateway.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

7. LONG-TERM OBLIGATIONS (Continued)

B. Cuyahoga County Notes Payable (Continued)

Interest payable included in the notes payable to the County totaled approximately \$92,764,505 at December 31, 2006. Financing costs of \$3.7 million, payable by Gateway in connection with the County Bond Offerings are also included in the notes payable liability. The associated expense of \$3.7 million is included in deferred financing costs.

Gateway entered into an Emergency Loan Agreement dated December 28, 1995 (effectuated in early 1996) in which Gateway received a total of \$11.5 million to pay for certain cost overruns that were incurred in the construction of the Gateway stadium and arena project. Of this amount, the agreement called for \$2.5 million to be repaid by the City of Cleveland, \$4 million to be repaid directly by Gateway, with the remaining \$5 million to be repaid by the Greater Cleveland Convention and Visitors Bureau (the "Bureau") pending negotiations regarding this repayment between Cuyahoga County and the Bureau. At that time, Gateway determined that the \$5 million to be repaid by the Bureau was not a legal obligation of Gateway and, therefore, recognized this amount as revenue in 1996 pending the outcome of the negotiations between Cuyahoga County and the Bureau. In 2006, the Bureau paid \$212,180 pursuant to the amended Cooperative Agreement (see note 13). During 1999, the issue of the \$5 million dollar portion of the Emergency Loan Agreement was re-evaluated by Cuyahoga County and Gateway. As of March 21, 2000, Cuyahoga County is of the opinion that the \$5 million was a legal liability of Gateway. The management of Gateway is currently reviewing this issue to determine if a legal liability in fact exists. However, based on historical trends, Gateway may not and probably will not be able to pay back this amount to Cuyahoga County. Accordingly, this amount is not reflected as an accounting liability and prior fund equity was not restated on Gateway's balance sheet as of December 31, 2006.

C. State of Ohio Notes Payable

Four million was borrowed by the Greater Cleveland New Stadium Corporation from the State of Ohio for land acquisitions on June 23, 1986. The Greater Cleveland New Stadium Corporation was later merged into Gateway on November 19, 1990. On December 17, 1990, Gateway and the State of Ohio entered into an amended and restated loan agreement. The agreement allows for the forgiveness of interest immediately, and the forgiveness of principal, if certain conditions are met. The forgiveness of principal will be accounted for when and if all conditions are satisfied. The note is due immediately, if any of the conditions are violated. As Gateway is in compliance with the terms and conditions of the note, the note is classified as long-term as of December 31, 2006.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

7. LONG-TERM OBLIGATIONS (Continued)

D. Cleveland Development Partnership Notes Payable

The Cleveland Development Partnership and Gateway have entered into two loan agreements for a total of \$31.9 million. Per the agreements, payment is only to be made on this amount by Gateway out of "surplus cash" as specifically defined in the loan agreements.

Included in the "Thereafter" amount are amounts due on the Cleveland Development Partnership note payable of \$31.9 million and the Cleveland Foundation/Cuyahoga County note payable of \$1.75 million. The \$31.9 million is not included in prior years' scheduled principal payments because it is only payable out of "surplus cash" as specifically defined in the loan agreement with the Cleveland Development Partnership and after various other obligations are paid first. Based on historical trends, Gateway may, and probably will not earn the required revenues in order for the payment obligation on this note to occur. The \$1.75 million note payable to the County is due to have repayment starting July 1999 (per additional payment under the revolving loan agreement with Cuyahoga County). Based on historical trends, Gateway may, and probably will not earn the required revenues in order for Gateway to meet the repayment obligation on this note.

E. Debt to Maturity

The following schedule represents future principal payments on long-term debt:

	Principal	Interest
2007	6,290,000	15,099,165
2008	6,510,000	14,966,950
2009	6,760,000	14,824,517
2010	7,030,000	14,673,766
2011	7,330,000	14,513,757
Amount Thereafter	222,213,505	111,930,473
	\$ 256,133,505	\$ 186,008,626

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

8. CAPITAL ASSETS

Capital asset activity for the year ended December 31, 2006 was as follows:

	<u>1/1/2006</u>	<u>Additions</u>	<u>Deletions</u>	<u>12/31/2006</u>
Non-depreciable capital assets:				
Land	\$ 23,108,049	\$ -	\$ -	\$ 23,108,049
Total non-depreciable capital assets:	23,108,049	-	-	23,108,049
Depreciable capital assets:				
Stadium	179,854,745			179,854,745
Arena	158,306,378	10,467,429	(1,998,116)	166,775,691
Site	40,195,778			40,195,778
Capitalized Costs	23,720,720			23,720,720
Furniture, Fixtures and Equipment	201,698			201,698
Total depreciable capital assets:	402,279,319	10,467,429.00	-	410,748,632
Less accumulated depreciation:				
Stadium	109,727,123	8,995,667		118,722,790
Arena	73,648,692	5,723,695	(1,998,116)	77,374,271
Site	24,950,803	1,907,716		26,858,519
Capitalized Costs	9,290,616	790,691		10,081,307
Furniture, Fixtures and Equipment	156,760	7,432		164,192
Total accumulated depreciation:	217,773,994	17,425,201	-	233,201,079
Depreciable net assets, net of accumulated depreciation	<u>184,505,325</u>	<u>(6,957,772)</u>	<u>-</u>	<u>177,547,553</u>
Capital assets, net	<u>\$ 207,613,374</u>	<u>\$ (6,957,772)</u>	<u>\$ -</u>	<u>\$ 200,655,602</u>

9. DEFERRED REVENUE

Deferred revenue at December 31, 2006 consists of the following:

Scoreboard Revenue	\$ 3,587,075
Deferred Stadium Revenue	150,000
Prepaid Stadium Lease Income	3,174,888
Deferred County Revenue	<u>2,959,108</u>
	9,871,071
Less – current portion	<u>(3,578,520)</u>
	<u>\$6,292,551</u>

In December, 1991, Ballpark Management Company, an affiliate of the Cleveland Indians, entered into the Premium Seating License agreements for the benefit of Gateway, with various companies to license private suites at the stadium for ten years beginning in 1994. Deposits and the related interest earned totaling \$21,813,304 at March 31, 1994, were held in an escrow account until substantial completion of the Stadium. The deferred premium seating revenue is amortized over

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

9. DEFERRED REVENUE (Continued)

the term of the license agreements beginning in April, 1994, when construction of the Stadium was completed.

In accordance with the Ballpark Management lease agreement, Gateway received \$3,174,888 from the Cleveland Indians representing 2007 debt services on the Stadium Revenue Bonds. The revenue will be recognized upon the payment of debt services, which is paid directly to the Trustee for the Stadium Revenue Bonds by the Cleveland Indians (also see Note 10).

10. LEASES

The Memorandum of Understanding (MOU) dated January 1, 2004 between Gateway and the Indians modified the understanding of the parties. The Agreed Rent consists of the funds necessary to permit Gateway to meet its obligations to the Indians under the terms of the lease and common area agreements, including funds to pay ball park real estate taxes, overhead expenses, and common area expenses

The initial lease signed on July, 3, 1991, Gateway entered into a 20 year lease agreement with the Cleveland Indians and Ballpark Management Company providing for the lease of the Stadium and related improvements as well as management and operation of the stadium, Gateway reimbursed the Cleveland Indians for certain reopening marketing costs.

The Memorandum of Understanding (MOU) dated February 2, 2004 between Gateway and the Cavaliers modified the understanding of the parties, whereby the Cavaliers agree to pay Gateway's operating and common area expenses and capital repairs in the arena up to \$500,000 (without aggregation of such capital repairs), thus enabling Gateway to fulfill its obligations to the Cavs under the lease agreement.

The initial lease signed on December 20, 1991, Gateway entered into a 30 year lease agreement with the Cavaliers Division of Nationwide Advertising Services, Inc. providing primarily for the lease of the arena. The lease agreements and subsequent amendments require that Gateway shall cause the County to provide \$120 million to be deposited into the County Guaranty Escrow Fund and used to meet certain arena obligations during the construction period. The Cavaliers lease agreements also provide that Gateway must issue or cause the City of Cleveland to issue on-site parking bonds with proceeds deposited into an On-Site Parking Construction Draw Account (See Note 11).

11. PARKING FACILITIES

On October 15, 1992, the City of Cleveland issued \$71,000,000 for Parking Facility Improvement Revenue Bonds to finance the construction of, among others, the Gateway onsite and offsite garages. The garages are to be owned by the City; however, construction was managed by Gateway.

The City and Gateway have also entered into an agreement providing for the payment of debt services on the City's Parking Bonds. Pursuant to the agreement, Gateway is liable for the debt service on the Parking Bonds allocated to the Gateway Parking Facilities, payable only from the net revenues of the parking facilities. Net revenues from the garages are pledged first to the City for payment of debt service and secondly to the teams in accordance with their lease agreements.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

11. PARKING FACILITIES (Continued)

The liability for payment of this debt service lies with the City of Cleveland and, therefore, is not included as a liability on Gateway's balance sheet. Accordingly, the net revenues of the parking facilities are not reflected in Gateway's revenues on their Statement of Activity.

12. RISK MANAGEMENT

Gateway has obtained commercial insurance for the following risks:

- Commercial general liability and garage keepers automobile liability.
- Directors, Officers, and Trustees liability

Gateway also provides health, dental, vision, and life insurance for two full-time employees through a group program sponsored by the Council of Smaller Enterprises (COSE).

13. INCREMENTAL TRANSIENT OCCUPANCY TAX CREDIT

Gateway, Cuyahoga County and The Convention and Visitors Bureau of Greater Cleveland, Inc. (the "Bureau") entered into a Cooperative Agreement (known commonly as the "Bed Tax Agreement") as of September 15, 1992 (the "Cooperative Agreement") which included a provision that allowed a credit to be given to Gateway as payment on the Cuyahoga County Note Payable (for the Arena Bonds Issued by Cuyahoga County discussed in Note 7, which will be referred to herein as the "Gateway Account"). This amount represents the incremental amount the Bureau receives from the County Transient Occupancy Tax, per Section 5739.024, Ohio Revised Code (the

"Bed Tax"), which is understood to be generated by new Gateway attendees' utilization of overnight accommodations in the County (the "Annual Incremental Credit"). This credit was to be determined pursuant to and in accordance with a certain Consultant Agreement to be entered into by and among Cuyahoga County, the Bureau and Gateway. This agreement stated in part that "for 1994 or such later year that the Arena Facility is first used, the Bureau shall credit to the Gateway Account the amount determined pursuant to the Consultant Agreement within 10 days of notice thereof. For succeeding years, the Bureau is to credit to the Gateway Account the applicable Annual Incremental Credit as limited by the Bureau's receipt of Bed Tax revenues, as provided" by the Consultant Agreement. Due to no fault of any of the parties, a Consultant Agreement had never been entered into and the Bureau had never credited any amount to the Gateway Account.

Per an agreement entered into between Gateway, Cuyahoga County and the Bureau on December 22, 1998, the Cooperative Agreement was amended by the parties redefining the Annual Incremental Credit and providing for the deposit by the Bureau to the Gateway Account for calendar years 1994 through 1998 a specific sum of money. Per this agreement, the parties have defined the Annual Incremental Credit to mean the amount of \$200,000 per calendar year for a total of \$1 million dollars, which was credited to the Gateway Account in 1999. For subsequent years, the Annual Incremental Credit will be determined upon Cuyahoga County certifying to the Bureau the amount paid during the calendar year on bond services charges for up to \$75,000,000 on the Arena Bonds (see Note 7) accompanied by a financial statement of Gateway reflecting its need to pay any amount not funded from other Gateway revenue. The Annual incremental Credit for the year 2006 amounted to \$212,180. Such credit will be limited to the difference between the debt service required by the Arena Bonds and the amounts paid by Gateway to Cuyahoga County, if any, along with any other credits. The annual increase of this credit will be capped at no more than 3% greater

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2006
(CONTINUED)**

13. INCREMENTAL TRANSIENT OCCUPANCY TAX CREDIT (Continued)

than the prior calendar year's credit. Since payment of the Annual Incremental Credit will only be advanced upon the aforementioned certification and delivery of a financial statement from Gateway, this revenue will be recognized by Gateway in the year in which the credit is received. The \$1 million for calendar years 1994 through 1998 reflected in 1999, \$186,488 for the year 2000, \$212,180 for the years 2001 through 2006 was reflected on Gateway's Statement of Activity for their respective years, as revenue as well as a corresponding reduction to Long-Term Debt (specifically the Cuyahoga County Note Payable) as reflected on Gateway's balance sheet.



Mary Taylor, CPA

Auditor of State

INDEPENDENT ACCOUNTANTS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS REQUIRED BY *GOVERNMENT AUDITING STANDARDS*

Members of the Board of Trustees
Gateway Economic Development Corporation of Greater Cleveland
Cuyahoga County
758 Bolivar Road
Cleveland, Ohio 44115

We have audited the basic financial statements of the business-type activities of Gateway Economic Development Corporation of Greater Cleveland, Cuyahoga County, Ohio, (Gateway) as of and for the year ended December 31, 2007, and have issued our report thereon dated June 15, 2007. 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 the Comptroller General of the United States' *Government Auditing Standards*.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered Gateway's internal control over financial reporting as a basis for designing our audit procedures for expressing our opinion on the financial statements, but not to opine on the effectiveness of Gateway's internal control over financial reporting. Accordingly, we have not opined on the effectiveness of Gateway's internal control over financial reporting.

A control deficiency exists when the design or operation of a control does not allow management or employees, in performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects Gateway's ability to initiate, authorize, record, process, or report financial data reliably in accordance with its applicable accounting basis, such that there is more than a remote likelihood that Gateway's internal control will not prevent or detect a more-than-inconsequential financial statement misstatement.

A material weakness is a significant deficiency, or combination of significant deficiencies resulting in more than a remote likelihood that Gateway's internal control will not prevent or detect a material financial statement misstatement.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all internal control deficiencies that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider material weaknesses, as defined above.

We noted a certain matter that we reported to Gateway's management in a separate letter dated June 15, 2007.

Compliance and Other Matters

As part of reasonably assuring whether Gateway's financial statements are free of material misstatement, we tested its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could directly and materially affect 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 an opinion. The results of our tests disclosed no instances of noncompliance or other matters we must report under *Government Auditing Standards*.

We intend this report solely for the information and use of the audit committee, management and the Board of Trustees. We intend it for no one other than these specified parties.

A handwritten signature in cursive script that reads "Mary Taylor".

Mary Taylor, CPA
Auditor of State

June 15, 2007



Mary Taylor, CPA
Auditor of State

GATEWAY ECONOMIC DEVELOPMENT CORPORATION
CUYAHOGA COUNTY

CLERK'S CERTIFICATION

This is a true and correct copy of the report which is required to be filed in the Office of the Auditor of State pursuant to Section 117.26, Revised Code, and which is filed in Columbus, Ohio.

Susan Babbitt

CLERK OF THE BUREAU

CERTIFIED
AUGUST 7, 2007