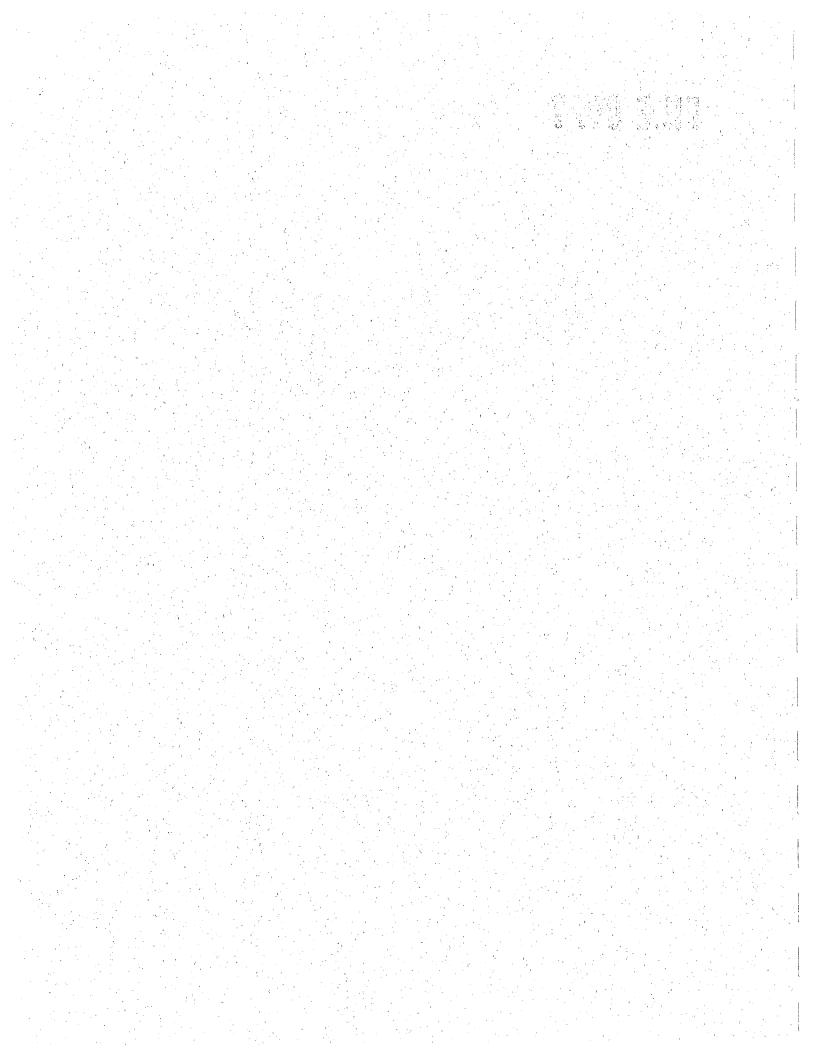
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# ATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION

FINANCIAL STATEMENTS
June 30, 2016



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CERTIFIED PUBLIC ACCOUNTANTS \* BUSINESS CONSULTANTS

#### INDEPENDENT AUDITORS' REPORT

## TO THE BOARD OF DIRECTORS WATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION

We have audited the accompanying financial statements of WATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION (a nonprofit organization), which comprise the statements of financial position as of June 30, 2016, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our 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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

#### SCHEDULE OF FINDINGS AND RESPONSES

June 30, 2016

#### **Significant Deficiencies**

#### 2016 -2 Preparation of Financial Statements

Condition: Due to time constraints as well as qualifications of staff, the Corporation does

not prepare their own financial statements.

Criteria: Preparation of financial statements is an internal control intended to identify

irregularities or misstatements in financial records, as well as ensure that nonprofit generally accepted accounting principles are being followed in the

Corporation.

Effect: Limited internal control is a potential risk to the Corporation's financial

records and presents the risk for both intentional and unintentional errors to be made and go undetected due to staff's inability to properly review

financial statements.

Recommendation: The Board of Directors should be aware that this condition is a significant

deficiency and will be in future years due to the qualifications of staff at the

Corporation.

Response: The Corporation recognizes that this is viewed as a significant deficiency;

however, it is not financially feasible to hire qualified staff to prepare

financial statements.

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We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Watertown Industrial Center Local Development Corporation as of June 30, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### Report on Summarized Comparative Information

We have previously audited Watertown Industrial Center Local Development Corporation's 2015 financial statements, and we expressed an unmodified opinion on those audited financial statements in our report dated September 15, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2015, is consistent, in all material respects, with the audited financial statements from which it had been derived.

#### Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated September 26, 2016, on our consideration of Watertown Industrial Center Local Development Corporation'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 Watertown Industrial Center Local Development Corporation's internal control over financial reporting and compliance.

Bowers & Company

Watertown, New York September 26, 2016

#### STATEMENT OF FINANCIAL POSITION

June 30, 2016 with Comparative Totals for 2015

	ASSETS				
			2016		2015
CURRENT ASSETS Cash and Cash Equivalents Accounts Receivable Rents Receivable Prepaid Insurance		\$	333,218 333 8,099	<b>\$</b>	284,957 1,959 4,347 10,978
Total Current Assets			341,650		302,241
Receivable - Leasehold Improvement Loans Property and Equipment, Net		-	502,399 2,410,259		547,840 2,595,141
TOTAL ASSETS			3,254,308		3,445,222
LIABILITIE	S AND NET A	ASSET	$\mathbf{S}$		
CURRENT LIABILITIES Accounts Payable Accrued Expenses Deferred Revenue - Prepaid Rent Current Portion of Long-Term Debt		\$	8,773 1,481 1,078 60,964	<b>\$</b>	18,871 3,465 1,078 59,271
Total Current Liabilities			72,296		82,685
Long-Term Debt Deferred Revenue - Leasehold Improvement I	oans		686,788 502,399		744,174 547,840
Total Liabilities			1,261,483		1,374,699
NET ASSETS Unrestricted Net Assets Operating Board Designated Fixed Assets			(88,285) 418,603 1,662,507		(88,421) 367,248 1,791,696
Total Unrestricted Net Assets/Total Net A	ssets		1,992,825		2,070,523
TOTAL LIABILITIES AND NET ASSETS			3,254,308		3,445,222

#### STATEMENT OF ACTIVITIES

Year Ended June 30, 2016 with Summarized Totals at June 30, 2015

		2016	2015
Revenues and Support			
Rental Income	\$	540,810	\$ 499,502
Investment Income		1	158
Miscellaneous		18,390	19,802
Total Revenues and Support		559,201	 519,462
Expenses			
Program Services - Development of Industrial Center		603,594	572,578
Support Services - General and Administrative		33,305	 28,648
Total Expenses		636,899	 601,226
Changes in Net Assets		(77,698)	(81,764)
Net Assets, Beginning of Year		2,070,523	 2,152,287
Net Assets, End of Year	**************************************	1,992,825	 2,070,523

#### STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2016 with Summarized Totals at June 30, 2015

	Program Management		To	tals
	Services	and General	2016	2015
				(Summarized)
Salaries	90,895	\$	\$ 90,895	\$ 89,993
Employee Benefits	13,783		13,783	10,461
Depreciation	226,306		226,306	221,843
Professional Services	5,470	20,364	25,834	17,864
Repairs and Maintenance	81,544		81,544	85,516
Insurance	56,535	2,063	58,598	34,763
Office Expense		9,910	9,910	12,744
Payroll Taxes	12,361		12,361	12,144
Miscellaneous		968	968	1,295
Telephone and Utilities	56,251		56,251	64,207
Real Property Taxes	27,776		27,776	28,521
Interest Expense	23,398		23,398	14,500
Materials and Equipment	9,275	•	9,275	5,773
Bad Debt Expense				1,602
Total	\$ 603,594	\$ 33,305	\$ 636,899	\$ 601,226

#### STATEMENT OF CASH FLOWS

Year Ended June 30, 2016 with Comparative Totals for 2015

		2016		2015
Cash Flows from Operating Activities:				
Change in Net Assets	\$	(77,698)	\$	(81,764)
Adjustments to Reconcile Changes in Net Assets				
to Net Cash Provided by Operating Activites:	i. w			
Depreciation		226,306	3 (	221,843
Bad Debt Expense				1,602
(Increase) Decrease in:				
Accounts Receivable		1,626		(1,875)
Rents Receivable		(3,752)		(2,504)
Prepaid Insurance		10,978		(10,978)
Receivable - Leasehold Improvement Loans	. (V	45,441		(515,157)
Increase (Decrease) in:				
Accounts Payable		(10,098)		(85,653)
Other Payables		(1,984)	12.23	94
Deferred Revenue - Prepaid Rent				(13,645)
Deferred Revenue - Leasehold Improvement Loans	<u> </u>	(45,441)	<u> </u>	515,157
Net Cash Provided by Operating Activities		145,378		27,120
Cash Flows from Investing Activities:				
Property and Equipment Acquisitions		(41,424)		(463,159)
Net Cash (Used) in Investing Activities		(41,424)		(463,159)
Cash Flows from Financing Activities: Net Proceeds (Payments) on Long-Term Debt		(55,693)		455,980
Net Cash Provided by (Used) in Financing Activities		(55,693)		455,980
Net Increase in Cash and Cash Equivalents		48,261		19,941
Cash and Cash Equivalents - Beginning of Year		284,957		265,016
Cash and Cash Equivalents - End of Year	\$	333,218	\$	284,957

June 30, 2016 with Comparative Totals for 2015

#### **NOTE 1 – NATURE OF OPERATIONS**

Watertown Industrial Center Local Development Corporation (the "Corporation") is a non-profit organization, which was incorporated in New York State on June 7, 1994. The Corporation is involved in developing an industrial center in the City of Watertown, NY by providing low cost rental space to industry.

The mission of the Watertown Industrial Center Local Development Corporation is to facilitate job creation and retention in the community by providing eligible businesses with suitable leased facilities at rents and other conditions that help them succeed.

#### NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Accounting**

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

#### **Financial Statement Presentation**

Financial statement presentation follows the recommendation of FASB Accounting Standards Codification No. 958, *Not-for-Profit Entities: Presentation of Financial Statements*. The Corporation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted.

#### Cash and Cash Equivalents

For purposes of the Statements of Cash Flows, the Corporation considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

#### **Income Tax Status**

The Corporation is a not-for-profit organization and is exempt from Federal income tax under Section 501(c)(3) of the Internal Revenue Code.

June 30, 2016 with Comparative Totals for 2015

#### NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES – Continued

#### **Open Tax Years**

The Corporation's Forms 990, Return of Organization Exempt from Income Tax, for the years ended 2016, 2015, 2014 and 2013 are subject to examination by the IRS, generally for 3 years after they were filed.

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### **Accounts Receivable**

Accounts receivable include tenant rents receivable, tenant utilities receivable, and other short-term receivables that are non-interest bearing. Accounts receivable are stated at the amount management expects to collect from balances outstanding at year-end. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to an allowance for doubtful accounts based on its assessment of the current status of individual accounts. It is the Corporation's policy to charge off uncollectible accounts receivable when management determines the receivable will not be collected.

#### Support and Revenue

Watertown Industrial Center Local Development Corporation receives substantially all of its revenue from the leasing of office and manufacturing space in four buildings owned by the Corporation.

#### **Functional Allocation of Expenses**

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statements of Activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

June 30, 2016 with Comparative Totals for 2015

#### NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES - Continued

#### **Property and Equipment**

Property and equipment are recorded at cost or fair value at the date of acquisition. Watertown Industrial Center Local Development Corporation follows the practice of capitalizing, at cost, all expenditures for fixed assets in excess of \$1,000. Depreciation is computed on a straight-line basis over the useful lives of the assets generally as follows:

	Recovery
Category	<b>Period Years</b>
Buildings and Improvements	5 - 30
Furniture, Fixtures, and Equipment	5 - 10

#### Fair Value of Financial Instruments

The carrying value of the notes payable approximates fair value because it bears interest at a rate that approximates current market rates for notes with similar maturities and credit quality.

#### **Comparative Financial Information**

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Corporation's financial statements for the year ended June 30, 2015, from which the summarized information was derived.

June 30, 2016 with Comparative Totals for 2015

#### NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES - Continued

#### **Unrestricted Net Assets**

Undesignated net assets include revenue and support to develop and maintain the industrial center and for general operating purposes.

Board-designated net assets that have been appropriated by the Board from undesignated net assets for specific future needs as of June 30, are as follows:

		2016		2015
Leasehold Improvement	\$	148,319	\$	140,211
Capital Improvement Fund	-	270,284	· ·	227,037
Total	\$	418,603	\$	367,248

The net investment in property and equipment consists of property and equipment, net of accumulated depreciation, and any other resources dedicated to property and equipment, net of related liabilities.

#### **Statement of Cash Flows**

There were no noncash investing and financing activities during 2016 and 2015.

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Cash Paid During the Year For:		
	23,398 \$	14,500
Interest $\underline{\bullet}$	<u>23,398</u> \$	14,300

#### Date of Management's Review

Management has evaluated subsequent events through September 26, 2016, the date which the financial statements were available to be issued.

June 30, 2016 with Comparative Totals for 2015

#### NOTE 3 - PROPERTY AND EQUIPMENT

The major categories of property and equipment as of June 30, are as follows:

	2016	2015
Land	\$ 205,000	\$ 205,000
Buildings and Improvements	5,369,971	5,323,522
Furniture, Fixtures and Equipment Construction in Progress	54,571 18,027	54,571 23,052
Total Less: Accumulated Depreciation	5,647,569 (3,237,310)	5,606,145 (3,011,004)
Net Property and Equipment	\$ 2,410,259	\$ 2,595,141

### NOTE 4 – RELATED PARTY AGREEMENTS AND TRANSACTIONS

Jefferson County Local Development Corporation rents office space from the Corporation under a ten-year lease agreement. The current lease was executed for the period October 1, 2014 through September 30, 2024. Monthly rental payments were \$1,351 for the months of July through September of the current year, and \$1,366 thereafter. Rental income, including rent surcharges, received during the years ended June 30, 2016 and 2015 was approximately \$16,000 in both years.

In 2010, the Corporation entered into a participation loan with Watertown Local Development Corporation and Jefferson County Local Development Corporation in the amount of \$400,000. The loan was obtained in order to finance the replacement of the Building A roof. The note is for a 20-year term, with payments beginning January 1, 2011 through January 1, 2031 at an interest rate of 3.00%. During the years ended June 30, 2016 and 2015, the Corporation made principal and interest payments of approximately \$26,600 in both years.

In 2015, the Corporation entered into a loan with Watertown Local Development Corporation in the amount of \$482,791. The loan was for renovations of office space for the use of Jefferson County Local Development Corporations. The note is for a 10 year term, with payments beginning May 1, 2015 through April 1, 2025 at an interest rate of 3.00%. During the year ended June 30, 2016 and 2015, the Corporation made principal and interest payments of approximately \$56,000 and \$14,000, respectively.

June 30, 2016 with Comparative Totals for 2015

### NOTE 4 – RELATED PARTY AGREEMENTS AND TRANSACTIONS - CONTINUED

The following is outstanding at year end:

Note	Interest	June	June 30, 2016		30, 2015
Payable	Rate	Current	Long-Term	Current	Long-Term
WLDC Loan #1	3.00%	\$ 17,435	\$ 296,688	\$ 16,921	\$ 314,123
WLDC Loan #2	3.00%	43,529	390,100	42,350	430,051
Total		\$ 60,964	\$ 686,788	\$ 59,271	\$ 744,174

The future scheduled maturities of long-term debt as of June 30, are as follows:

2017	\$	60,964
2018		63,365
2019		65,292
2020		67,318
2021		69,304
Thereafter	4	421,509
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	\$	747,752
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#### NOTE 5 - PROPERTY ON OPERATING LEASES

The following schedule provides an analysis of the Corporation's investment in property on operating leases as of June 30, 2016:

Land	205,000
Buildings and Improvements	5,369,971
Total	5,574,971
Less: Accumulated Depreciation	(3,186,896)
Net Property on Operating Leases	3 2,388,075

June 30, 2016 with Comparative Totals for 2015

#### NOTE 6 - RENTALS UNDER OPERATING LEASES

The scheduled future rental payments under current operating leases as of June 30, are as follows:

2017	\$ 555,536
2018	461,107
2019	353,898
2020	292,392
2021	256,312
2022 - 2024	1,154,498
	\$ 3,073,743

#### NOTE 7 - CONCENTRATIONS OF CREDIT RISK

The Corporation maintains its cash balances in financial institutions located in Watertown, NY. Interest-bearing deposits and non-interest bearing deposits are insured by the Federal Deposit Insurance Corporation up to \$250,000. All deposits are fully insured as of June 30, 2016.

#### NOTE 8 – RECEIVABLE LEASEHOLD IMPROVEMENTS/ DEFERRED REVENUE LEASEHOLD IMPROVEMENTS

At June 30, 2016 and 2015, the receivable and corresponding deferred revenue were recorded in the amount of \$502,399 and \$547,840, respectively, on the Statement of Financial Position. The amount represents the additional rent surcharge to be collected from tenants over their lease terms. The additional rent surcharges were the result of building additions completed, as requested by tenants. The Corporation has consistently recorded all building improvements made for tenants as an addition to the Corporation's fixed assets and charged rent surcharges to the tenants to cover the cost of the improvements.

The Corporation decided to record the rent surcharge amount as receivable and deferred revenue on the Statement of Financial Position to better track the status of additional rent surcharges. There is no effect on the Statement of Activities as a result of recording the receivable and related deferred revenue. The additional rent surcharge payments received from tenants has been consistently recorded as rental income on the Statement of Activities.

### WATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION

#### NOTES TO FINANCIAL STATEMENTS

June 30, 2016 with Comparative Totals for 2015

#### NOTE 9 - RETIREMENT PLAN

On August 1, 2013, the Corporation established a 401(k) Profit Sharing Pension Plan. The Plan is administered by RBC Wealth Management. The employer contribution was set at 4% of the employees' annual salary. All full time employees are covered by the Plan. For the years ended June 30, 2016 and 2015, the Corporation made contributions in the amount of \$6,797 and \$5,913 respectively.



CERTIFIED PUBLIC ACCOUNTANTS \* BUSINESS CONSULTANTS

INDEPENDENT AUDITORS' 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 WATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION

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 Watertown Industrial Center Local Development Corporation (a nonprofit organization), which comprise the statement of financial position as of June 30, 2016, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 26, 2016.

#### **Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Watertown Industrial Center Local Development Corporation's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Watertown Industrial Center Local Development Corporation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization'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.

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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 and therefore, material weaknesses or significant deficiencies may exist that were not identified. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. We did identify certain deficiencies in internal control, described in the accompanying schedule of findings and responses that we consider to be significant deficiencies, 2016-1 and 2016-2.

#### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Watertown Industrial Center Local Development Corporation's financial statements are free from 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 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*.

#### Watertown Industrial Center Local Development Corporation's Response to Findings

Watertown Industrial Center Local Development Corporation's response to the findings identified in our audit is described in the accompanying schedule of finding and responses. Watertown Industrial Center Local Development Corporation's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

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

Bowers & Company

Watertown, New York September 26, 2016

#### SCHEDULE OF FINDINGS AND RESPONSES

June 30, 2016

#### **Internal Control Over Financial Reporting**

#### **Significant Deficiencies**

#### 2016-1 Segregation of Duties

Condition: Due to the small size of the entity there is limited segregation of duties. The

Corporation's management consists of one person who is responsible for all accounting functions, including disbursements, payroll, accruals, and making

all journal entries during the year.

Criteria: Segregation of duties is a primary internal control intended to prevent, or

decrease the risk of, errors or irregularities; identify problems; and ensure that corrective action is taken. This is done by assuring that no single individual

should have control over all phases of a transaction.

Effect: Limited internal control is a potential risk to physical assets and presents the

risk for both intentional and unintentional errors to be made and go

undetected.

Recommendation: The Board of Directors should be aware that this condition is a significant

deficiency and will be in future years due to the small size of the Corporation.

Response: The Corporation recognizes that this is viewed as a significant deficiency;

however, it is not financially feasible to hire additional staff to further

separate accounting duties.