

**CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY**

**FINANCIAL STATEMENTS
AND SUPPLEMENTAL INFORMATION**

FOR THE YEAR ENDED MARCH 31, 2012

**CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
FOR THE YEAR ENDED MARCH 31, 2012**

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
City of Salamanca Industrial Development Agency
Salamanca, New York 14779

We have audited the accompanying financial statements of the business-type activities and each major fund of the City of Salamanca Industrial Development Agency, a component unit of the City of Salamanca, as of and for the year ended March 31, 2012, which collectively comprise the City of Salamanca Industrial Development Agency's basic financial statements as listed in the table of contents. These financial statements are the responsibility of the City of Salamanca Industrial Development Agency'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 *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 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 and each major fund of the City of Salamanca Industrial Development Agency as of March 31, 2012, and the respective changes in financial position, and cash flows, thereof, 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 reports dated June 14, 2012, on our consideration of the City of Salamanca Industrial Development Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of those reports 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. Those reports are an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

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

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the City of Salamanca Industrial Development Agency's financial statements as a whole. The schedules of leases, payments in lieu of taxes, and bonds are presented for purposes of additional analysis as required by the New York State Comptroller's office and are not a required part of the financial statements. The accompanying Financial Data Schedules (FDS) are presented for purposes of additional analysis and are not a required part of the financial statements. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by U.S. Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, and is also not a required part of the financial statements. The accompanying FDS, schedule of expenditures of federal awards, and the schedules of leases, payments in lieu of taxes, and bonds are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Cattaraugus, New York
June 14, 2012

R.A. MERCER & CO., P.C.
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MANAGEMENT'S DISCUSSION AND ANALYSIS

Within this section of the City of Salamanca Industrial Development Agency's annual financial report, the Agency's management provides narrative discussion and analysis of the financial activities of the Agency for the fiscal year ended March 31, 2012. The City of Salamanca Industrial Development Agency's financial performance is discussed and analyzed within the context of the accompanying financial statements and disclosure following this section.

FINANCIAL HIGHLIGHTS

The City of Salamanca Industrial Development Agency's assets exceeded its liabilities by \$1,882,160 for the fiscal year ended March 31, 2012. This compares to the previous year when assets exceeded liabilities by \$2,023,286.

Total net assets comprise the following:

1. Capital assets, net of related debt, of \$614,252 includes property and equipment, net of accumulated depreciation, and is reduced for outstanding debt related to the purchase, construction, and improvement of the capital assets.
2. Net assets of \$903,638 are restricted by constraints imposed from outside the Agency, such as grantor requirements, laws, and regulations.
3. Unrestricted net assets of \$364,270 represents the portion available to continue the Agency's objectives of community service to its citizens and to meet the obligations of its creditors.

Total liabilities of the Agency decreased \$24,426 to \$1,316,976 during the fiscal year.

Revenues for the year ended March 31, 2012, totaled \$945,256, of which \$358,113 was from charges for services, \$586,120 from operating grants, and \$1,023 from interest income.

OVERVIEW OF THE FINANCIAL STATEMENTS

Management's Discussion and Analysis introduces the Agency's basic financial statements. The basic financial statements include: 1) governmentwide financial statements, 2) fund financial statements, and 3) notes to the financial statements. The City of Salamanca Industrial Development Agency also includes in this report additional information to supplement the basic financial statements.

Governmentwide Financial Statements

The City of Salamanca Industrial Development Agency's annual report includes two governmentwide financial statements. These statements provide both long-term and short-term information about the Agency's overall status. Financial reporting at this level uses a perspective similar to that found in the private sector with its basis in full accrual accounting and elimination or reclassification of internal activities.

The first of these governmentwide statements is the Statement of Net Assets. This is the governmentwide statement of position presenting information that includes all of the Agency's assets and liabilities, with the difference reported as net assets. In addition to the information provided in this report, an evaluation of the overall economic health of the Agency would extend to other nonfinancial factors, such as the quality of its loan portfolio, the diversification and strength of the economy in the Salamanca, New York area, and the condition of the Agency's capital assets.

The second governmentwide statement is the Statement of Activities, which reports how the Agency's net assets changed during the current fiscal year. All current year revenues and expenses are included regardless of when cash is received or paid. An important purpose of the design of the Statement of Activities is to show the financial reliance of the Agency's distinct activities or functions on revenue provided by the Agency's grantors, as well as on revenue derived from its rental and lending activities.

The City of Salamanca Industrial Development Agency comprises only business-type activities. These include the General Operating Fund, the Program Income Revolving Loan Fund, the Section 8 Housing Choice Vouchers Program, the Urban Development Action Grant Program, and the Community Development Fund.

The Salamanca Area Development Corporation has been determined to be a component unit and is presented as a separate major fund within these financial statements. Therefore, there are no separately issued financial statements.

Fund Financial Statements

A fund is an accountability unit used to maintain control over resources segregated for specific activities or objectives. The Agency uses funds to ensure and demonstrate compliance with finance-related laws and regulations.

The Agency utilizes proprietary funds that are reported in the fund financial statements and generally report services for which the Agency charges customers a fee. The Agency also receives grants and contributions. These funds essentially encompass the same functions reported as business-type activities in the governmentwide statements.

Proprietary fund statements provide both long-term and short-term financial information consistent with the focus provided by the governmentwide financial statements but with more detail for major enterprise funds.

Notes to the Financial Statements

The accompanying notes to the financial statements provide information essential to a full understanding of the governmentwide and fund financial statements. The notes to the financial statements are located directly after the basic financial statements.

Other Information

In addition to the basic financial statements and accompanying notes, this report also presents certain required supplemental information concerning the City of Salamanca Industrial Development Agency's progress. Supplemental information follows the notes to the financial statements.

FINANCIAL ANALYSIS OF THE AGENCY AS A WHOLE

The Agency's net assets at March 31, 2012, were \$1,882,160, which represents a decrease of \$141,126 from the prior year. The following table provides a summary of the Agency's net assets.

	<u>2012</u>	<u>2011</u>	<u>Amount of Change</u>
Assets:			
Current and Other Assets	\$ 2,052,962	2,152,309	(99,347)
Capital Assets, Net	<u>1,146,174</u>	<u>1,212,379</u>	<u>(66,205)</u>
Total Assets	<u><u>3,199,136</u></u>	<u><u>3,364,688</u></u>	<u><u>(165,552)</u></u>
Liabilities:			
Long-Term Liabilities	1,141,341	1,168,753	(27,412)
Other Liabilities	<u>175,635</u>	<u>172,649</u>	<u>2,986</u>
Total Liabilities	<u><u>1,316,976</u></u>	<u><u>1,341,402</u></u>	<u><u>(24,426)</u></u>
Net Assets:			
Invested in Capital Assets, Net of Related Debt	614,252	630,939	(16,687)
Restricted	903,638	997,339	(93,701)
Unrestricted	<u>364,270</u>	<u>395,008</u>	<u>(30,738)</u>
Total Net Assets	<u><u>\$ 1,882,160</u></u>	<u><u>2,023,286</u></u>	<u><u>(141,126)</u></u>

The following table provides a summary of the Agency's changes in net assets:

	<u>Business-Type Activities</u>			
	<u>2012</u>	<u>% of Totals</u>	<u>2011</u>	<u>% of Totals</u>
Revenue:				
Charges for Services	\$ 358,113	37.9	579,689	45.1
Operating Grants	<u>586,120</u>	<u>62.1</u>	<u>705,323</u>	<u>54.9</u>
Total Revenue	<u><u>944,233</u></u>	<u><u>100.0</u></u>	<u><u>1,285,012</u></u>	<u><u>100.0</u></u>
Expenses:				
Administrative and Contractual Expenses	90,614	8.3	162,658	15.9
Personnel Services	198,909	18.3	196,147	19.2
Housing Assistance Payments	526,543	48.5	512,600	50.2
Home and Community Services	246,436	22.7	132,865	13.0
Interest Expense	<u>23,880</u>	<u>2.2</u>	<u>16,996</u>	<u>1.7</u>
Total Expense	<u><u>1,086,382</u></u>	<u><u>100.0</u></u>	<u><u>1,021,266</u></u>	<u><u>100.0</u></u>
Change in Net Assets Before General Revenue	<u>(142,149)</u>		<u>263,746</u>	
General Revenue:				
Interest Earned on Investments	<u>1,023</u>		<u>803</u>	
Total General Revenue	<u>1,023</u>		<u>803</u>	
Interfund Transfers, Net	-		-	
Restatement	<u>1,882,160</u>		<u>3,042</u>	
Change in Net Assets	<u><u>\$ 1,741,034</u></u>		<u><u>267,591</u></u>	

A Depreciation expense allocation of \$80,473 was made to the Home and Community Services function, and \$1,292 was allocated to the Administrative and Contractual Expenses function.

FINANCIAL ANALYSIS OF THE AGENCY'S FUNDS

Proprietary Funds

The proprietary fund statements share the same focus as the governmentwide statements, reporting both short-term and long-term information about financial status.

The City of Salamanca Industrial Development Agency reports the following major proprietary funds:

General Operations Fund- This fund includes the Agency's Rochester Street rental activities.

Program Income Revolving Loan Fund (RLF) - This fund includes the Agency's economic development, and rehabilitation loan programs, each of which is used to meet community development needs.

Section 8 Housing Choice Vouchers Program - This program provides rental assistance to low income families to help them afford safe and sanitary rental housing.

Third Generation Urban Development Action Grant Program - The overall objective of this program is to stimulate economic development activity and aid in the economic recovery of the City of Salamanca. The program provides funding to eligible community development projects.

Community Development Fund - This fund was created to assist the City of Salamanca with the replacement of its water reservoir.

Salamanca Area Development Corporation Fund – This fund was created upon the formation of the Salamanca Area Development Corporation (SADC) which is a not-for-profit local development corporation to assist the City of Salamanca Industrial Development Agency and City of Salamanca in the implementation of programs, projects, and activities designed to create or stimulate economic and community development programs in the City of Salamanca.

Capital Assets and Debt Administration

Capital Assets

The City of Salamanca Industrial Development Agency's investment in capital assets, net of accumulated depreciation, for business-type activities as of March 31, 2012, was \$1,146,174. This investment in capital assets includes land, buildings and improvements, and machinery and equipment. The total decrease in the Agency's investment in capital assets for the current year of \$66,205 was due to the combination of the capitalization of building improvements and annual depreciation.

	<u>2012</u>	<u>2011</u>
<u>Nondepreciable:</u>		
Land and Land Improvements	\$ 10,500	10,500
<u>Depreciable:</u>		
Buildings and Leasehold Improvements	2,477,777	2,459,147
Machinery and Equipment	33,655	33,655
Accumulated Depreciation	<u>(1,375,758)</u>	<u>(1,290,923)</u>
Total	<u>\$ 1,146,174</u>	<u>1,212,379</u>

Long-Term Debt

At the end of the year, the Agency had debt outstanding of \$531,922, which included two notes payable to the Urban Development Corporation and the FirstCity Servicing Corporation for a total amount of \$240,315, and two mortgage payables to Cattaraugus County Bank (CCB) for a total amount of \$291,607.

Notes & Mortgage Payable:

	<u>2012</u>	<u>2011</u>
Due After One Year	\$ 481,059	527,006
Due Within One Year	<u>50,863</u>	<u>54,434</u>
Total	<u>\$ 531,922</u>	<u>581,440</u>

Economic Factors and Next Year's Budgets and Rates

The purpose of the City of Salamanca Industrial Development Agency is to promote, develop, encourage, and assist in the industrial manufacturing, warehousing, commercial, research, and recreational facilities of the City of Salamanca. In addition, it is the Agency's objective to advance the job opportunities, health, general prosperity, and economic welfare of the citizens of the City of Salamanca and to improve their recreational opportunities, their prosperity, and their standard of living.

In the upcoming year, the Agency will continue to seek tenants for its real estate located at 115 - 117½ Main Street in the City of Salamanca. In addition to other property acquisition plans, the Agency will focus on blight removal in the City of Salamanca. It is anticipated that the City of Salamanca Industrial Development Agency's plans for continued growth and activity will be assisted by the use of State of New York aid, generated by local casino revenues. The Agency will also focus on sustaining and developing the Rochester Street Industrial Park.

The Agency's total expense budget for the fiscal year ending March 31, 2012 is \$895,213, which consists of \$564,036 in budgeted expenses in the Section 8 Housing Choice Vouchers Program and \$331,177 among the remaining programs.

Contacting the Agency's Financial Management

This financial report is designed to provide a general overview of the Agency's finances, comply with finance-related laws and regulations, and demonstrate the Agency's commitment to public accountability. If you have questions about this report or would like to request additional information, contact Mr. Timothy J. Flanigan (the Agency's chairman of the board) in the Agency's administration building at 225 Wildwood Avenue, Salamanca, NY 14779.

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FINANCIAL STATEMENTS

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF NET ASSETS
AS OF MARCH 31, 2012

		<u>Primary Government Business-Type Activities</u>
ASSETS		
Unrestricted Cash and Cash Equivalents	\$	296,481
Restricted Cash and Cash Equivalents		959,213
Accounts Receivable, Net		71,210
Direct Financing Leases		3,708
Notes Receivable, Net		175,630
Noncurrent Assets		
Grant Receivable		36,000
Prepaid Utility Deposit		4,061
Prepaid Construction Costs		325
Direct Financing Leases		45,338
Notes Receivable, Net		460,996
Capital Assets		
Land		10,500
Buildings and Improvements		2,477,777
Equipment		33,655
Less: Accumulated Depreciation		(1,375,758)
Total Assets		3,199,136
LIABILITIES		
Accounts Payable		13,764
Equipment Lease Payable		1,049
Due to HUD		15,175
Long-Term Liabilities		
Due and Payable Within One Year		
Deferred Revenue		94,784
Mortgage Payable		14,417
Notes Payable		36,446
Due and Payable After One Year		
Deferred Revenue		660,282
Mortgage Payable		277,190
Notes Payable		203,869
Total Liabilities		1,316,976
NET ASSETS		
Invested in Capital Assets, Net of Related Debt		614,252
Restricted Net Assets		903,638
Unrestricted Net Assets		364,270
Total Net Assets	\$	1,882,160

See accompanying notes to the financial statements.

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED MARCH 31, 2012

	Expenses	Program Revenues			Net (Expenses) Revenue and Changes in Net Assets
		Charges for Services	Operating Grants and Contributions	Capital Grants and Contributions	
Primary Government:					
Business-Type Activities:					
Administrative and Contractual	\$ 90,614	61,346	15,102	-	(14,166)
Personnel Services	198,909	180,656	44,475	-	26,222
Housing Assistance Payments	526,543	-	526,543	-	-
Home and Community Services	246,436	92,450	-	-	(153,986)
Interest Expense	23,880	23,661	-	-	(219)
Total Business-Type Activities	1,086,382	358,113	586,120	-	(142,150)
Total Primary Government	1,086,382	358,113	586,120	-	(142,149)
General Revenue:					
Interest Income					1,023
Total General Revenue					1,023
Interfund Transfers:					
Transfer In					-
Transfer Out					-
Interfund Transfers, Net					-
Change in Net Assets					(141,126)
Net Assets - Beginning of the Year					2,023,286
Net Assets - End of the Year					1,882,160
					\$

See accompanying notes to the financial statements.

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF NET ASSETS- PROPRIETARY FUNDS
AS OF MARCH 31, 2012

	General Operating Fund	Program Income RLF	Housing Choice Vouchers	Third Generation UDAG	Community Development	Salamanca Area Development Corporation	Total Proprietary Funds
ASSETS							
Current Assets							
Unrestricted Cash and Cash Equivalents	\$ 95,698	-	197,096	-	8	3,679	296,481
Restricted Cash and Cash Equivalents	-	651,979	63,724	243,510	-	-	959,213
Accounts Receivable, Net	43,127	16,530	11,553	-	-	-	71,210
Due From Other Funds	10,865	-	-	-	-	1,078	11,943
Current Portion of Direct Financing Leases	3,708	-	-	-	-	-	3,708
Current Portion of Notes Receivable	2,102	148,209	-	4,820	-	20,499	175,630
Total Current Assets	155,500	816,718	272,373	248,330	8	25,256	1,518,185
Other Assets							
Grant Receivable	-	36,000	-	-	-	-	36,000
Prepaid Utility Deposit	4,061	-	-	-	-	-	4,061
Prepaid Construction Costs	-	-	-	325	-	-	325
Direct Financing Leases, Net of Current Portion	45,338	-	-	-	-	-	45,338
Notes Receivable, Net of Current Portion	-	380,714	-	11,984	-	68,298	460,996
Total Other Assets	49,399	416,714	-	12,309	-	68,298	546,720
Capital Assets							
Land	500	-	-	10,000	-	-	10,500
Buildings and Improvements	1,748,969	406,199	-	119,949	-	202,660	2,477,777
Equipment	10,596	-	23,059	-	-	-	33,655
Less: Accumulated Depreciation	(1,270,285)	(35,320)	(22,739)	(27,187)	-	(20,227)	(1,375,758)
Total Capital Assets	489,780	370,879	320	102,762	-	182,433	1,146,174
Total Assets	694,679	1,604,311	272,693	363,401	8	275,987	3,211,079
LIABILITIES AND NET ASSETS							
Current Liabilities							
Accounts Payable	1,733	4,112	-	6,118	-	1,801	13,764
Equipment Lease Payable	799	-	250	-	-	-	1,049
Due to Other Funds	-	4,806	-	5,122	2,015	-	11,943
Due to HUD	-	2,105	13,070	-	-	-	15,175
Deferred Revenue, Current Portion	-	94,784	-	-	-	-	94,784
Mortgage Payable, Current Portion	-	7,159	-	7,258	-	-	14,417
Notes Payable, Current Portion	36,446	-	-	-	-	-	36,446
Total Current Liabilities	38,978	112,966	13,320	18,498	2,015	1,801	187,578
Noncurrent Liabilities							
Deferred Revenue, Net of Current Portion	123,172	537,110	-	-	-	-	660,282
Mortgage Payable, Net of Current Portion	-	151,975	-	125,215	-	-	277,190
Notes Payable, Net of Current Portion	203,869	-	-	-	-	-	203,869
Total Noncurrent Liabilities	327,041	689,085	-	125,215	-	-	1,141,341
Total Liabilities	366,019	802,051	13,320	143,713	2,015	1,801	1,328,919
Net Assets							
Invested in Capital Assets, Net of Related Debt	249,465	211,745	320	(29,711)	-	182,433	614,252
Restricted	-	590,515	63,724	249,399	-	-	903,638
Unrestricted (Deficit)	79,195	-	195,329	-	(2,007)	91,753	364,270
Total Net Assets	\$ 328,660	802,260	259,373	219,688	(2,007)	274,186	1,882,160

See accompanying notes to the financial statements

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF REVENUES, EXPENSES, AND
CHANGES IN FUND NET ASSETS- PROPRIETARY FUNDS
FOR THE YEAR ENDED MARCH 31, 2012

	General Operating Fund	Program Income RLF	Housing Choice Vouchers	Third Generation UDAG	Community Development	Salamanca Area Development Corporation	Total Proprietary Funds
Operating Revenues							
Program Income Net of Allowance for Bad Debt	\$ -	92,450	-	-	-	-	92,450
Interest on Mortgages and Leases	2,087	17,095	-	1,064	-	-	20,246
Rental of Real Property	75,546	58,332	-	16,440	-	-	150,318
Federal Grant Revenue	-	-	585,340	-	-	-	585,340
Other Grant Revenue	-	-	780	-	-	-	780
Other Revenue	67,304	-	-	27,795	-	-	95,099
Total Operating Revenue	<u>144,937</u>	<u>167,877</u>	<u>586,120</u>	<u>45,299</u>	<u>-</u>	<u>-</u>	<u>944,233</u>
Operating Expenses							
Administrative and Contractual	21,094	18,853	21,920	26,887	-	568	89,322
Personnel Services	17,395	16,026	45,305	79,906	-	-	158,632
Employee Benefits	4,506	4,145	11,269	20,357	-	-	40,277
Housing Assistance Payments	-	-	526,543	-	-	-	526,543
Home and Community Services	11,473	150,484	-	4,006	-	-	165,963
Depreciation Expense	59,230	11,362	420	3,998	-	6,755	81,765
Total Operating Expense	<u>113,698</u>	<u>200,870</u>	<u>605,457</u>	<u>135,154</u>	<u>-</u>	<u>7,323</u>	<u>1,062,502</u>
Operating Income (Loss)	<u>31,239</u>	<u>(32,993)</u>	<u>(19,337)</u>	<u>(89,855)</u>	<u>-</u>	<u>(7,323)</u>	<u>(118,269)</u>
Nonoperating Revenues (Expenses)							
Interest Earned on Investments	32	1	331	338	-	321	1,023
Interest Expense	(2,599)	(11,589)	-	(9,692)	-	-	(23,880)
Transfer In	-	-	-	-	-	-	-
Transfer Out	-	-	-	-	-	-	-
Net Nonoperating Revenue (Expense)	<u>(2,567)</u>	<u>(11,588)</u>	<u>331</u>	<u>(9,354)</u>	<u>-</u>	<u>321</u>	<u>(22,857)</u>
Change in Net Assets	<u>28,672</u>	<u>(44,581)</u>	<u>(19,006)</u>	<u>(99,209)</u>	<u>-</u>	<u>(7,002)</u>	<u>(141,126)</u>
Net Assets - Beginning of the Year	<u>299,988</u>	<u>846,841</u>	<u>278,379</u>	<u>318,897</u>	<u>(2,007)</u>	<u>281,188</u>	<u>2,023,286</u>
Net Assets - End of the Year	<u>\$ 328,660</u>	<u>802,260</u>	<u>259,373</u>	<u>219,688</u>	<u>(2,007)</u>	<u>274,186</u>	<u>1,882,160</u>

See accompanying notes to the financial statements

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED MARCH 31, 2012
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

	General Operating Fund	Program Income RLF	Housing Choice Vouchers	Third Generation UDAG	Community Development	Salamanca Area Development Corporation	Total Proprietary Funds
Cash Flows From Operating Activities:							
Receipts From Tenants	\$ 49,848	58,045	-	39,828	-	-	147,721
Receipts From Customers	2,087	142,025	-	-	-	446	144,558
Payments to Employees	(21,901)	(20,171)	(56,574)	(100,263)	-	-	(198,909)
Payments to Suppliers	(50,698)	(167,202)	(548,542)	(30,215)	-	1,033	(795,624)
Receipts From Other Governments	-	-	587,717	-	-	-	587,717
Payments to Other Governments	-	835	-	-	-	-	835
Other Receipts	85,548	-	-	28,859	-	(1,078)	113,329
Net Cash Provided by (Used in) Operating Activities	64,884	13,532	(17,399)	(61,791)	-	401	(373)
Cash Flows From Capital and Related Financing Activities:							
Acquisition and Modernization of Capital Assets	-	(15,560)	-	-	-	-	(15,560)
Principal Payments on Long-Term Debt	(36,083)	(6,691)	-	(6,744)	-	-	(49,518)
Principal Payments on Equipment Lease	(944)	-	(300)	-	-	-	(1,244)
Interest Paid	(2,599)	(11,589)	-	(9,692)	-	-	(23,880)
Net Cash Provided by (Used in) Capital and Related Financing Activities	(39,626)	(33,840)	(300)	(16,436)	-	-	(90,202)
Cash Flows From Investing Activities:							
Proceeds From Notes and Leases Receivable	1,480	92,450	-	9,888	-	757	104,575
Issuance of Notes Receivable	-	(128,000)	-	-	-	(90,000)	(218,000)
Interest Income Received	32	1	331	338	-	321	1,023
Net Cash Provided by (Used in) Investing Activities	1,512	(35,549)	331	10,226	-	(88,922)	(112,402)
Net Cash and Cash Equivalents Increase (Decrease) for the Year	26,770	(55,857)	(17,368)	(68,001)	-	(88,521)	(202,377)
Cash and Cash Equivalents, Beginning of Year	68,928	707,836	278,188	311,511	8	92,200	1,458,671
Cash and Cash Equivalents, End of Year	95,698	651,979	260,820	243,510	8	3,679	1,255,684

**CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2012**

NOTE A - ORGANIZATION

The City of Salamanca Industrial Development Agency is a component unit of the City of Salamanca, based on management's evaluation in accordance with the criteria of Governmental Accounting Standards Board (GASB) Statement 39. This criteria includes the following:

1. Financial accountability
2. The appointment of a voting majority of the Agency's board of directors
3. Imposition of will
4. Financial benefit or burden on the primary government
5. Fiscal dependency

The City of Salamanca Industrial Development Agency was established in 1971 to promote the economic welfare and prosperity of the inhabitants of the City of Salamanca, and to develop economically sound commerce and industry. Its board is made up of from 3 to 7 members recommended for appointment by the mayor of the City of Salamanca.

The Agency has the power to acquire, hold and dispose of property as it sees fit, and property under its control is exempt from real property taxes. The Agency may also issue bonds for any legitimate corporate purpose on virtually any terms without limitation as to amount. Unless expressly provided otherwise, such bonds constitute special obligation bonds of the Agency, and are payable from project revenues. There were no bonds outstanding as of March 31, 2012.

The City of Salamanca Industrial Development Agency performs services pursuant to a subrecipient agreement with the City of Salamanca to administer the City of Salamanca's Main Street Community Development Block Grant Program, the Program Income Revolving Loan Fund, the Third Generation Urban Development Action Grant Program, the Section 8 Housing Choice Vouchers Program, the Community Development Fund and the Salamanca Area Development Corporation (a blended component unit). The Agency's reporting entity includes each of these programs.

The City of Salamanca Industrial Development Agency's principal sources of revenue are obtained from rental activities, grant proceeds, and revenues derived from the Agency's lending related activities.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

Financial Reporting Entity

The financial reporting entity consists of the following, as defined by Statement 39 of the Governmental Accounting Standards Board's Determining Whether Certain Organizations are Component Units, an amendment of GASB Statement No. 14:

1. The primary government, which is the City of Salamanca Industrial Development Agency;

2. Programs for which the City of Salamanca Industrial Development Agency is financially accountable.
3. Other programs for which the nature and significance of their relationship with the City of Salamanca Industrial Development Agency are such that exclusion would cause the reporting entity's financial statements to be misleading or incomplete.

The decision to include a potential component unit in the Agency's reporting entity is based on several criteria set forth in GASB 39, including legal standing, fiscal dependency, and financial accountability. Based on the application of these criteria, the Salamanca Area Development Corporation has been reported as a blended component unit within these financial statements.

Governmentwide Financial Statements

The governmentwide financial statements include the statement of net assets and the statement of activities. These statements report financial information for the City of Salamanca Industrial Development Agency as a whole. Individual funds are not displayed but the statements highlight business-type activities, generally financed in whole or in part with rental income charged to tenants, funds received from grantors, and other fees charged in the Agency's economic development activities.

The statement of activities reports the expenses of a given function offset by program revenues directly connected with the functional program. A function is an assembly of similar activities and may include portions of a fund or summarize more than one fund to capture the expenses and program revenues associated with a distinct functional activity. Program revenues include charges for services that report fees and other charges to users of the Agency's services. Program revenues also include operating grants and contributions that finance annual operating activities, including interest income earned by the Agency.

Fund Financial Statements

Fund financial statements are provided for the Agency's proprietary funds.

Measurement Focus, Basis of Accounting, and Financial Statement Presentation

The financial statements of the City of Salamanca Industrial Development Agency are prepared in accordance with generally accepted accounting principles (GAAP). The Agency's reporting entity applies all relevant Governmental Accounting Standards Board (GASB) pronouncements. The proprietary fund financial statements apply Financial Accounting Standards Board (FASB) pronouncements and Accounting Principles Board (APB) opinions issued on or before November 30, 1989, unless those pronouncements conflict with or contradict GASB pronouncements, in which case, GASB prevails.

The governmentwide statements report using the economic resources measurement focus and the accrual basis of accounting generally including the reclassification or elimination of internal activity. Proprietary fund financial statements report using this same focus and basis of accounting although internal activity is not eliminated in these statements. Revenue is recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of the related cash flows.

Operating income reported in proprietary fund financial statements includes revenues and expenses related to the primary, continuing operations of the funds. Program revenues include charges paid by the recipients of goods or services offered by the programs, and grants and contributions that are restricted to meeting the operational or capital requirements of a particular program. Revenue that is not classified as program revenue is presented as general revenue.

When both restricted and unrestricted resources are available for use, it is the Agency's policy to use unrestricted resources first, then restricted resources as needed.

Proprietary Funds

The City of Salamanca Industrial Development Agency reports the following major proprietary funds:

General Operations Fund - This fund includes the Agency's Rochester Street rental activities.

Program Income Revolving Loan Fund (RLF) - This fund includes the Agency's economic development and rehabilitation loan programs.

Section 8 Housing Choice Vouchers Program - This program provides rental assistance to low income families. The program provides a monthly rental subsidy that allows eligible participants to rent privately owned housing.

Third Generation Urban Development Action Grant Program (UDAG) - This program funds eligible activities in an effort to stimulate economic development in the City of Salamanca, New York.

Community Development Fund - This fund was created to assist the City of Salamanca with the replacement of its water reservoir.

Salamanca Area Development Corporation Fund (a blended component unit) – This fund was created upon the formation of the Salamanca Area Development Corporation (SADC) which is a not-for-profit local development corporation to assist the City of Salamanca Industrial Development Agency and City of Salamanca in the implementation of programs, projects, and activities designed to create or stimulate economic and community development programs in the City of Salamanca.

The operations of each major fund are accounted for within a separate set of self-balancing accounts that comprise its assets, liabilities, fund net assets, and revenue and expenses. The operations are segregated for the purpose of carrying on specific activities or attaining certain objectives in accordance with special regulations, restrictions, and limitations.

Basis of Accounting

The financial statements of the City of Salamanca Industrial Development Agency have been prepared in conformity with generally accepted accounting principles (GAAP) that provide for proprietary fund accounting for industrial development agencies. Management must make estimates and assumptions that affect the reported amounts of 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. These estimates and accounting policies conform to generally accepted accounting principles and have been consistently applied in the preparation of the financial statements. The following is a summary of the more significant accounting policies:

Cash Equivalents and Investments

The City of Salamanca Industrial Development Agency has its own written investment policy. The Agency is authorized to use demand accounts and certificates of deposit, as well as other permissible investments, which include obligations of the federal government, the state of New York, and revenue and tax anticipation notes authorized by the state comptroller. Certificates of deposit with maturities of less than 90 days are considered cash equivalents.

Cash includes demand deposits, savings accounts, and cash on hand.

Budgetary Basis of Accounting

Budgets are adopted by the City of Salamanca Industrial Development Agency board of directors. Budgets for the Urban Development Action Grant Program and the Section 8 Housing Choice Vouchers Program, in addition to being adopted by the Agency's board of directors, are also approved by HUD. Budgetary data is not included in this report. The Agency does not encumber appropriations to the following year.

Due To/From Other Funds and Interfund Transfers

Due to/from other funds arise from interfund transactions and are recorded by all funds affected in the period in which transactions are executed. These amounts have been eliminated on the Statement of Net Assets. Interfund revenue and expenses have also been eliminated under the provisions of GASB 34.

Deferred Revenue

Deferred revenue is recorded when grant funds received by the Agency are subsequently loaned out under a revolving loan fund program. Revenue is ultimately recognized upon repayment of the loan principal and interest.

Estimates

Management must make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Income Taxes

The City of Salamanca Industrial Development Agency is exempt from federal and state income tax provisions.

Capital Assets

Capital assets are recorded at actual cost, or in the case of gifts and contributions, at the fair market value at the time received.

Depreciation on the property and equipment has been recorded in accordance with generally accepted accounting principles. Depreciation is computed using the straight-line method over the estimated useful life of the related asset, ranging from 3 to 30 years, as follows:

	<u>Estimated Useful Life</u>	<u>Capitalization Threshold</u>
Building	30 years	\$500
Improvements	15 years	\$500
Furniture, Fixtures, and Equipment	3-7 years	\$500

The cost of capital assets is recorded as follows:

Property acquired with Program Income Revolving Loan funds is capitalized within the fund and not depreciated until rented to eligible program participants. The accumulated depreciation is increased by charges to deferred revenues.

Notes Receivable

Notes receivable are stated at principal balances, less the estimated portion that is expected to be uncollectible as of March 31, 2012.

The allowance for loan losses on notes receivable is increased by charges to deferred revenue. Management's periodic evaluation of the adequacy of the allowance is based on the aging of the notes receivable balances.

Retirement Benefits

Employees of the City of Salamanca Industrial Development Agency participate in the New York State Retirement System. The City of Salamanca administers the plan on behalf of its employees and those of related agencies. The City of Salamanca bills the Agency for its share of the pension costs.

Net Assets

Net assets present the difference between assets and liabilities in the Statement of Net Assets. Net assets invested in capital assets are 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 legal limitations imposed on their use by Agency legislation or external restrictions by creditors, grantors, laws or regulations of other governments.

Explanation of Differences Between the Proprietary Fund Balances and the Statement of Net Assets

Total assets and liabilities in the Agency's proprietary funds differ from the total assets and liabilities as reported on the Statement of Net Assets. This difference results from the elimination of due to/due from balances.

Explanation of Differences Between Proprietary Fund Statement of Revenues, Expenses, and Changes in Fund Balances and the Statement of Activities

Total expense in the proprietary funds differs from total expenditures in the Statement of Activities. The difference is the allocation of depreciation among functional expense categories, and elimination of interfund revenues and expenses.

NOTE C - CASH

The Agency's policies regarding deposits of cash and investments are discussed in Note B. The table presented below is designed to disclose the level of custody credit risk assumed by the Agency based upon how its deposits were insured or secured with collateral at March 31, 2012. The categories of credit risk are defined as follows:

Category 1 - Insured by FDIC or collateralized with securities held by the Agency or by its agent in the Agency's name.

Category 2 - Uninsured but collateralized with securities held by the pledging financial institution's trust department or agent in the Agency's name.

Category 3 - Uninsured and uncollateralized.

Type of Deposit	Total Bank Balance	Custody Credit Risk Category			Total Carrying Value
		1	2	3	
Demand Deposits	\$ 1,154,403	253,679	900,724	-	1,232,198
Savings and Time Deposits	23,446	-	23,446	-	23,446
Cash on Hand	-	-	-	-	50
Total Deposits	<u>\$ 1,177,849</u>	<u>253,679</u>	<u>924,170</u>	<u>-</u>	<u>1,255,694</u>

Reconciliation to the Statement of Net Assets:

Unrestricted Cash	\$ 296,481
Restricted Cash	<u>959,213</u>
Total	<u>\$ 1,255,694</u>

The restricted cash comprises funds that are subject to limitations imposed by grantors.

NOTE D - ACCOUNTS RECEIVABLE

Receivables at March 31, 2012, included the following:

	General Operations Fund	Program Income Fund	Housing Choice Vouchers
Tenants	\$ 43,240	8,339	17,446
Allowance	(313)	-	(5,893)
Miscellaneous	200	8,191	-
Total	<u>\$ 43,127</u>	<u>16,530</u>	<u>11,553</u>

NOTE E - GRANTS RECEIVABLE

As of March 31, 2012, the City of Salamanca Industrial Development Agency had a grant receivable of \$36,000. This grant was provided in conjunction with a loan through the Program Income Revolving Loan Fund. Funding for this grant was provided by a Small Cities Community Development Block Grant. Amortization of the grant by the borrower is contingent on employment objectives specified in the grant agreement.

NOTE F - CAPITAL ASSETS

A summary of the Agency's capital assets for the General Operating Fund, the Program Income Revolving Loan Fund, the Section 8 Housing Choice Vouchers Program, the Urban Development Action Grant Program, and the Salamanca Area Development Corporation Fund is as follows:

Description	Balance at 4/1/2011	Additions	Deletions and Other Adjustments	Balance at 3/31/12
<u>Nondepreciable</u>				
Land	\$ 10,500	-	-	10,500
<u>Depreciable</u>				
Buildings and Improvements	2,459,147	18,630	-	2,477,777
Equipment	33,655	-	-	33,655
Totals	2,503,302	18,630	-	2,521,932
Less: Accumulated				
Depreciation	(1,290,923)	(84,835)	-	(1,375,758)
Net Land, Buildings, and Equipment	<u>\$ 1,212,379</u>	<u>(66,205)</u>	<u>-</u>	<u>1,146,174</u>

On the Statement of Activities (Exhibit B) a depreciation expense allocation of \$80,473 was made to the Home and Community Services function, and \$1,292 was allocated to the Administrative and Contractual Expenses function. The amount of \$3,070 was charged to deferred revenue through the Program Income Fund.

NOTE G - NOTES RECEIVABLE

As of March 31, 2012, the City of Salamanca Industrial Development Agency had notes receivable with interest rates of 7 percent. The terms vary in length. Notes receivable at March 31, 2012, were as follows:

	General Operations	Program Income	UDAG	SADC	Total
Notes Receivable	\$ 2,102	778,753	22,631	89,243	892,729
Less: Allowance for Doubtful Accounts	-	(249,830)	(5,827)	(446)	(256,103)
Total Notes Receivable, Net	2,102	528,923	16,804	88,797	636,626
Less: Noncurrent Notes Receivable, Net	-	380,714	11,984	68,298	460,996
Total Current Portion of Notes Receivable, Net	<u>\$ 2,102</u>	<u>148,209</u>	<u>4,820</u>	<u>20,499</u>	<u>175,630</u>

NOTE H - INVESTMENT IN DIRECT FINANCING LEASES

As of March 31, 2012, the City of Salamanca Industrial Development Agency was the lessor for one lease with an outstanding present value minimum lease payment of \$49,046 of which the current portion was \$3,708. The lease agreement has an implicit interest rate of 3.52 percent on a building requiring monthly installments of \$450. At any time during the term of the lease, the lessee has the option of acquiring the building by paying the Agency the present value of the lease.

The future value of minimum lease payments is \$59,136. The future minimum lease payments to be received for the next five years and for the subsequent years in five-year intervals are as follows:

	<u>Principal</u>	<u>Interest</u>
2013	\$ 3,708	1,663
2014	3,871	1,529
2015	4,009	1,391
2016	4,153	1,247
2017	4,301	1,099
2018 - 2022	23,928	3,072
2023	<u>5,076</u>	<u>89</u>
	<u>\$ 49,046</u>	<u>10,090</u>

NOTE I - DUE FROM/TO OTHER FUNDS

As of March 31, 2012, amounts due from and to other funds were as follows:

	<u>Due From</u>	<u>Due To</u>
General Operating Fund	\$ 10,865	-
Program Income Revolving Loan Fund	-	4,806
Third Generation UDAG Fund	-	5,122
Community Development Fund	-	2,015
SADC Fund	1,078	-
	<u>\$ 11,943</u>	<u>11,943</u>

These balances were eliminated in accordance with the provisions of GASB Statement No. 34.

NOTE J - DUE TO GRANTOR

As of March 31, 2012, funds due to the U.S. Department of Housing and Urban Development were as follows:

Program Income Revolving Loan Fund	\$ 2,105
Section 8 Housing Program	<u>13,070</u>
Total Due to HUD	<u>\$ 15,175</u>

NOTE K - DUE TO CITY OF SALAMANCA AND OTHER RELATED-PARTY TRANSACTIONS

Amounts Paid to the City of Salamanca

Expenses of \$4,270 were incurred by the City of Salamanca Industrial Development Agency in connection with the City of Salamanca's services to the Agency relating to comptroller services and the use of a copy machine.

The Agency is required to pay monthly rental for office space to the City of Salamanca. For the year ended March 31, 2012, \$3,248 was paid for the office space rental.

The City of Salamanca Industrial Development Agency made payments in the amount of \$46,068 to the Salamanca Housing Authority, a related organization. These payments were for rental housing assistance under the Agency's Section 8 Housing Choice Voucher program.

NOTE L - DEFERRED REVENUES

Pursuant to HUD regulations, revolving loans made from the revolving loan fund grant programs are recorded as deferred revenue when the respective note receivable is established. Revenue is recognized upon repayment of loan principal and interest. As of March 31, 2012, the Agency had deferred revenues of \$755,066 of which \$94,784 was the current portion and \$660,282 was the long term portion.

NOTE M - NOTES/MORTGAGE PAYABLE

The changes in the City of Salamanca Industrial Development Agency's long-term indebtedness during the year ended March 31, 2012, are summarized as follows:

	Balance 4/1/2011	Additions	Reductions	Balance 3/31/2012	Due Within One Year
<u>General Operating Fund</u>					
Urban Development & FirstCity Servicing Corp.	\$ 276,398	-	36,083	240,315	36,446
<u>Program Income Fund</u>					
CCB Mortgage Payable	165,825	-	6,691	159,134	7,159
<u>UDAG Fund</u>					
CCB Mortgage Payable	139,217	-	6,744	132,473	7,258
Total	<u>\$ 581,440</u>	<u>-</u>	<u>49,518</u>	<u>531,922</u>	<u>50,863</u>

A summary of the Agency's long-term debt at March 31, 2012, is as follows:

Urban Development & FirstCity Servicing Corporations

Payments of \$3,224 are due on a monthly basis at an interest rate of 1.00%*. The maturity date of the loan is September 1, 2018. The loan is secured by real estate. \$ 240,315

Cattaraugus County Bank

Payments of \$1,519 are due on a monthly basis at an interest rate of 7.00%. The maturity date of the loan is November 4, 2015. The loan is secured by real estate 159,134

Cattaraugus County Bank

Payments of \$1,370 are due on a monthly basis at an interest rate of 7.1%. The maturity date of the loan is March 20, 2024. The loan is secured by real estate. 132,473

531,922

Less Current Portion (50,863)

Total Long-Term Notes & Mortgage Payable \$ 481,059

*Interest at below market rates on the note payable to the Urban Development Corporation is considered an element of the grant, and therefore, the face amount of the obligation is not discounted, nor is an effective rate of interest imputed. In the event of disposition of the property acquired with grant funds, the full face amount of the obligation may be repayable to the grantor.

Presented below is a summary of estimated long-term debt requirements for the next five years and for the subsequent years in five-year intervals.

	<u>Principal</u>	<u>Interest</u>
For the year ending March 31,		
2013	\$ 50,863	22,485
2014	52,287	21,061
2015	53,792	19,556
2016	182,627	14,950
2017	47,568	7,550
2018 - 2022	114,273	22,704
2023 - 2024	30,512	2,312
Total	<u>\$ 531,922</u>	<u>110,618</u>

Interest expense on the above indebtedness was \$21,962 for the year ended March 31, 2012.

NOTE N - NET ASSETS

The business-type activities of the City of Salamanca Industrial Development Agency utilize a net assets presentation. Net assets are categorized as invested in capital assets (net of related debt), restricted, and unrestricted.

Invested in Capital Assets, Net of Related Debt - This category groups all capital assets into one component of net assets. Accumulated depreciation and the outstanding balances of debt that are attributable to the acquisition, construction or improvement of these assets reduce the balance in this category.

Restricted Net Assets - This category presents external restrictions imposed by creditors, grantors, contributors, or laws or regulations of other governments and restrictions imposed by law through constitutional provisions or enabling legislation.

Unrestricted Net Assets - This category represents net assets of the Agency not restricted for any project or other purpose.

NOTE O - ADMINISTRATIVE AND CONTRACTUAL EXPENSES

The following is a detail of administrative and contractual expenses:

	General Operating Fund	Program Income RLF	Housing Choice Vouchers	Third Gen UDAG	Salamanca Area Development	Total
Administrative	\$ -	120	813	1,555	-	2,488
Bad Debt Expense	-	-	-	5,700	446	6,146
Comptroller Expense	-	-	1,157	-	-	1,157
Continuing Education	127	-	-	888	-	1,015
Contractual	1,940	2,862	5,053	3,102	122	13,079
Insurance	6,134	8,232	-	-	-	14,366
Lease	6,295	963	-	4,482	-	11,740
Miscellaneous Expense	223	-	-	-	-	223
Office Expense	29	397	4,499	1,092	-	6,017
Printing and Advertising	140	10	-	184	-	334
Professional Fees and Consulting	2,992	5,197	4,080	1,967	-	14,236
Rent	418	309	1,083	1,438	-	3,248
Repairs and Maintenance	2,149	2	5,211	-	-	7,362
Subscriptions & Publications	-	430	-	-	-	430
Telephone Expense	119	96	-	839	-	1,054
Travel	111	105	24	789	-	1,029
Utilities	417	130	-	4,851	-	5,398
	<u>\$ 21,094</u>	<u>18,853</u>	<u>21,920</u>	<u>26,887</u>	<u>568</u>	<u>89,322</u>

NOTE P - OPERATING LEASES

The City of Salamanca Industrial Development Agency, as lessee, renewed land leases with the Seneca Nation of Indians in 1991 for a term of forty years with a forty-year renewal clause. For the year ended March 31, 2012, the Agency paid \$11,740 for these leases, which were recorded as expenditures in the General Operating, Program Income, and Third Generation UDAG Funds. The Agency is obligated to make future minimum lease rental payments of approximately \$8,600 per year over the remaining 19 years of the lease, based on the properties owned at March 31, 2012.

During the year ended March 31, 2012, the Agency owned four cancellable leases and one noncancellable operating lease on properties for which it was the lessor. These properties are accounted for in the Agency's General Operating Fund. The net book value of all properties available for lease totals \$489,344, comprising \$1,749,469 of original costs less accumulated depreciation of \$1,260,125. The lease agreements require monthly installments or annual payments varying in amount from \$400 to \$2,891. On the termination of the lease agreement, the tenant would surrender the property to the Agency. Total rental payments received for the fiscal year were \$75,546.

NOTE Q - RETIREMENT BENEFITS

The City of Salamanca Industrial Development Agency participates in the New York State and Local Employees' Retirement System. This system is a cost-sharing multiple employer, public employee retirement system. The system offers a wide range of plans and benefits which are related to years of service and final average salary, vesting of retirement benefits, death and disability. All full-time employees of the Agency are covered by the pension plan.

a. Plan Description

Employees' Retirement System

The Employees' Retirement System provides retirement benefits as well as death and disability benefits. Obligations of employers and employees to contribute and benefits to employees are governed by the New York State Retirement and Social Security Law. As set forth in the New York State Retirement and Social Security Law, the comptroller of the state of New York serves as sole trustee and administrative head of the system. The comptroller shall adopt and may amend rules and regulations for the administration and transaction of the business of the system and for the custody and control of its funds. The Employees' Retirement System issues a publicly available financial report that includes financial statements and required supplementary information. That report may be obtained by writing to the New York State and Local Retirement System, Gov. Alfred E. Smith State Office Building, Albany, NY 12244.

b. Funding Policies

The system is noncontributory, except for employees who joined the system after July 27, 1976, who contribute 3 percent of their salary. Employees in the system more than ten years are no longer required to contribute. Under the authority of the New York State Retirement and Social Security Law, the comptroller shall certify annually the rates expressed as proportions of payroll of members, which shall be used in computing the contributions required to be made by employers to the pension accumulation fund.

The Agency is required to contribute at an actuarially determined rate. The Agency's required contribution for the current year was \$21,001, which the Agency paid in full. During the fiscal years ended March 31, 2011 and 2010, the Agency's contributions were \$23,126 and \$6,662, respectively. Each of these payments represents 100 percent of the required contribution.

NOTE R - ON-BEHALF PAYMENTS FOR FRINGE BENEFITS AND SALARIES

The Agency reimburses the City of Salamanca for on-behalf payments for fringe benefits and salaries to employees and taxing entities. The total amount recognized was \$198,909.

NOTE S - SUBSEQUENT EVENTS

Management has evaluated subsequent events through June 14, 2012, the date on which the financial statements were available to be issued.

NOTE T - SALAMANCA AREA DEVELOPMENT CORPORATION (SADC)

In 2010, the City of Salamanca Industrial Development Agency formed the Salamanca Area Development Corporation (SADC) as a not-for-profit local development corporation to assist the City of Salamanca Industrial Development Agency and City of Salamanca in the implementation of programs, projects, and activities designed to create or stimulate economic and community development programs in the City of Salamanca. In some circumstances the SADC will administer grant projects, when the municipality or Salamanca Industrial Development Agency is unable to do so as a unit of local government. The SADC purchased 18-20 Main Street (the former O'Laughlin Pontiac building) for redevelopment for several reasons. First, the building's footprint is approximately 8,000 sq. ft. per floor, and it was felt that it was important to the overall Main Street revitalization efforts to control such a substantial building at a key location along the corridor. Second, the parcel itself is also quite substantial, and includes an area at the rear of the building (near the existing City of Salamanca parking lot) as well as a 1 acre lot on the North side of East Race Street that is included in the Downtown Parking Plan. Third, the SIDA sees the opportunity to reuse the building for multiple reasons, including upper floor housing, the creation of a senior center at the rear of the complex, and for street level commercial occupancy. This concept is the subject of a 2010 CDBG application to the NYS Office of Community Renewal. To date, the Salamanca Area Senior Center occupies approximately one third of the main floor.

Because of the nature of the activity conducted by the Salamanca Area Development Corporation, it has been determined to be a component unit of the Salamanca Industrial Development Agency, and is required to be reported within these financial statements. The State of New York has requested that it be reported as a separate major fund for the year ended March 31, 2012.

SUPPLEMENTAL FINANCIAL INFORMATION

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
SCHEDULE OF LEASES
FOR THE YEAR ENDED MARCH 31, 2012

Name of Project:	Great Wall, Inc.
Project Owner and Address:	Great Wall, Inc. 83 Main Street Salamanca, New York 14779
Year of Origination:	1998
Purpose:	Retail Restaurant
Estimated Project Amount:	\$100,000
Amount of Tax Exemption:	N/A
Estimated Jobs:	
New	0
Retained	2

The accompanying independent auditors' report should be read in conjunction with these financial statements.

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
SCHEDULE OF PAYMENTS IN LIEU OF TAXES
FOR THE YEAR ENDED MARCH 31, 2012

Name of Project:	Great Wall, Inc.
Project Owner and Address:	Great Wall, Inc. 83 Main Street Salamanca, New York 14779
Purpose:	Retail Restaurant
Amount of PILOT	\$2,400
Estimated Jobs:	
New	0
Retained	2

The accompanying independent auditors' report should be read in conjunction with these financial statements.

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
SCHEDULE OF BONDS
FOR THE YEAR ENDED MARCH 31, 2012

<u>Project Name</u>	<u>Project No</u>	<u>Issue Date</u>	<u>Interest Rate</u>	<u>Maturity Date</u>	<u>Balance at 4/1/11</u>	<u>Issued During Fiscal Year</u>	<u>Paid During Fiscal Year</u>	<u>Balance at 3/31/12</u>
None Issued								

The accompanying independent auditors' report should be read in conjunction with these financial statements

City of Salamanca (NY403)
Salamanca, NY
Entity Wide Balance Sheet Summary

Submission Type: Unaudited/A-133

Fiscal Year End: 03/31/2012

	14 871 Housing Choice Vouchers	Subtotal	ELIM	Total
111 Cash - Unrestricted	\$200,454	\$200,454		\$200,454
112 Cash - Restricted - Modernization and Development				
113 Cash - Other Restricted	\$60,366	\$60,366		\$60,366
114 Cash - Tenant Security Deposits				
115 Cash - Restricted for Payment of Current Liabilities				
100 Total Cash	\$260,820	\$260,820		\$260,820
121 Accounts Receivable - PHA Projects	\$11,552	\$11,552		\$11,552
122 Accounts Receivable - HUD Other Projects				
124 Accounts Receivable - Other Government				
125 Accounts Receivable - Miscellaneous				
126 Accounts Receivable - Tenants				
126 1 Allowance for Doubtful Accounts - Tenants	\$0	\$0		\$0
126 2 Allowance for Doubtful Accounts - Other	\$0	\$0		\$0
127 Notes, Loans, & Mortgages Receivable - Current				
128 Fraud Recovery				
128 1 Allowance for Doubtful Accounts - Fraud				
129 Accrued Interest Receivable				
120 Total Receivables, Net of Allowances for Doubtful Accounts	\$11,552	\$11,552		\$11,552
131 Investments - Unrestricted				
132 Investments - Restricted				
135 Investments - Restricted for Payment of Current Liability				
142 Prepaid Expenses and Other Assets				
143 Inventories				
143 1 Allowance for Obsolete Inventories				
144 Inter Program Due From				
145 Assets Held for Sale				
150 Total Current Assets	\$272,372	\$272,372		\$272,372
161 Land				
162 Buildings				
163 Furniture, Equipment & Machinery - Dwellings				
164 Furniture, Equipment & Machinery - Administration	\$23,059	\$23,059		\$23,059
165 Leasehold Improvements				
166 Accumulated Depreciation	-\$22,739	-\$22,739		-\$22,739
167 Construction in Progress				
168 Infrastructure				
160 Total Capital Assets, Net of Accumulated Depreciation	\$320	\$320		\$320
171 Notes, Loans and Mortgages Receivable - Non-Current				
172 Notes, Loans, & Mortgages Receivable - Non Current - Past Due				
173 Grants Receivable - Non Current				
174 Other Assets				
176 Investments in Joint Ventures				
180 Total Non-Current Assets	\$320	\$320		\$320
190 Total Assets	\$272,692	\$272,692		\$272,692
311 Bank Overdraft				
312 Accounts Payable <= 90 Days				
313 Accounts Payable >90 Days Past Due				
321 Accrued Wage/Payroll Taxes Payable				
322 Accrued Compensated Absences - Current Portion				

324	Accrued Contingency Liability			
325	Accrued Interest Payable			
331	Accounts Payable - HUD PHA Programs			
332	Accounts Payable - PHA Projects			
333	Accounts Payable - Other Government	\$250	\$250	\$250
341	Tenant Security Deposits			
342	Deferred Revenues			
343	Current Portion of Long-term Debt - Capital Projects/Mortgage Revenue Bonds			
344	Current Portion of Long-term Debt - Operating Borrowings			
345	Other Current Liabilities	\$13,070	\$13,070	\$13,070
346	Accrued Liabilities - Other			
347	Inter Program - Due To			
348	Loan Liability - Current			
310	Total Current Liabilities	\$13,320	\$13,320	\$13,320
351	Long-term Debt, Net of Current - Capital Projects/Mortgage Revenue			
352	Long-term Debt, Net of Current - Operating Borrowings			
353	Non-current Liabilities - Other			
354	Accrued Compensated Absences - Non Current			
355	Loan Liability - Non Current			
356	FASB 5 Liabilities			
357	Accrued Pension and OPEB Liabilities			
350	Total Non-Current Liabilities	\$0	\$0	\$0
300	Total Liabilities	\$13,320	\$13,320	\$13,320
508 1	Invested In Capital Assets, Net of Related Debt	\$320	\$320	\$320
509 2	Fund Balance Reserved			
511 2	Unreserved, Designated Fund Balance			
511 1	Restricted Net Assets	\$63,724	\$63,724	\$63,724
512 1	Unrestricted Net Assets	\$195,328	\$195,328	\$195,328
512 2	Unreserved, Undesignated Fund Balance			
513	Total Equity/Net Assets	\$259,372	\$259,372	\$259,372
600	Total Liabilities and Equity/Net Assets	\$272,692	\$272,692	\$272,692

City of Salamanca (NY403)
Salamanca, NY
Entity Wide Revenue and Expense Summary

Submission Type Unaudited/A-133

Fiscal Year End 03/31/2012

	14 871 Housing Choice Vouchers	Subtotal	ELIM	Total
70300 Net Tenant Rental Revenue				
70400 Tenant Revenue - Other				
70500 Total Tenant Revenue	\$0	\$0		\$0
70600 HUD PHA Operating Grants	\$582,663	\$582,663		\$582,663
70610 Capital Grants				
70710 Management Fee				
70720 Asset Management Fee				
70730 Book Keeping Fee				
70740 Front Line Service Fee				
70750 Other Fees				
70700 Total Fee Revenue				
70800 Other Government Grants				
71100 Investment Income - Unrestricted	\$166	\$166		\$166
71200 Mortgage Interest Income				
71300 Proceeds from Disposition of Assets Held for Sale				
71310 Cost of Sale of Assets				
71400 Fraud Recovery	\$780	\$780		\$780
71500 Other Revenue	\$2,780	\$2,780		\$2,780
71600 Gain or Loss on Sale of Capital Assets				
72000 Investment Income - Restricted	\$165	\$165		\$165
70000 Total Revenue	\$586,554	\$586,554		\$586,554
91100 Administrative Salaries	\$45,305	\$45,305		\$45,305
91200 Auditing Fees				
91300 Management Fee				
91310 Book-keeping Fee				
91400 Advertising and Marketing				
91500 Employee Benefit Contributions - Administrative	\$11,269	\$11,269		\$11,269
91600 Office Expenses	\$21,919	\$21,919		\$21,919
91700 Legal Expense				
91800 Travel				
91810 Allocated Overhead				
91900 Other				
91000 Total Operating - Administrative	\$78,493	\$78,493		\$78,493
92000 Asset Management Fee				
92100 Tenant Services - Salaries				
92200 Relocation Costs				
92300 Employee Benefit Contributions - Tenant Services				
92400 Tenant Services - Other				
92500 Total Tenant Services	\$0	\$0		\$0
93100 Water				
93200 Electricity				
93300 Gas				
93400 Fuel				
93500 Labor				
93600 Sewer				
93700 Employee Benefit Contributions - Utilities				
93800 Other Utilities Expense				
93000 Total Utilities	\$0	\$0		\$0
94100 Ordinary Maintenance and Operations - Labor				
94200 Ordinary Maintenance and Operations - Materials and Other				
94300 Ordinary Maintenance and Operations Contracts				
94500 Employee Benefit Contributions - Ordinary Maintenance				
94000 Total Maintenance	\$0	\$0		\$0
95100 Protective Services - Labor				
95200 Protective Services - Other Contract Costs				
95300 Protective Services - Other				
95500 Employee Benefit Contributions - Protective Services				
95000 Total Protective Services	\$0	\$0		\$0
96110 Property Insurance				

96120 Liability Insurance			
96130 Workmen's Compensation			
96140 All Other Insurance			
96100 Total Insurance Premiums	\$0	\$0	\$0
96200 Other General Expenses			
96210 Compensated Absences			
96300 Payments in Lieu of Taxes			
96400 Bad debt - Tenant Rents			
96500 Bad debt - Mortgages			
96600 Bad debt - Other			
96800 Severance Expense			
96000 Total Other General Expenses	\$0	\$0	\$0
96710 Interest of Mortgage (or Bonds) Payable			
96720 Interest on Notes Payable (Short and Long Term)			
96730 Amortization of Bond Issue Costs			
96700 Total Interest Expense and Amortization Cost	\$0	\$0	\$0
96900 Total Operating Expenses	\$78,493	\$78,493	\$78,493
97000 Excess of Operating Revenue over Operating Expenses	\$508,061	\$508,061	\$508,061
97100 Extraordinary Maintenance			
97200 Casualty Losses - Non-capitalized			
97300 Housing Assistance Payments	\$526,648	\$526,648	\$526,648
97350 HAP Portability-In			
97400 Depreciation Expense	\$420	\$420	\$420
97500 Fraud Losses			
97600 Capital Outlays - Governmental Funds			
97700 Debt Principal Payment - Governmental Funds			
97800 Dwelling Units Rent Expense			
90000 Total Expenses	\$805,561	\$805,561	\$605,561
10010 Operating Transfer In			
10020 Operating transfer Out			
10030 Operating Transfers from/to Primary Government			
10040 Operating Transfers from/to Component Unit			
10050 Proceeds from Notes, Loans and Bonds			
10060 Proceeds from Property Sales			
10070 Extraordinary Items, Net Gain/Loss			
10080 Special Items (Net Gain/Loss)			
10091 Inter Project Excess Cash Transfer In			
10092 Inter Project Excess Cash Transfer Out			
10093 Transfers between Program and Project - In			
10094 Transfers between Project and Program - Out			
10100 Total Other financing Sources (Uses)	\$0	\$0	\$0
10000 Excess (Deficiency) of Total Revenue Over (Under) Total Expenses	-\$19,007	-\$19,007	-\$19,007
11020 Required Annual Debt Principal Payments	\$0	\$0	\$0
11030 Beginning Equity	\$278,379	\$278,379	\$278,379
11040 Prior Period Adjustments, Equity Transfers and Correction of Errors	\$0	\$0	\$0
11050 Changes in Compensated Absence Balance			
11060 Changes in Contingent Liability Balance			
11070 Changes in Unrecognized Pension Transition Liability			
11080 Changes in Special Term/Severance Benefits Liability			
11090 Changes in Allowance for Doubtful Accounts - Dwelling Rents			
11100 Changes in Allowance for Doubtful Accounts - Other			
11170 Administrative Fee Equity	\$195,648	\$195,648	\$195,648
11180 Housing Assistance Payments Equity	\$63,724	\$63,724	\$63,724
11190 Unit Months Available	2088	2088	2088
11210 Number of Unit Months Leased	1659	1659	1659
11270 Excess Cash			
11610 Land Purchases			
11620 Building Purchases			
11630 Furniture & Equipment - Dwelling Purchases			
11640 Furniture & Equipment - Administrative Purchases			
11650 Leasehold Improvements Purchases			
11660 Infrastructure Purchases			
13510 CFFP Debt Service Payments			
13901 Replacement Housing Factor Funds			

INTERNAL CONTROL AND COMPLIANCE

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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
City of Salamanca Industrial Development Agency
Salamanca, New York 14779

We have audited the financial statements of the business-type activities and each major fund of the City of Salamanca Industrial Development Agency as of and for the year ended March 31, 2012, which collectively comprise the City of Salamanca Industrial Development Agency's basic financial statements and have issued our report thereon dated June 14, 2012. 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 City of Salamanca Industrial Development Agency's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the City of Salamanca Industrial Development Agency's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the City of Salamanca Industrial Development Agency's internal control over financial reporting.

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 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.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be deficiencies, 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.

Compliance and Other Matters

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

We noted certain matters that we reported to management of the City of Salamanca Industrial Development Agency, in a separate letter dated June 14, 2012.

This report is intended solely for the information and use of management, the board of directors, 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.

R.A. MERCER & CO., P.C.
RA Mercer & Co, P.C.

Cattaraugus, New York
June 14, 2012

R.A. MERCER & CO., P.C.

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**INDEPENDENT AUDITORS' REPORT ON COMPLIANCE WITH REQUIREMENTS THAT COULD
HAVE A DIRECT AND MATERIAL EFFECT ON EACH MAJOR PROGRAM AND ON INTERNAL
CONTROL OVER COMPLIANCE IN ACCORDANCE WITH OMB CIRCULAR A-133**

To the Board of Directors
City of Salamanca Industrial Development Agency
Salamanca, New York 14779

Compliance

We have audited the City of Salamanca Industrial Development Agency's compliance with the types of compliance requirements described in the OMB Circular A-133 *Compliance Supplement* that could have a direct and material effect on each of the City of Salamanca Industrial Development Agency's major federal programs for the year ended March 31, 2012. The City of Salamanca Industrial Development Agency's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts, and grants applicable to each of its major federal programs is the responsibility of the City of Salamanca Industrial Development Agency's management. Our responsibility is to express an opinion on the City of Salamanca Industrial Development Agency's compliance based on our audit.

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the City of Salamanca Industrial Development Agency's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion. Our audit does not provide a legal determination of the City of Salamanca Industrial Development Agency's compliance with those requirements.

In our opinion, the City of Salamanca Industrial Development Agency complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended March 31, 2012.

Internal Control Over Compliance

Management of the City of Salamanca Industrial Development Agency is responsible for establishing and maintaining effective internal control over compliance with the requirements of laws, regulations, contracts, and grants applicable to federal programs. In planning and performing our audit, we considered the City of Salamanca Industrial Development Agency's internal control over compliance with the requirements that could have a direct and material effect on a major federal program to determine the auditing procedures for the purpose of expressing our opinion on compliance and to test and report on internal control over compliance in accordance with OMB Circular A-133, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the City of Salamanca Industrial Development Agency's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis.

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

This report is intended solely for the information and use of management, the board of directors, 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.

R.A. MERCER & CO., P.C.
RA Mercer & Co, P.C.

Cattaraugus, New York
June 14, 2012

SCHEDULE OF EXPENDITURES OF FEDERAL AWARD

CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED MARCH 31, 2012

<u>Federal Grantor/ Program Title</u>	<u>CFDA No.</u>	<u>Grant ID No.</u>	<u>Expenditures/ Disbursements</u>
<u>Department of Housing and Urban Development</u>			
Passthrough: City of Salamanca			
Section 8 Program:			
Housing Choice Vouchers*	14.871	NY-403	\$ <u>605,037</u>
Total Federal Expenditures			\$ <u><u>605,037</u></u>

*Major Program

The accompanying independent auditors' report should be read in conjunction with this financial statement.

**CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
NOTES TO THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED MARCH 31, 2012**

NOTE A - SIGNIFICANT ACCOUNTING POLICIES

1. Basis of Accounting

The accompanying schedule of expenditures of federal awards includes federal grant activity of the City of Salamanca Industrial Development Agency and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of OMB Circular A-133, *Audits of States, Local Governments, and Nonprofit Organizations*. The accounts presented in this schedule do not differ from amounts presented in, or used in the preparation of, the basic financial statements.

2. Fund Accounting

In order to account for the grant funds, each grant program is maintained in a separate self-balancing general ledger which comprise the assets, liabilities, revenues, and expenditures.

Pursuant to grantor regulations, program income of a grant is also recorded in these individual ledgers or a separate ledger designed so that the income is expended in connection with the program for which it relates.

3. Budgets

Each program has a budget approved by the grantor for the grant period. These budgets are maintained for each grant program for management control.

**CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
FOR THE YEAR ENDED MARCH 31, 2012**

I. SUMMARY OF AUDIT RESULTS

- a. The auditors' report expresses an unqualified opinion on the financial statements of the City of Salamanca Industrial Development Agency.
- b. No control deficiencies were disclosed during the audit of the financial statements as reported in the 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*.
- c. No instances of noncompliance material to the financial statements of the City of Salamanca Industrial Development Agency were disclosed in the audit.
- d. No control deficiencies were disclosed during the audit of the major federal award programs as reported in the Independent Auditors' Report on Compliance with Requirements Applicable to Each Major Program and Internal Control Over Compliance in Accordance With OMB Circular A-133.
- e. The auditors' report on compliance for the major federal award programs for the City of Salamanca Industrial Development Agency expresses an unqualified opinion.
- f. There were no audit findings relative to the major federal award programs for the City of Salamanca Industrial Development Agency.
- g. The program tested as a major program was the Section 8 Housing Choice Voucher Program (CFDA #14.871).
- h. The threshold for distinguishing between Types A and B programs was \$300,000.
- i. The City of Salamanca Industrial Development Agency qualifies as low-risk auditee.

II. FINDINGS - FINANCIAL STATEMENTS AUDIT

There were no compliance findings required to be reported in accordance with *Generally Accepted Government Auditing Standards*.

III. FINDINGS AND QUESTIONED COSTS- FEDERAL AWARDS

There were no findings for the year ended March 31, 2012.

**CITY OF SALAMANCA
INDUSTRIAL DEVELOPMENT AGENCY
STATUS OF PRIOR-YEAR FINDINGS AND RECOMMENDATIONS**

There were no findings reported for the year ended March 31, 2011.

R.A. MERCER & CO., P.C.

CERTIFIED PUBLIC ACCOUNTANTS

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June 14, 2012

To the Board of Directors
City of Salamanca Industrial Development Agency
Salamanca, New York 14779

We have audited the financial statements of the business-type activities and each major fund of the City of Salamanca Industrial Development Agency for the year ended March 31, 2012. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards (and, if applicable, *Government Auditing Standards* and OMB Circular A-133), as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated May 3, 2012. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the City of Salamanca Industrial Development Agency are described in Note B to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during the fiscal year ended 2012. We noted no transactions entered into by the governmental unit during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the financial statements were:

Management's estimate of the allowance for doubtful accounts is based on historical experience. We evaluated the key factors and assumptions used to develop this estimate in determining that it is reasonable in relation to the financial statements taken as a whole.

Management's estimate of the useful lives of fixed assets is based on historical experience. We evaluated the key factors and assumptions used to develop this estimate in determining that it is reasonable in relation to the financial statements taken as a whole.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The disclosures in the financial statements are neutral, consistent, and clear.

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716-257-9511

ORCHARD PARK
716-675-4270

SARDINIA
716-496-5028

SPRINGVILLE
716-592-0038

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to each opinion unit's financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, professional standards define a disagreement with management as a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated June 14, 2012.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the City of Salamanca Industrial Development Agency's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the City of Salamanca Industrial Development Agency's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

This information is intended solely for the use of board of directors and management of the City of Salamanca Industrial Development Agency and is not intended to be and should not be used by anyone other than these specified parties.

Very truly yours,

R.A. MERCER & CO., P.C.

RA Mercer & Co, PC

Cattaraugus, New York

June 14, 2012

R.A. MERCER & CO., P.C.

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MANAGEMENT LETTER

The Board of Directors
City of Salamanca Industrial Development Agency
Salamanca, New York 14779

In connection with our audit of the financial statements of the City of Salamanca Industrial Development Agency for the year ended March 31, 2012, we are presenting for your consideration certain observations concerning the internal controls and accounting procedures of the City of Salamanca Industrial Development Agency. Since our audit was not designed to include a complete review of all systems, procedures, and controls, the following comments should not be considered all-inclusive of the areas in which improvements might be accomplished.

Overall:

Segregation of Duties

Due to the limited number of people working in the office, many critical duties are combined and performed by the only available employee. The employee responsible for the handling and depositing of cash receipts also reconciles bank accounts, posts to the cash receipts journal, and helps maintain the accounts receivable subsidiary. We understand that a complete segregation of duties is impractical in a small office with limited personnel; however, to the extent possible, duties should be segregated to maintain the best control system possible. We feel segregation could be improved if different employees performed the separate duties of recording cash transactions and reconciling the bank statement.

Section 8 Program:

Invoices Marked as "Paid"

Our cash disbursement testing noted that, for Section 8 disbursements, invoices are not being stamped or otherwise marked as "paid" at the time remittance is made. This practice could result in duplicate payments being made and not detected. In order to strengthen controls over cash disbursements, we recommend that each invoice be marked as "paid" at the time remittance is made.

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716-257-9511

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716-675-4270

SARDINIA
716-496-5028

SPRINGVILLE
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Rent Reasonableness

U.S. Department of Housing and Urban Development (HUD) regulations require testing and evaluations be performed to ensure the reasonableness of the rent for each unit. Exceptions are allowed at the discretion of the Director. However, any exception made should be clearly documented and explained. We noted instances where supporting documentation was not in the file to support the Director's decision. We recommend proper supporting documentation be maintained with the unit analysis for each of these instances.

Cash Disbursements

Our cash disbursement testing noted that backup documentation for cash disbursements could not be located for the time period October to November 2011.

We would like to compliment the staff for their cooperation and assistance during the audit process.

R. A. MERCER & CO., P.C.
RA Mercer & Co, P.C.

Cattaraugus, New York
June 14, 2012