LAWRENCE ECONOMIC DEVELOPMENT CORPORATION

LAWRENCE COUNTY

REGULAR AUDIT

FOR THE YEAR ENDED DECEMBER 31, 2008

FISCAL YEAR AUDITED UNDER GAGAS: 2008

Caudill & Associates, CPA's

725 5th Street Portsmouth, OH 45662



Mary Taylor, CPA Auditor of State

Board of Directors Lawrence Economic Development Corporation 216 Collins Avenue P.O. Box 488 South Point, Ohio 45680

We have reviewed the *Independent Auditors' Report* of the Lawrence Economic Development Corporation, Lawrence County, prepared by Caudill & Associates, CPA's, for the audit period January 1, 2008 through December 31, 2008. Based upon this review, we have accepted these reports in lieu of the audit required by Section 117.11, Revised Code. The Auditor of State did not audit the accompanying financial statements and, accordingly, we are unable to express, and do not express an opinion on them.

Our review was made in reference to the applicable sections of legislative criteria, as reflected by the Ohio Constitution, and the Revised Code, policies, procedures and guidelines of the Auditor of State, regulations and grant requirements. The Lawrence Economic Development Corporation is responsible for compliance with these laws and regulations.

Mary Taylor, CPA Auditor of State

Mary Taylor

August 12, 2009



TABLE OF CONTENTS

TITLE	<u>PAGE</u>
Independent Auditors' Report	1
Financial Statements:	
Statement of Financial Position	3
Statement of Activities	4
Statement of Cash Flows	5
Statement of Functional Expenses	6
Notes to the Financial Statements	7-12
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	13-14
Schedule of Prior Audit Findings	15

Caudill & Associates, CPA's

725 5th Street Portsmouth, OH 45662

Member American Institute of Certified Public Accountants

Ohio Society of Certified Public Accountants Kentucky Society of Certified Public Accountants

Board of Directors Lawrence Economic Development Corporation 216 Collins Avenue South Point, Ohio 45680

Independent Auditors' Report

We have audited the accompanying statement of financial position of the Lawrence Economic Development Corporation, (a nonprofit organization), as of December 31, 2008, the related statements of activities, functional expenses and cash flows for the year then ended. These financial statements are the responsibility of the Lawrence Economic Development Corporation's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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 the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Lawrence Economic Development Corporation, as of December 31, 2008, and the changes in its net assets, functional expenses and its 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 issued our report dated June 12, 2009 on our consideration of the Lawrence Economic Development Corporation'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. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be read in assessing the results of our audit.

Contill & Associates, CPA'S

Caudill & Associates, CPA's

June 12, 2009

THIS PAGE IS INTENTIONALLY LEFT BLANK

STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2008

Current Assets: Cash Receivables: Accounts Grants Inventory Total Current Assets	\$1,652,773 115,918 890,293 18,048 2,677,032
Long Term Assets:	
Net Property, Plant & Equipment	17,493,228
Total assets	\$20,170,260
Liabilities and Net Assets:	
Current Liabilities: Accounts Payable and Accrued Expenses Customer Deposits Current Portion -Notes Payable Deferred Income Total Current Liabilities	\$107,098 \$30,500 529,658 823,905 1,491,161
Long-Term Notes Payable	2,978,648
Total Liabilities	4,469,809
Net Assets: Unrestricted Temporarily Restricted	14,084,961 1,615,490
Total Net Assets	15,700,451
Total Liabilities and Net Assets	\$20,170,260

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

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2008

Changes in Unrestricted Net Assets:	
Unrestricted Revenue:	
Donations	\$ 111,955
Interest Income	26,785
Motel Tax	24,356
Federal and State Grants	974,824
Rental Income	1,030,768
Program Income	24,957
Miscellaneous	199,029
Total Unrestricted Revenue	2,392,674
Net Assets Released from Program Restrictions:	
Satisfaction of Program Restrictions	5,362,293
Total Unrestricted Revenue and Other Support	7,754,967
Expenses:	
Convention and Visitor's Bureau	39,768
Chamber of Commerce	1,153
Procurement Outreach Center	385,820
Empowerment Zone Site Development	125,006
The Point	333,927
General and Administrative	356,145
Total Expenses before Depreciation	1,241,819
Depreciation	396,981
Total Expenses	1,638,800
Increase in Unrestricted Net Assets	6 116 167
increase in Officsincled Net Assets	6,116,167
Changes in Temporarily Restricted Net Assets:	
Temporarily Restricted Grant Monies	-
Net Assets released from Restrictions	(5,362,293)
Decrease in Temporarily Restricted Net Assets	(5,362,293)
Increase in Net Assets	753,874
Not Appete Registring of Veer	
Net Assets Beginning of Year Unrestricted	7,968,794
Temporarily Restricted	6,977,783
Temporally Nestricleu	14,946,577
Net Assets, End of Year	14,340,377
Unrestricted	
	14 ()84 061
Temporarily Restricted	14,084,961 1,615,490

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

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2008

Cash Flows from Operating Activities:	
Change in net assets	\$ 753,874
Adjustments to reconcile change in net assets	
to net cash provided by operating activities:	
(Increase) Decrease in:	
Depreciation	396,981
Grants Receivable	197,140
Accounts Receivable	(52,694)
Increase (decrease) in:	
Accounts payable & accrued expenses	(10,195)
Customer Deposits	10,000
Deferred Revenue	(638,504)
Net cash provided by operating activities	656,602
Cash Flows from Investing Activities	
Sale of Assets	14,337
Purchase of plant, property and equipment	(363,258)
Net cash used in investing activities	(348,921)
Cash Flows from Financing Activities	
Payments on long-term debt	(513,278)
,	, ,
Net cash used in financing activities	(513,278)
Net decrease in cash and cash equivalents	(205,597)
Cash at January 1, 2008	1,858,370
Cash at December 31, 2008	\$ 1,652,773
Supplemental Cash Flow Information	
Cash paid for interest	\$ 141,168

The accompanying notes to the financial statements are an integral part of this statement

LAWRENCE ECONOMIC DEVELOPMENT CORPORATION

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2008

Empowerment

Zone Site

Total

Program

The

Administrative

and

333,927 \$ 885,674 \$ 356,145 \$ 1,241,819

Total

Procurement

Outreach

Convention & Chamber

of

Visitor's

Total

- - - - -	\$ 223,019 - (1,025) 3,886 21,142 14,447 6,500	\$ - - - - - - -	\$ 140,809 - 36,393 4,265 2,462 31,712 3,795	\$ 384,567 - 36,393 3,456 7,181 59,095	\$ 105,250 141,168 13,281 216 1,292 6,681	\$ 489,817 141,168 49,674 3,672 8,473
- - - - -	(1,025) 3,886 21,142 14,447	- - - - -	36,393 4,265 2,462 31,712	36,393 3,456 7,181 59,095	141,168 13,281 216 1,292	141,168 49,674 3,672 8,473
- - -	3,886 21,142 14,447	- - - -	4,265 2,462 31,712	3,456 7,181 59,095	13,281 216 1,292	49,674 3,672 8,473
- - -	3,886 21,142 14,447	- - -	4,265 2,462 31,712	3,456 7,181 59,095	216 1,292	8,473
- - -	3,886 21,142 14,447		31,712	7,181 59,095		,
-	14,447	- -			6.681	05.770
-	,	-	3 795			65,776
	6.500			19,379	2,863	22,242
		-	5,052	12,975	4,202	17,177
-	988	-	1,035	2,253	600	2,853
-	1,422	-	1,293	3,103	5,048	8,151
-	7,298	-	437	7,735	7,399	15,134
-	28,292	-	2,362	31,121	7,069	38,190
-	-	-	766	766	11,701	12,467
-	7,772	-	1,588	10,371	1,930	12,301
-	10,414	-	9,132	19,883	25,221	45,104
-	18,154	-	2,903	25,240	3,322	28,562
-	-	-	12,425	12,425	-	12,425
-	1,292	125,006	50,066	176,705	9,330	186,035
-	8,200	-	27,432	38,757	9,572	48,329
-	34,019	-	-	34,019	-	34,019
-	-	-	-	250	-	250
	- - - - - -	- 7,298 - 28,292 7,772 - 10,414 - 18,154 1,292 - 8,200	- 7,298 28,292 7,772 10,414 18,154 1,292 125,006 - 8,200 -	- 7,298 - 437 - 28,292 - 2,362 766 - 7,772 - 1,588 - 10,414 - 9,132 - 18,154 - 2,903 12,425 - 1,292 125,006 50,066 - 8,200 - 27,432	- 7,298 - 437 7,735 - 28,292 - 2,362 31,121 766 766 - 7,772 - 1,588 10,371 - 10,414 - 9,132 19,883 - 18,154 - 2,903 25,240 12,425 12,425 - 1,292 125,006 50,066 176,705 - 8,200 - 27,432 38,757 - 34,019 - 34,019	- 7,298 - 437 7,735 7,399 - 28,292 - 2,362 31,121 7,069 - - - 766 766 11,701 - 7,772 - 1,588 10,371 1,930 - 10,414 - 9,132 19,883 25,221 - 18,154 - 2,903 25,240 3,322 - - 12,425 12,425 - - 1,292 125,006 50,066 176,705 9,330 - 8,200 - 27,432 38,757 9,572 - 34,019 - 34,019 -

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

125,006 \$

1,153 \$ 385,820 \$

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2008

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. DESCRIPTION OF THE ENTITY

The Lawrence Economic Development Corporation (the Corporation) is a non-profit corporation established in August 1983 under the governing laws of the State of Ohio. The Corporation was established to promote economic development in the City of Ironton, and the County of Lawrence, Ohio, to act as the designated agent for providing governmental assistance to business enterprises, and to promote the general economic development.

B. BASIS OF ACCOUNTING

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 the timing of the measurements made, regardless of the measurement focus applied.

The financial statements of the Lawrence Economic Development Corporation have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

C. FINANCIAL STATEMENT PRESENTATION

The Lawrence Economic Development Corporation has adopted Statement of Financial Accounting Standards (SFAS) No. 116, Accounting of Contributions Received and Made, and SFAS No. 117, Financial Statement for Not-Profit Organizations. SFAS No. 117 establishes standards for external financial reporting by not-for-profit organizations and requires that resources be classified for accounting and reporting purposes into three net asset categories according to externally (donor) imposed restrictions. SFAS No. 116 requires that unconditional promises to give (pledges) be recorded as receivables and revenues and requires the organization to distinguish between contributions received and for each net asset category in accordance with donor imposed restrictions. A description of the three net asset categories follows:

Permanently Restricted Net Assets – The Lawrence Economic Development Corporation reports gifts of cash and other assets as permanently restricted support if they are received with donor stipulations that limit the use of the donated assets in perpetuity.

Temporarily Restricted Net Assets - The Lawrence Economic Development Corporation reports gifts of cash, grants and other assets as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Unrestricted Net Assets - The Lawrence Economic Development Corporation reports gifts of cash, land, buildings and equipment as unrestricted unless explicit donor stipulations specify how the donated assets must be used.

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2008 (Continued)

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

D. FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities.

Costs are allocated between management and general or the appropriate program based on evaluations of the related benefits. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Lawrence Economic Development Corporation.

E. ESTIMATES

The preparation of financial statements requires management to make estimates and assumptions that affect the reporting of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period.

Actual results could differ from those estimates.

F. PROPERTY, PLANT & EQUIPMENT

Fixed assets acquired for the general use of the Lawrence Economic Development Corporation in providing service are recorded at cost. Depreciation of fixed assets of the Lawrence Economic Development Corporation is calculated utilizing the straight line method. All assets reported in the financial statements are at cost less accumulated depreciation. The Corporation doesn't have a capitalization policy.

The estimated useful lives by major fixed asset class are as follows:

Buildings40 yearsEquipment5 yearsFurniture & Fixtures5 yearsVehicles5 years

G. INCOME TAXES

The Corporation is exempt from U.S. Federal income taxes under Section 501 (c)(3) of the Internal Revenue Code and, therefore, has no provision for Federal income taxes.

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2008 (Continued)

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

H. REVENUES

Revenues are recognized in the accompanying financial statements as follows:

1. Grants and Reimbursement Contracts

The funds from various funding sources under reimbursement contracts are recognized as revenue in the accounting period in which the grant is earned.

2. Hotel and Motel Taxes

Funds received from the collection of local hotel and motel bed taxes are recognized net of collection fees in the period in which they are earned.

3. Interest Income

Interest Income is recognized in the accounting period when it is earned. The Lawrence Economic Development Corporation, maintains funds received from the various sources in interest bearing checking accounts. The portion of interest earned on advances of direct federal funds is remitted to the federal funding sources in accordance with OMB Circular A-110, Attachment D, Uniform Administrative Requirements of Grants and Agreements with Nonprofit Organizations. The interest earned on other funds is included in unrestricted funds and is used to support the Lawrence Economic Development Corporation programs.

4. <u>Donations</u>

Donations are recognized as unrestricted, restricted or temporarily restricted according to their designation in the period in which they are received.

I. CASH and CASH EQUIVALENTS

For the purposes of the statement of cash flows, the Corporation considers cash in operating bank accounts and certificates of deposit with an original maturity date of three months or less as cash.

J. COST ALLOCATION

Joint costs are allocated to benefiting programs using various allocation methods, depending on the type of joint cost being allocated. Joint costs are those costs incurred for the common benefit of all agency programs, which cannot be readily identified with a final cost objective. Cost allocation methods are as follows:

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2008 (Continued)

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

J.	COST ALLOCATION	(Continued)

Building

Space costs (maintenance costs, utilities, rent, etc.) are allocated based on the number of square feet of space each program occupies.

Insurance

Insurance is allocated to benefiting programs depending on the equipment, space or people covered by the insurance.

NOTE 2—CONCENTRATIONS OF CREDIT RISK ARISING FROM CASH DEPOSITS IN EXCESS OF INSURED LIMITS

Protection of the Lawrence Economic Development Corporation deposits is provided by the Federal Deposit Insurance Corporation (FDIC), by eligible securities pledged by the financial institution as security for repayment or by a single collateral pool established by the financial institution to secure the repayment of all public money deposited with the institution.

Deposits At year end, the carrying amount of Lawrence Economic Development Corporation deposits was \$1,652,773 and the bank balance was \$1,676,076. Of the bank balance:

- 1. \$1,154,748 was covered by federal depository insurance. As of October 3, 2008 the FDIC temporarily increased the automatic coverage of accounts to \$250,000. This coverage will expire January 1, 2010.
- 2. \$521,328 was collateralized by securities held by the financial institution on the institution's name.

NOTE 3 – GOVERNMENTAL GRANTS RECEIVABLE

Grants Receivable are considered collectible in one year and consisted of the following amounts at December 31, 2008:

Program	Grant No.	Amount
Empowerment Zone	N/A	\$890,293
		\$890,293

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2008 (Continued)

NOTE 4 - PROPERTY, PLANT & EQUIPMENT

The balance of property and equipment at December 31, 2008, consists of the following:

Land and Land Improvements	\$4,864,435
Construction in Progress	920,193
Buildings and Improvements	13,931,592
Machinery and Equipments	139,410
Vehicles	94,547
Total	19,950,177
Accumulated depreciation	<u>(2,456,949)</u>
Net	<u>\$17,493,228</u>

NOTE 5 - NOTES PAYABLE

Total Notes Payable

Notes Payable at December 31, 2008 consists of the following:

Notes Payable at December 31, 2008 consists of the following:		
Notes Payable to Ohio Department of Development, secured by real estate and building bearing an interest rate of 3% due September 2012	d.	co1 000
	\$	601,988
Note Payable to Ohio Department of Development, secured by an Open-end mortgage and a second lien and mortgage on the Liebert Project bearing an interest rate of 4%		
due December 2012		914,008
Note Payable US Bank, secured by real estate and building, bearing an interest rate of 6%, due 2018		126,260
Note Payable to Ohio Department of Development, secured by a mortgage on project property, bearing an interest rate of 0% for the first five years and 4% thereafter due January 2023		500,000
Note Payable to Guarantee Bank and Trust, secured by real estate and a building Bearing an interest rate of 4.125%, due August 2020		82,383
Note Payable to Ohio River Bank, secured by real estate and building, bearing a variable interest rate of 3.88%, due 2019		256,225
Note Payable to Ohio River Bank, secured by real estate and building, bearing an interest rate of 4.75%, due June 2020.		1,027,442
Total Long-Term Debt	2	3,508,306
Less Current Portion of Long-Term Debt		(529,658)

\$2,978,648

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2008 (Continued)

NOTE 5 - NOTES PAYABLE (Continued)

The future scheduled maturities of long term debt are as follows:

2009	\$ 529,658
2010	512,253
2011	474,091
2012	318,394
2013	147,726
Thereafter	1,526,184
	\$ 3,508,306

NOTE 6 – CONCENTRATIONS

The Corporation depends on grants from federal, state and local sources for its continued existence.

NOTE 7 – 166 REGIONAL LOAN PROGRAM

The Corporation manages a 166 Regional Loan Program pursuant to an agreement with the Ohio Department of Development dated October 8, 1996. The agreement states that the organization provides assistance in making loans to companies in the service area who are in need of capital expansion funds. The program is managed by the Corporation and held in an escrow account on behalf of the Ohio Department of Development. Loan Activity for the year ending December 31, 2008 is as follows:

Beginning balance	\$ 1,002,742
Interest earned	22,885
Principal payments received	79,449
Interest payments received	18,901
Management fees	(4,866)
Loan Disbursements made	(700,000)
Administrative fees	 (19,929)
Ending Escrow balance	399,182
Admin Escrow	(6,232)
Loans Pending	 -
Available to lend	\$ 392,950

Caudill & Associates, CPA's

725 5th Street Portsmouth, OH 45662

Member American Institute of Certified Public Accountants

Ohio Society of Certified Public Accountants Kentucky Society of Certified Public Accountants

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*

Board of Directors Lawrence Economic Development Corporation 216 Collins Avenue South Point, Ohio 45680

We have audited the financial statements of the Lawrence Economic Development Corporation, Lawrence County, as of and for the year ended December 31, 2008, and have issued our report thereon dated June 12, 2009. 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.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Greater Lawrence Economic Development Corporation internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Greater Lawrence Economic Development Corporation's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Greater Lawrence Economic Development Corporation'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 the normal course of 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 the organization's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles, such that there is more than a remote likelihood that a misstatement of the organization's financial statements that is more than inconsequential will not be prevented or detected by the organization's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the organization's internal control.

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 deficiencies in internal control that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Board of Directors Lawrence Economic Development Corporation South Point, Ohio 45680

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*

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Greater Lawrence Economic Development Corporation's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulation, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

This report is intended solely for the information and use of the audit committee, management and Board of Trustees, and federal awarding agencies and pass-through entities, and is not intended to be and should not be used by anyone other than these specified parties.

Cantill & Associates, CPA'S

Caudill & Associates, CPA's

June 12, 2009

SCHEDULE OF PRIOR AUDIT FINDINGS DECEMBER 31, 2008

SCHEDULE OF PRIOR AUDIT FINDINGS

Finding Number	Finding Summary	Fully Corrected?	Not Corrected, Partially Corrected; Significantly Different Corrective Action Taken; or Finding No Longer Valid; Explain
2007-001	Audit Adjusting Entries	Yes	N/A



Mary Taylor, CPA Auditor of State

LAWRENCE ECONOMIC DEVELOPMENT CORPORATION LAWRENCE 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.

CLERK OF THE BUREAU

Susan Babbitt

CERTIFIED AUGUST 25, 2009