Financial Statements as of December 31, 2024 and 2023 Together with Independent Auditor's Report



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## INDEPENDENT AUDITOR'S REPORT

March 26, 2025

To the Board of Directors of the Tioga County Property Development Corporation:

#### **Report on the Audit of the Financial Statements**

#### Opinion

We have audited the accompanying financial statements of the Tioga County Property Development Corporation (the Corporation), as of and for the years ended December 31, 2024 and 2023, and the related notes to the financial statements, which collectively comprise the Corporation's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the Corporation as of December 31, 2024 and 2023, and the respective changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Corporation and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Responsibilities of Management for the Financial Statements**

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Corporation's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

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## INDEPENDENT AUDITOR'S REPORT

(Continued)

## Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Corporation's ability to continue as a going concern for a reasonable period of time.

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

## **INDEPENDENT AUDITOR'S REPORT**

(Continued)

## **Required Supplementary Information**

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information or provide any assurance.

## Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 26, 2025, on our consideration of the 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 solely 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 the effectiveness of the Corporation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Corporation's internal control over financial reporting and compliance.

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) December 31, 2024 and 2023

This section of the Tioga County Property Development Corporation (the Corporation) annual financial report presents discussion and analysis of the Corporation's financial performance during the fiscal years ended December 31, 2024, 2023, and 2022. Please read it in conjunction with the Corporation's financial statements and accompanying notes.

## **GENERAL INFORMATION**

The Corporation was incorporated in March 2017, but activity began in 2019. The mission was to foster economic and community development by acquiring, holding, managing, developing and marketing distressed, vacant, abandoned, tax foreclosed and under-utilized residential and commercial properties.

## OVERVIEW OF THE FINANCIAL STATEMENTS

This annual financial report consists of two parts: this section, the Management's Discussion and Analysis (MD&A) and the basic financial statements. The Corporation is a self-supporting entity and follows business-type activity reporting; accordingly, the financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. Business-type activity statements offer short-term and long-term financial information about the activities and operations of the Corporation. This annual report consists of the financial statements and notes to those statements. The Statements of Net Position, Statements of Revenues, Expenses and Change in Net Position, the Statements of Net Position include all of the Corporation's assets and liabilities, using the accrual basis of accounting. The Statements of Revenues, Expenses and Change in Net Position report all of the revenues and expenses during the time period indicated. The Statements of Cash Flows report the cash provide and used by operating activities, as well as other cash sources such as investment income and cash payments for debt.

## FINANCIAL HIGHLIGHTS

- The Corporation's net position at December 31, 2024 is \$303,743 compared to \$228,767 at December 31, 2023 and \$207,752 at December 31, 2022.
- Total current assets at December 31, 2024 are \$746,168, \$647,340 at December 31, 2023 and \$689,149 at December 31, 2022. It is comprised of cash on hand, inventory, receivables, and prepaid expenses.
- Total current liabilities at December 31, 2024 are \$442,425, \$418,573 at December 31, 2023 and \$481,397 at December 31, 2022. The liabilities are comprised of grant advances, payables and accrued liabilities.
- Operating revenues in 2024, 2023, and 2022 were \$445,418, \$601,922, and \$616,330, respectively, primarily as a result of grant and government subsidy revenue and property sales. Operating expenses mainly comprised of cost of sales, professional services and unrealized loss on inventory \$375,555 in 2024, \$583,407 in 2023 and \$562,983 in 2022.

## FINANCIAL ANALYSIS OF THE CORPORATION

Below is an analysis of the assets, liabilities, revenues, and expenses of the Corporation.

## Summary of Assets, Liabilities, and Net Position

	<u>2024</u>		<u>2023</u>		<u>2022</u>	
Current assets Current liabilities	\$	746,168 442,425	\$	647,340 418,573	\$ 689,149 481,397	
Total net position	\$	303,743	\$	228,767	\$ 207,752	

## **Current Assets**

Current assets were comprised of cash, inventory, grant receivables and prepaid expenses.

#### Inventory

Properties held for sale comprise inventory. At December 31, 2024, 2023 and 2022, the Corporation owned 21, 24, and 20 properties, respectively.

## **Capital Assets**

At this moment, the Corporation does not possess any capital assets.

### **Current Liabilities**

Current liabilities are comprised of grant advances, payables and accrued liabilities. One grant advance is part of the American Rescue Plan Act (ARPA) funds received from Tioga County. All \$500,000 in funds per the agreement were disbursed in 2021. Revenue is recognized as funds are spent on allowable expenses.

In addition, another grant advance is part of a grant awarded from the Floyd Hooker Foundation. All \$65,000 in funds per the agreement were disbursed in 2022. Revenue is recognized as funds are spent on allowable expenses.

## Summary of Revenues, Expenses and Change in Net Position

	<u>2024</u>	% of Total	<u>2023</u>	<u>% of Total</u>	<u>2022</u>	% of Total
OPERATING REVENUES:						
Grant and government subsidy revenue	\$ 435,418	97.75% \$			\$ 616,251	99.99%
Property sales	10,000	2.25%	12,000	1.99%	-	0.00%
Other revenue		0.00%	-	0.00%	79	0.01%
Total operating revenues	445,418		601,922		616,330	
OPERATING EXPENSES:		_				
Cost of sales	270,758	72.09%	243,796	41.78%	207,977	36.94%
Unrealized loss on inventory	22,727	6.05%	91,578	15.70%	2	0.00%
General & admin expenses	2,764	0.74%	3,304	0.57%	1,081	0.19%
Professional services	78,039	20.78%	243,332	41.71%	352,656	62.64%
Insurance	1,267	0.34%	1,258	0.22%	768	0.14%
Other expense		0.00%	139	0.02%	499	0.09%
Total operating expenses	375,555	· <u> </u>	583,407		562,983	
	~~~~~		10 515		50.047	
OPERATING INCOME (LOSS):	69,863	· <u> </u>	18,515		53,347	
NON-OPERATING INCOME:						
Interest income	5,113		2,500		-	
		-				
CHANGE IN NET POSITION	74,976		21,015		53,347	
	,				,	
NET POSITION - beginning of year	228,767	_	207,752		154,405	
		_				
NET POSITION - end of year	<u>\$ 303,743</u>	\$ 	<u>228,767</u>		<u>\$ 207,752</u>	

# **Operating Revenues**

Operating revenues primarily include grant revenue and property sales. The number or properties sold in 2024, 2023, and 2022 were 3, 6, and 0, respectively.

# **Operating Expenses**

Operating expenses primarily include cost of sales, unrealized loss on property, and professional services.

## **Operating Results**

The Corporation had operating income of \$69,863 for the year ended December 31, 2024 and operating income of \$18,515 for the year ended December 31, 2023. The increase from the prior year was the result of a significant decrease in professional services expenses incurred in 2024 along with a decrease in unrealized loss on inventory, partially offset by an overall decrease in grant income. Professional services expenses decreased by approximately \$165,000 due significant outside contract services expenses incurred in the prior year under the New York Main Street grant program. Unrealized loss on inventory decreased from the prior year as the result of a re-appraisal of several properties in the prior year, decreasing their market value.

## **Request For Information**

This financial report is designed to provide the reader with a general overview of the Corporation's finances. Questions concerning any information provided in this report or requests for additional financial information should be addressed to the Tioga County Property Development Corporation, 56 Main Street #109, Owego, NY 1382.

# Statements of Net Position December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>	
ASSETS			
CURRENT ASSETS:			
Cash	\$ 384,749	\$ 420,707	
Grant receivables	128,655	58,876	
Inventory	232,324	167,104	
Prepaid expenses	440	653	
Total current assets	746,168	647,340	
Total assets	746,168	647,340	
LIABILITIES			
CURRENT LIABILITIES:			
Payables and accrued expenses	49,623	24,179	
Grant and government subsidy revenue advances	392,802	394,394	
Total current liabilities	442,425	418,573	
Total liabilities	442,425	418,573	
NET POSITION			
Unrestricted	303,743	228,767	
Total net position	\$ 303,743	\$ 228,767	

The accompanying notes are an integral part of these statements.

# Statements of Revenues, Expenses and Change in Net Position For the Years Ended December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>	
OPERATING REVENUES: Grant and government subsidy revenue Property sales	\$  435,418 10,000	\$       589,922 12,000	
Total operating revenues	445,418	601,922	
OPERATING EXPENSES: Cost of sales Unrealized loss on inventory General and administrative expenses Professional services Insurance Other expense	270,758 22,727 2,764 78,039 1,267	243,796 91,578 3,304 243,332 1,258 139	
Total operating expenses	375,555	583,407	
OPERATING INCOME (LOSS)	69,863	18,515	
NON-OPERATING INCOME: Interest income	5,113	2,500	
CHANGE IN NET POSITION	74,976	21,015	
NET POSITION - beginning of year	228,767	207,752	
NET POSITION - end of year	<u>\$ 303,743</u>	<u>\$228,767</u>	

The accompanying notes are an integral part of these statements.

## Statements of Cash Flows

For the Years Ended December 31, 2024 and 2023

	<u>2024</u>		2023	
CASH FLOWS FROM OPERATING ACTIVITIES: Cash received from grant and government subsidies Cash received from sale of property Cash paid for inventory Cash paid for general and administrative expenses Cash paid for professional services Cash paid for insurance Cash paid for other expense	\$	364,047 10,000 (338,411) (2,764) (72,889) (1,054)	\$	498,125 12,000 (342,365) (3,304) (243,332) (1,289) (139)
Net cash from (used in) operating activities		(41,071)		(80,304)
CASH FLOWS FROM INVESTING ACTIVITIES: Cash received from interest		5,113		2,500
Net cash from (used in) investing activities		5,113		2,500
CHANGE IN CASH		(35,958)		(77,804)
CASH - beginning of year		420,707		498,511
CASH - end of year	<u>\$</u>	384,749	<u>\$</u>	420,707
RECONCILIATION OF OPERATING INCOME (LOSS) TO CASH FLOWS FROM OPERATING ACTIVITIES:				
Operating income (loss) Adjustments to reconcile operating income (loss) to net cash flow from operating activities:	\$	69,863	\$	18,515
Unrealized loss on inventory Changes in:		22,727		91,578
Inventory Grant receivables Prepaid expenses Payables and accrued expenses Grant and government subsidy revenue advances		(87,947) (69,779) 213 25,444 (1,592)		(86,748) (40,794) (31) (11,821) (51,003)
Net cash from (used in) operating activities	\$	(41,071)	\$	(80,304)

The accompanying notes are an integral part of these statements.

#### NOTES TO BASIC FINANCIAL STATEMENTS DECEMBER 31, 2024 AND 2023

## 1. ORGANIZATION

The Tioga County Property Development Corporation (the Corporation) was formed in 2017 to address the problems of vacant, abandoned, or tax delinquent property in the County of Tioga, New York (the County) in a coordinated manner through the acquisition of real property. Operations did not commence until 2019. The mission of the Corporation is to return that property to productive use in order to strengthen the economy, improve the quality of life, and improve the financial condition of the municipalities, through the use of the powers and tools granted to land banks by New York State (NYS).

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

The basic financial statements of the Corporation have been prepared in conformity with accounting principles generally accepted in the United States of America (GAAP) for governments as prescribed by the Governmental Accounting Standards Board (GASB), which is the primary standard-setting body for establishing governmental accounting and financial principles.

## **Measurement Focus and Basis of Accounting**

The Corporation operates as a proprietary fund. Proprietary funds utilize an "economic resources" measurement focus. The accounting objectives of this measurement focus are the determination of operating income, changes in net position (or cost recovery), financial position, and cash flows. All assets, deferred outflows of resources, liabilities, and deferred inflows of resources (whether current or noncurrent) associated with their activities are reported. Fund equity is classified as net position.

The Corporation utilizes the accrual basis of accounting. Under the accrual basis of accounting, revenues are recognized when earned and expenses are recorded when the liability is incurred or an economic asset is used.

#### Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts 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 these estimates and such differences may be significant.

#### Income Tax Status

The Corporation was organized as a not-for-profit corporation under Section 501(c)(3) of the Internal Revenue Code.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

## Cash

Custodial credit risk related to cash deposits is the risk that in the event of a failure of a depository financial institution, the reporting entity may not recover its deposits.

The Corporation had bank balances totaling \$385,610 at December 31, 2024, all of which was insured by the Federal Deposit Insurance Corporation (FDIC). Bank balances of \$420,807 were held at December 31, 2023, all of which was insured by the FDIC.

## Inventory

Inventory consists of vacant, abandoned, or tax delinquent property in the County purchased by the Corporation. Inventory is valued at the lower of cost or market. Market value is defined as estimated selling price and is based on assessed value for rehabilitation candidate properties, assessed land value for vacant lots and demolition candidate properties, and third-party appraisals or other methods as deemed appropriate. Cost includes, but is not limited to, property purchase cost, appraisal, inspection and recording fees, renovation costs and professional services.

## Grant Receivable

Grant receivable represents funds earned but not yet received by the Corporation related to grant and government subsidy revenue. Management does not believe a reserve for uncollectible receivables is necessary at December 31, 2024 and 2023.

## Grant and Government Subsidy Revenue Advance

Grant advances consist of amounts of received grant and government subsidy revenue for which the definition of earned has not been met. Such amounts are reflected as a liability until the amounts are deemed earned and then recognized as revenue.

#### **Operating and Non-Operating Revenues and Expenses**

As a business-type activity, the Corporation distinguishes operating revenues and expenses from non-operating items. Operating revenues are mostly comprised of grant and government subsidy revenue resulting from exchange transactions and sale of properties associated with the principal activities of the Corporation. Operating expenses generally result from the acquisition, demolition and renovation of properties, and general and administrative expenses in accordance with the Corporation's mission. Non-operating income of the Corporation comprises interest earnings on deposits.

## **Cost of Sales**

At the time of sale of inventory, the book value of inventory is recognized as expense under cost of sales. Cost of sales also include expenses incurred to maintain properties held in inventory that do not meet the definition to be treated as inventory. These include, but are not limited to, property taxes, mowing, and other property maintenance costs.

## **Unrealized Loss on Inventory**

Deterioration, damage, changing prices and other factors have caused the cost of certain inventory to exceed its market value. In accordance with GAAP, inventory has been reduced to market value and an unrealized loss is recognized.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

## Net Position

Equity is classified as net position and displayed in three components:

- a. Net investment in capital assets capital assets including restricted capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, mortgages, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets. The Corporation did not have net investment in capital assets at December 31, 2024 and 2023.
- b. Restricted net position net position with constraints placed on their use either by (1) external groups such as creditors or laws or regulations of other governments; or (2) law through constitutional provisions or enabling legislation. The Corporation did not have restricted net position at December 31, 2024 and 2023.
- c. Unrestricted net position all other net position that does not meet the definition of net investment in capital assets or restricted net position.

It is the Corporation's policy to first apply restricted resources when an expense is incurred for purposes for which both restricted and unrestricted net position is available.

## 3. CONCENTRATIONS

The Corporation receives significant support from certain governmental entities. The primary source of funding is through grant awards. Grant funding from the Housing Trust Fund Corporation comprised 97% of operating revenue for the year ended December 31, 2024 and 85% in 2023.

## 4. AGREEMENT WITH COUNTY OF TIOGA, NEW YORK

The Corporation entered into an agreement with Tioga County for the period of January 1, 2022 through December 31, 2023, under which the County provides administrative services, office space, and equipment for the Corporation to operate. This agreement was renewed for the period of January 1, 2024 through December 31, 2025. The Corporation is to pay an administrative fee of \$6,250 quarterly for the term of the agreement. For the years ended December 31, 2024 and 2023, \$25,000 in expenses were incurred by the Corporation for each year under the agreement.

## 5. RECLASSIFICATIONS

Certain prior year amounts have been reclassified for consistency with current year presentation.

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

March 26, 2025

To the Board of Directors of the Tioga County Property Development Corporation:

We have audited, 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, the financial statements of the Tioga County Property Development Corporation (the Corporation) as of and for the year ended December 31, 2024, and the related notes to the financial statements, which collectively comprise the Corporation's basic financial statements and have issued our report thereon dated March 26, 2025.

## **Report on Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Corporation's internal control over financial reporting (internal control) as a basis for designing 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 the Corporation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Corporation's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements, on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

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

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

## **Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the 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 financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

## Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.