

ANNUAL FINANCIAL REPORT

of the

Taylor Economic Development Corporation

**For the Year Ended
September 30, 2017**

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Taylor Economic Development Corporation

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of the
Taylor Economic Development Corporation:

Report on the Financial Statements

We have audited the accompanying basic financial statements of the Taylor Economic Development Corporation (the "Corporation"), a component unit of the City of Taylor, Texas, as of and for the year ended September 30, 2017, and the related notes to the financial statements, which collectively comprise the Corporation's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion the financial statements referred to above present fairly, in all material respects, the respective financial position of the Corporation as of September 30, 2017 and the results of its operations for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and budgetary comparison information 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.



BrooksWatson & Co., PLLC
Certified Public Accountants
Houston, Texas
April 27, 2018

***MANAGEMENT'S DISCUSSION
AND ANALYSIS***

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Taylor Economic Development Corporation

MANAGEMENT'S DISCUSSION AND ANALYSIS (MD&A)

September 30, 2017

As management of the Taylor Economic Development Corporation (the "Corporation"), we offer readers of the Corporation's financial statements this narrative overview and analysis of the financial activities of the Corporation for the fiscal year ended September 30, 2017.

Financial Highlights

- The Corporation's total combined net position is \$2,049,862 at September 30, 2017. All of which is primarily restricted for economic development.
- At the close of the current fiscal year, the Corporation's general fund reported a fund balance of \$1,825,094, a decrease of \$204,984 which is due to expenditures exceeding revenues and the recognition of a significant loss due to the disposal of land investments.
- The Corporation had an overall decrease in net position of \$108,915.

Overview of the Financial Statements

The discussion and analysis provided here are intended to serve as an introduction to the Corporation's basic financial statements. The Corporation's basic financial statements consist of three components: 1) government-wide financial statements, 2) fund financial statements, and 3) the notes to financial statements. This report also includes supplementary information intended to furnish additional detail to support the basic financial statements themselves.

Government-Wide Statements

The *government-wide financial statements* are designed to provide readers with a broad overview of the Corporation's finances, in a manner similar to a private-sector business.

The *statement of net position* presents information on all of the Corporation's assets and liabilities, with the difference reported as *net position*. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position of the Corporation is improving or deteriorating. Other non-financial factors, such as the City's economic activity need to be considered in order to assess the overall health of the Corporation.

The *statement of activities* presents information showing how the Corporation's net position changed during the most recent fiscal year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows. Thus, revenues and expenses are reported for some items that will only result in cash flows in future fiscal periods (e.g., earned but unused vacation leave).

Taylor Economic Development Corporation

MANAGEMENT'S DISCUSSION AND ANALYSIS, *Continued*

September 30, 2017

FUND FINANCIAL STATEMENTS

Funds may be considered as operating companies of the Corporation. They are usually segregated for specific activities or objectives. The Corporation uses fund accounting to ensure and demonstrate compliance with finance-related legal reporting requirements. The Corporation only utilizes one governmental fund, the general fund.

Governmental Funds

Governmental funds are used to account for essentially the same functions reported as governmental activities in the government-wide financial statements. However, unlike the government-wide financial statements, governmental fund financial statements focus on *near-term inflows and outflows of spendable resources*, as well as *on balances of spendable resources* available at the end of the year. Such information may be useful in evaluating the Corporation's near-term financing requirements.

Because the focus of governmental funds is narrower than that of the government-wide financial statements, it is useful to compare the information presented for *governmental funds* with similar information presented for *governmental activities* in the government-wide financial statements. By doing so, readers may better understand the long-term impact of the government's near-term financing decisions. Both the governmental fund balance sheet and the governmental fund statement of revenues, expenditures, and changes in fund balances provide a reconciliation to facilitate this comparison between *governmental funds* and *governmental activities*.

The Corporation maintains one individual governmental fund. Information is presented in the governmental fund balance sheet and in the governmental fund statement of revenues, expenditures, and changes in fund balance for the general fund which is considered to be a major fund.

The Corporation adopts an annual budget for its general fund. A budgetary comparison schedule has been provided to demonstrate compliance with general fund budget.

Notes to Financial Statements

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements. The notes are the last section of the basic financial statements.

Other Information

In addition to the basic financial statements, MD&A, and accompanying notes, this report also presents certain Supplementary Information. This includes a budgetary comparison schedule for the general fund which can be found after the basic financial statements.

Taylor Economic Development Corporation

MANAGEMENT'S DISCUSSION AND ANALYSIS, Continued

September 30, 2017

GOVERNMENT-WIDE FINANCIAL ANALYSIS

As noted previously, net position may serve over time as a useful indicator of the Corporation's financial position. For the Corporation, assets exceed liabilities by \$2,049,862 as of September 30, 2017. These assets are restricted to fund Type A projects as defined in the Attorney General's Economic Development Handbook.

Land held for investment decreased by \$109,918 or 22% primarily as a result of a grant of land during the year. The total expense of \$109,918 was recognized within economic development expenses within the Statement of Net Position. Other liabilities increased primarily due to greater payables to third party vendors at the end of the current year. Long-term liabilities decreased by \$159,911 or 7% due to principal payments occurring in the current year.

Statement of Net Position:

The following table reflects the condensed Statement of Net Position:

	<u>2017</u>	<u>2016</u>		
	<u>Governmental</u>	<u>Governmental</u>		
	<u>Activities</u>	<u>Activities</u>	<u>\$ Change</u>	<u>% Change</u>
Current and				
other assets	\$ 1,458,540	\$ 1,544,439	\$ (85,899)	-6%
Land held for investment	384,512	494,430	(109,918)	-22%
Capital assets	2,447,349	2,512,088	(64,739)	-3%
Total Assets	<u>4,290,401</u>	<u>4,550,957</u>	<u>(260,556)</u>	<u>-6%</u>
Other liabilities	22,084	13,814	8,270	60%
Long-term liabilities	2,218,455	2,378,366	(159,911)	-7%
Total Liabilities	<u>2,240,539</u>	<u>2,392,180</u>	<u>(151,641)</u>	<u>-6%</u>
Net Position:				
Net investment in capital assets	229,494	136,322	93,172	68%
Restricted	1,820,368	2,022,455	(202,087)	-10%
Total Net Position	<u>\$ 2,049,862</u>	<u>\$ 2,158,777</u>	<u>\$ (108,915)</u>	<u>-5%</u>

Taylor Economic Development Corporation

MANAGEMENT'S DISCUSSION AND ANALYSIS, *Continued*

September 30, 2017

Statement of Activities:

The following table provides a summary of the Corporation's changes in net position:

	<u>2017</u>	<u>2016</u>		
	<u>Governmental</u>	<u>Governmental</u>		
	<u>Activities</u>	<u>Activities</u>	<u>\$ Change</u>	<u>% Change</u>
Revenues				
General revenues:				
Sales taxes	\$ 996,485	\$ 986,844	\$ 9,641	1%
Investment income	355	812	(457)	-56%
Other revenues	500	7,000	(6,500)	-93%
Total Revenues	<u>997,340</u>	<u>994,656</u>	<u>2,684</u>	<u>0%</u>
Expenses				
General government	652,653	596,438	56,215	9%
Economic development	364,039	156,180	207,859	133%
Interest and fiscal charges	89,563	97,682	(8,119)	-8%
Total Expenses	<u>1,106,255</u>	<u>850,300</u>	<u>255,955</u>	<u>30%</u>
Change in Net Position	(108,915)	144,356	(253,271)	-175%
Beginning Net Position	<u>2,158,777</u>	<u>2,014,421</u>	<u>144,356</u>	<u>7%</u>
Ending Net Position	<u><u>\$ 2,049,862</u></u>	<u><u>\$ 2,158,777</u></u>	<u><u>(108,915)</u></u>	<u><u>-5%</u></u>

For the year ended September 30, 2017, revenues totaled \$997,340. This represents an increase of \$2,684 when compared to the prior year due to higher sales tax revenues. In general, all other revenues remained relatively stable when compared to the previous year.

The cost of all governmental activities this year was \$1,106,255. This represents an increase of \$255,955 or 30% when compared to the previous year. This increase can be attributed to a combination of more grant and incentive agreements entered into during the year as noted by an increase in economic development expenses in the amount of \$207,859 or 133% when compared to the prior year. General government expenses increased by \$56,215 or 9% from the prior year. This increase is attributed to greater marketing expenses as compared to the prior year. The Corporation signed a marketing agreement with Rain Assembly in October 2016 in order to attract new business to Taylor, TX.

FINANCIAL ANALYSIS OF THE CORPORATION'S FUNDS

As noted earlier, fund accounting is used to demonstrate and ensure compliance with finance-related legal requirements.

Taylor Economic Development Corporation

MANAGEMENT'S DISCUSSION AND ANALYSIS, *Continued*

September 30, 2017

Governmental Funds - The focus of the Corporation's governmental funds is to provide information of near-term inflows, outflows and balances of spendable resources. Such information is useful in assessing the Corporation's financing requirements. In particular, unreserved fund balance may serve as a useful measure of the Corporation's net resources available for spending at the end of the year.

At the close of the current fiscal year, the Corporation's general fund reported a fund balance of \$1,825,094, a decrease of \$204,984, which is due to expenditures exceeding revenues and the recognition of a significant loss due to the disposal of land investments.

CAPITAL ASSETS

The Corporation has invested a total of \$2,553,506 in the construction of an industrial building that was completed in October 2016. In addition, the Corporation has also invested in a commercial sign in front of the building and various other pieces of office equipment. Capital assets totaling \$2,447,349 have been recognized within the Statement of Net Position.

More detailed information about the Corporation's capital assets is presented in the notes to the financial statements.

LONG-TERM DEBT

The Corporation obtained financing from a third party banking institution in order to fund the construction of the industrial building. The outstanding line of credit balance as of September 30, 2017 was \$2,217,855.

More detailed information about the Corporation's long-term debt is presented in the notes to the financial statements.

ECONOMIC FACTORS AND NEXT YEAR'S BUDGET

The Board of Directors and management are committed to maintaining and improving the overall wellbeing of the Corporation and increased economic development in the City of Taylor, Texas. The Corporation is budgeting for growth in the upcoming year.

CONTACTING THE CORPORATION'S FINANCIAL MANAGEMENT

This financial report is designed to provide our citizens with a general overview of the Corporation's finances and to show the Corporation's accountability for the money it receives. If you have questions about this report or need additional financial information, contact the Corporation's business office, at Taylor Economic Development Corporation, P.O. Box 975, Taylor, Texas 76574.

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FINANCIAL STATEMENTS

Taylor Economic Development Corporation

STATEMENT OF NET POSITION

September 30, 2017

	<u>Governmental Activities</u>
<u>Assets</u>	
Current assets:	
Cash and cash equivalents	\$ 1,276,357
Sales tax receivable	182,183
Total Current Assets	<u>1,458,540</u>
Long-term assets:	
Land held for investment	384,512
Capital assets:	
Capital assets	2,596,688
Accumulated depreciation	(149,339)
	<u>2,831,861</u>
Total Assets	<u><u>4,290,401</u></u>
 <u>Liabilities</u>	
Current liabilities:	
Accounts payable and accrued liabilities	17,958
Accrued interest	4,126
Long-term debt due within one year	175,744
	<u>197,828</u>
Noncurrent liabilities:	
Long-term debt due in more than one year	2,042,111
Compensated absences	600
	<u>2,042,711</u>
Total Liabilities	<u>2,240,539</u>
 <u>Net Position</u>	
Net investment in capital assets	229,494
Restricted for economic development	1,820,368
Total Net Position	<u><u>\$ 2,049,862</u></u>

See Notes to Financial Statements.

Taylor Economic Development Corporation

STATEMENT OF ACTIVITIES For the Year Ended September 30, 2017

<u>Functions/Programs</u>	<u>Expenses</u>	<u>Program Revenues</u> <u>Charges for</u> <u>Services</u>	<u>Net (Expense)</u> <u>Revenue and Changes</u> <u>in Net Position</u> <u>Governmental</u> <u>Activities</u>
Primary Government			
Governmental Activities			
General government	\$ 742,216	\$ -	\$ (742,216)
Economic development	364,039	-	(364,039)
Total Governmental Activities	<u>1,106,255</u>	<u>-</u>	<u>(1,106,255)</u>
General Revenues:			
Taxes			
Sales taxes			996,485
Investment income			355
Other revenues			500
		Total General Revenues	<u>997,340</u>
		Change in Net Position	(108,915)
		Beginning Net Position	2,158,777
		Ending Net Position	<u><u>\$ 2,049,862</u></u>

See Notes to Financial Statements.

Taylor Economic Development Corporation

BALANCE SHEET
GOVERNMENTAL FUND
September 30, 2017

	<u>General Fund</u>
<u>Assets</u>	
Cash and cash equivalents	\$ 1,276,357
Sales tax receivable	182,183
Land held for investment	384,512
Total Assets	\$ 1,843,052
<u>Liabilities</u>	
Accounts payable and accrued liabilities	\$ 17,958
Total Liabilities	17,958
<u>Fund Balance</u>	
Restricted for: Economic development	1,825,094
Total Fund Balance	1,825,094
Total Liabilities and Fund Balance	\$ 1,843,052

See Notes to Financial Statements.

Taylor Economic Development Corporation
RECONCILIATION OF THE BALANCE SHEET TO THE STATEMENT OF NET POSITION
GOVERNMENTAL FUND
September 30, 2017

Fund Balance - Total Governmental Fund	\$	1,825,094
 Adjustments for the Statement of Net Position:		
Capital assets used in governmental activities are not current financial resources and, therefore, not reported in the governmental funds.		
Capital assets		2,596,688
Accumulated depreciation		(149,339)
 Some liabilities, including long-term debt and compensated absences, are not reported as liabilities in the governmental funds.		
Non-current liabilities due in one year		(170,341)
Non-current liabilities due in more than one year		(2,042,111)
Accrued interest		(4,126)
Compensated absences		(6,003)
Net Position of Governmental Activities	\$	<u>2,049,862</u>

See Notes to Financial Statements.

Taylor Economic Development Corporation

STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE GOVERNMENTAL FUND

For the Year Ended September 30, 2017

	General Fund
<u>Revenues</u>	
Sales tax	\$ 996,485
Investment income	355
Other revenue	500
Total Revenues	997,340
<u>Expenditures</u>	
Current:	
Personnel	235,888
Administrative expenses	143,726
Marketing	151,219
Facility	53,678
Community development	364,039
Debt service:	
Principal	163,314
Interest	90,460
Total Expenditures	1,202,324
Net Change in Fund Balance	(204,984)
Beginning fund balance	2,030,078
Ending Fund Balance	\$ 1,825,094

See Notes to Financial Statements.

Taylor Economic Development Corporation
RECONCILIATION OF THE STATEMENT OF REVENUES, EXPENDITURES,
AND CHANGES IN FUND BALANCE OF GOVERNMENTAL FUND TO THE
STATEMENT OF ACTIVITIES
For the Year Ended September 30, 2017

Amounts reported for governmental activities in the statement of activities are different because:

Net changes in fund balances - total governmental funds	\$	(204,984)
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Governmental funds report capital outlays as expenditures. However, in the statement of activities, the cost of those assets is allocated over their estimated useful lives and reported as depreciation expense.

Capital Outlay		915
Depreciation expense		(65,654)

Some expenses reported in the statement of activities do not require the use of current financial resources and, therefore, are not reported as expenditures in governmental funds.

Accrued interest		897
Compensated absences		(3,403)

The issuance of long-term debt provide current financial resources to governmental funds, while the repayment of the principal of long-term debt consumes the current financial resources of governmental funds. Neither transaction, however, has any effect on net position. This amount is the net effect of these differences in the treatment of long-term debt and related items.

Principal payments		163,314
Change in Net Position of Governmental Activities	\$	<u>(108,915)</u>

See Notes to Financial Statements.

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Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS

September 30, 2017

I. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Organizational Structure

The Taylor Economic Development Corporation (the "Corporation") was incorporated in Texas on May 13, 1994. The Corporation is exempt under Section 501(c) (3) of the Internal Revenue Code; however, for financial reporting purposes, it is considered a governmental entity.

The Corporation is a component unit of the City of Taylor, Texas (the "City"), and the Board is appointed by the City Council. The Corporation provides economic development services to the community, generally within the geographic boundaries of the City. The City has the ability to exercise influence or control over daily operations, approve budgets, and provide funding although the Corporation is a separate legal entity.

The accompanying financial statements of the Corporation are prepared in conformity with generally accepted accounting principles for governmental entities as prescribed by the Governmental Accounting Standards Board (GASB), which is the accepted standard-setting body for establishing governmental accounting and financial reporting principles. The Corporation's significant accounting policies are described below.

The Corporation has adopted GASB Statements No. 61, *The Financial Reporting Entity and amendment of No. 14 The Financial Reporting Entity, and No. 39, Determining Whether Certain Organizations Are Component Units*. In accordance with these statements, a financial reporting entity consists of the primary government, organizations for which the primary government is financially accountable, and other organizations for which the primary government is not accountable, but for which the nature and significance of their relationship with the primary government are such that exclusion would cause the reporting entity's financial statements to be misleading or incomplete.

Considerations regarding the potential for inclusion of other entities, organizations or functions in the Corporation's financial reporting entity are based on criteria prescribed by generally accepted accounting principles. These same criteria are evaluated in considering whether the Corporation is a part of any other governmental or other type of reporting entity. The overriding elements associated with prescribed criteria considered in determining that the Corporation's financial reporting entity status is that of a primary government are that it has a separately elected governing body, it is legally separate, and it is fiscally independent of other

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

state and local governments. Additionally prescribed criteria under generally accepted accounting principles include considerations pertaining to organizations for which the primary government is financially accountable, and considerations pertaining to organizations for which the nature and significance of their relationship with the primary government are such that exclusion would cause the reporting entity's financial statements to be misleading or incomplete.

The City is the primary government which exercises significant influence over the Corporation. Significant influence or accountability is based primarily on operational or financial relationships with the City. Due to the nature of the relationship between the City and the Corporation, the Corporation has been included as a component unit of the City for financial statement purposes.

The Corporation is made up of five board members appointed by the City Council. The Board has governance responsibilities over all activities related to corporate services within the jurisdiction of the City. The Board is appointed by the City Council and has the exclusive power and duty to govern and oversee the management of the Corporation. The Corporation receives funding from local state sales tax and must comply with the requirements of this funding per the Development Corporation Act of 1979.

B. Financial Statement Presentation

These financial statements include implementation of Governmental Accounting Standards Board (GASB) Statement No. 34, *Basic Financial Statements – and Management's Discussion and Analysis – for State and Local Governments*. Requirements of the statement include the following:

- A Management's Discussion and Analysis (MD&A) section providing an analysis of the Corporation's overall financial position and results of operations;
- Financial statements prepared using full accrual accounting for all of the Corporation's activities;
- A change in the fund financial statements to focus on the major funds.

GASB Statement No. 34 established standards for external financial reporting for all state and local governmental entities, which includes a statement of net position and a statement of activities. It requires the classification of net position into three components: net investment in capital assets; restricted; and unrestricted. These classifications are defined as follows:

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

- **Net investment in capital assets**—This component of net position consists of 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.
- **Restricted**—This component of net position consists of constraints placed on net position use through external constraints imposed by creditors (such as through debt covenants), grantors, contributors, laws or regulation of other governments or constraints imposed by law through constitutional provisions or enabling legislation.
- **Unrestricted**—This component of net position consists of net position that do not meet the definition of “restricted” or “net investment in capital assets.”

C. Government-Wide and Fund Financial Statements

The government-wide financial statements (i.e., the statement of net position and the statement of changes in net position) report information about the Corporation as a whole. Governmental activities are normally supported by taxes and intergovernmental revenues.

The statement of activities presents a comparison between direct expenses and program revenues for each function of the Corporation’s governmental activities. Direct expenses are those that are specifically associated with a program or function and, therefore, are clearly identifiable to a particular function. Program revenues include charges paid by the recipients of goods or services offered by the programs and grants that are restricted to meeting the operational or capital requirements of a particular program. Revenues that are not classified as program revenues, such as taxes and investment earnings, are presented as general revenues.

The government reports the following governmental fund:

Governmental Funds

Governmental funds are those funds through which most governmental functions are typically financed.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

General Fund

The general fund is used to account for the proceeds of specific revenue sources that are legally restricted to expenditures for specified purposes. The principal source of revenue is sales tax collected by the City to be used by the Corporation for expenditures on economic development.

D. Measurement Focus and Basis of Accounting

The government-wide statements of net position and statements of activities are accounted for on a flow of economic resources measurement focus, accrual basis of accounting. With this measurement focus, all assets and all liabilities associated with the operations of these activities are included on the balance sheet.

The accounting and financial reporting treatment applied to a fund is determined by its measurement focus. With this measurement focus, only current assets and current liabilities generally are included on the balance sheet. Operating statements of these funds present increases (i.e., revenues and other financing resources) and decreases (i.e., expenditures and other financing uses) in net current assets.

The Corporation utilizes the modified accrual basis of accounting in the governmental fund type. Under the modified accrual basis of accounting, revenues are recognized in the accounting period when they are susceptible to accrual (i.e., when they are measurable and available). Measurable means the amount of the transaction can be determined and available means collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, the Corporation considers revenues available if they are collected within 60 days of the end of the current period. Revenues susceptible to accrual include charges for services and interest on temporary investments.

Sales taxes and interest associated with the current period are all considered to be susceptible to accrual and so have been recognized as revenues of the current period. Other receipts and other taxes become measurable and available when cash is received by the government and are recognized as revenue at that time.

Under modified accrual accounting, expenditures are recognized in the accounting period in which the liability is incurred, if measurable, except for interest on general long-term debt, which is recognized when due.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

E. Assets, Liabilities, and Fund Equity or Net Position

1. Deposits and Investments

The Corporation's cash and cash equivalents are considered to be cash on hand, demand deposits and short-term investments with original maturities of three months or less from the date of acquisition. For the purpose of the statement of cash flows, the proprietary fund types consider temporary investments with maturity of three months or less when purchased to be cash equivalents.

In accordance with GASB Statement No. 31, *Accounting and Reporting for Certain Investments and External Investment Pools*, the Corporation reports all investments at fair value, except for "money market investments" and "2a7-like pools." Money market investments, which are short-term highly liquid debt instruments that may include U.S. Treasury and agency obligations, are reported at amortized costs. Investment positions in external investment pools that are operated in a manner consistent with the SEC's Rule 2a7 of the Investment Company Act of 1940, such as TexPool, are reported using the pools' share price.

The Corporation has adopted a written investment policy regarding the investment of its funds as defined in the Public Funds Investment Act, Chapter 2256, of the Texas Governmental Code. In summary, the Corporation is authorized to invest in the following:

- Obligations of the United States or its agencies and instrumentalities
- Direct obligations of the State of Texas
- Fully collateralized certificates of deposit and money market accounts
- Statewide investment pools

2. Fair Value

The Corporation has applied Governmental Accounting Standards Board ("GASB") Statement No. 72, *Fair Value Measurement and Application*. GASB Statement No. 72 provides guidance for determining a fair value measurement for reporting purposes and applying fair value to certain investments and disclosures related to all fair value measurements.

3. Receivables and Interfund Transactions

Transactions between the City and the Corporation outstanding at the end of the year are classified as "due to/from component unit/primary government."

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

All trade receivables are shown net of any allowance for uncollectible amounts.

4. Inventories and Prepaid Items

The costs of inventories are recorded as expenditures when the related liability is incurred, (i.e., the purchase method). The inventories are valued at the lower of cost or market using the first-in/first-out method. Certain payments to vendors reflect costs applicable to future accounting periods (prepaid expenditures) are recognized as expenditures when utilized.

5. Capital Assets

Capital assets, which include property, plant, equipment, and infrastructure assets (e.g., roads, bridges, sidewalks, and similar items) are reported in the government-wide financial statements. Capital assets are defined by the Corporation, as assets with an estimated useful life in excess of one year. Such assets are recorded at historical cost or estimated historical cost if purchased or constructed. Donated capital assets are recorded at estimated fair market value at the date of donation. Major outlays for capital assets and improvements are capitalized as projects are constructed.

Interest costs incurred in connection with construction of enterprise fund capital assets are capitalized when the effects of capitalization materially impact the financial statements.

The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend assets' lives are not capitalized.

Property, plant, and equipment of the primary government, as well as the component units, are depreciated using the straight-line method over the following estimated useful years.

<u>Asset Description</u>	<u>Estimated Useful Life</u>
Vehicles	5 years
Furniture and equipment	5 to 10 years
Infrastructure	40 years
Buildings and improvements	40 years

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

6. Fund Balance Flow Assumptions

Sometimes the government will fund outlays for a particular purpose from both restricted and unrestricted resources (the total of committed, assigned, and unassigned fund balance). In order to calculate the amounts to report as restricted, committed, assigned, and unassigned fund balance in the governmental fund financial statements a flow assumption must be made about the order in which the resources are considered to be applied. It is the government's policy to consider restricted fund balance to have been depleted before using any of the components of unrestricted fund balance. Further, when the components of unrestricted fund balance can be used for the same purpose, committed fund balance is depleted first, followed by assigned fund balance. Unassigned fund balance is applied last.

7. Fund Balance Policies

Fund balance of governmental funds is reported in various categories based on the nature of any limitations requiring the use of resources for specific purposes. The government itself can establish limitations on the use of resources through either a commitment (committed fund balance) or an assignment (assigned fund balance).

The committed fund balance classification includes amounts that can be used only for the specific purposes determined by a formal action of the government's highest level of decision-making authority. The governing body is the highest level of decision-making authority for the government that can, by adoption of an ordinance prior to the end of the fiscal year, commit fund balance. Once adopted, the limitation imposed by the ordinance remains in place until a similar action is taken (the adoption of another ordinance) to remove or revise the limitation.

Amounts in the assigned fund balance classification are intended to be used by the government for specific purposes but do not meet the criteria to be classified as committed. The governing body (Board of Directors) has by resolution authorized the finance director to assign fund balance. The Board of Directors may also assign fund balance as it does when appropriating fund balance to cover a gap between estimated revenue and appropriations in the subsequent year's appropriated budget. Unlike commitments, assignments generally only exist temporarily. In other words, an additional action does not normally have to be taken for the removal of an assignment. Conversely, as discussed above, an additional action is essential to either remove or revise a commitment.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

8. Compensated Absences

The liability for compensated absences reported in the government-wide consists of unpaid, accumulated vacation balances. The liability has been calculated using the vesting method, in which leave amounts for both employees who currently are eligible to receive termination payments and other employees who are expected to become eligible in the future to receive such payments upon termination are included. Vested or accumulated vacation leave and compensated leave of government-wide and proprietary funds are recognized as an expense and liability of those funds as the benefits accrue to employees.

It is the Corporation's policy to liquidate compensated absences with future revenues rather than with currently available expendable resources. Accordingly, the Corporation's general fund recognizes accrued compensated absences when it is paid.

9. Long-Term Obligations

In the government-wide financial statements, long-term debt and other long-term obligations are reported as liabilities in the statement of net position. The long-term debt consists of accrued compensated absences.

Long-term debt for is not reported as liabilities in the fund financial statements until due. Debt proceeds are reported as other financing sources, net of the applicable premium or discount and payments of principal and interest reported as expenditures. Issuance costs, even if withheld from the actual net proceeds received, are reported as debt service expenditures. However, claims and judgments paid are reported as a liability in the fund financial statements only for the portion expected to be financed from expendable available financial resources.

Assets acquired under the terms of capital leases are recorded as liabilities and capitalized in the government-wide financial statements at the present value of net minimum lease payments at inception of the lease. In the year of acquisition, capital lease transactions are recorded as other financing sources and as capital outlay expenditures in the general fund. Lease payments representing both principal and interest are recorded as expenditures in the general fund upon payment with an appropriate reduction of principal recorded in the government-wide financial statements.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

10. Estimates

The preparation of financial statements, in conformity with generally accepted accounting principles, 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 expenditures/expenses during the reporting period. Actual results could differ from those estimates.

II. RECONCILIATION OF GOVERNMENT-WIDE AND FUND FINANCIAL STATEMENTS

A. Explanation of certain differences between the governmental fund balance sheet and the government-wide statement of net position.

The governmental fund balance sheet includes reconciliation between *fund balance-total governmental funds* and *net position-governmental activities* as reported in the government-wide statement of net position. One element of that reconciliation explains that long-term liabilities, including compensated absences, are not due and payable in the current period and, therefore, are not reported in the funds.

B. Explanation of certain differences between the governmental fund statement of revenues, expenditures, and changes in fund balances and the government-wide statement of activities.

The governmental fund statement of revenues, expenditures, and changes in fund balances includes a reconciliation between net changes in fund balances – total governmental funds and changes in net position of governmental states that, “the issuance of long-term debt (e.g., bonds) provides current financial resources to governmental funds, while the repayment of the principal of long-term debt consumes the current financial resources of governmental funds. Also, governmental funds report the effect of premiums, discounts, and similar items when debt is first issued, whereas these amounts are deferred and amortized in the statement of activities.”

III. STEWARDSHIP, COMPLIANCE, AND ACCOUNTABILITY

Annual budgets are adopted on a basis consistent with generally accepted accounting principles (GAAP) for the general fund. The original budget is adopted by the Board prior to the beginning of the year.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

A budget is prepared by fund and function. Appropriations lapse at the end of the year.

1. Excess of Expenditures Over Appropriations:

For the year ended September 30, 2017, actual general fund expenditures exceeded appropriations by \$306,139. This variance is a result of the following expenditures being over budget:

Professional services:	\$ 87,796
Community outreach:	\$ 8,384
Office maintenance:	\$ 5,752
Grants and incentives:	\$ 298,679
Industrial park:	\$ 360
Interest:	\$ 90,460

IV. DETAILED NOTES ON ALL FUNDS

A. Receivables

The following comprise receivable balances of the Corporation at year end:

	General
Sales tax	<u>\$ 182,183</u>
	<u>\$ 182,183</u>

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

B. Capital Assets

A summary of changes in governmental activities capital assets for the year end was as follows:

	Beginning Balances	Increases	Decreases/ Reclassifications	Ending Balances
Capital assets being depreciated				
Industrial building	\$ 2,553,506	\$ -	\$ -	\$ 2,553,506
Commercial sign	17,244	-	-	17,244
Office Equipment	25,023	915	-	25,938
Total capital assets being depreciated	2,595,773	915	-	2,596,688
Less accumulated depreciation				
Industrial building	(58,518)	(63,838)	-	(122,356)
Commercial sign	(144)	(1,724)	-	(1,868)
Office Equipment	(25,023)	(92)	-	(25,115)
Total Accumulated Depreciation	(83,685)	(65,654)	-	(149,339)
Total Capital Assets, Net	\$ 2,512,088	\$ (64,739)	\$ -	\$ 2,447,349

Depreciation was charged to governmental functions as follows:

Economic development	\$ 65,654
Total Governmental Activities Depreciation Expense	\$ 65,654

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

C. Long-term Liabilities

The Corporation's long-term obligations at September 30, 2017 are composed of the following:

	Beginning Balance	Additions	Payments	Ending Balance	Due Within One Year
Governmental Activities:					
Citizens National Bank - Line of credit	\$ 2,375,766	\$ -	\$ (163,314)	2,212,452	170,341
Compensated absences	2,600	3,403	-	6,003	5,403
Total	\$ 2,378,366	\$ 3,403	\$ (163,314)	\$ 2,218,455	\$ 175,744
		Long-term liabilities		\$ 2,042,711	

In order to fund the construction of the industrial building, the Corporation obtained credit financing from Citizens National Bank in April 2015. The maximum principal to be financed is \$3,500,000. The total amount drawn through September 30, 2017 was \$2,212,452. Interest accrues at 3.95% annually for the first five years and adjusts to the prime rate plus .75% through the date of maturity. Principal payments are due monthly and commenced in February 2016. Total principal payments during the current year amounted to \$163,314. The line of credit matures in August 2028.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

As of September 30, 2017, the debt service requirements are as follows:

Year ending September 30,	Citizens National Bank	
	Principal	Interest
2018	\$ 170,341	\$ 84,323
2019	177,200	77,471
2020	180,340	74,331
2021	182,610	72,061
2022	190,999	63,672
2023	199,773	54,898
2024	208,951	45,720
2025	218,550	36,121
2026	228,590	26,081
2027	239,092	15,580
2028	216,006	4,645
Total	<u>\$ 2,212,452</u>	<u>\$ 554,903</u>

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

C. Notes Receivable

The notes below represent notes receivable at September 30, 2017 in which the amount will be forgiven if specific conditions are met. Accordingly, these notes are not reflected in the balance sheet.

Forgivable Notes Receivable	Original Commitment	Beginning Balance	Additions	Reductions	Ending Balance
Alliance Geotechnical Group of Austin, Inc.	\$ 50,062	\$ 50,062	\$ -	\$ -	\$ 50,062
K. G. Industries, LLC	91,224	91,224	-	-	91,224
Ringer Windows, Inc. (MRB Holdings, LLC)	87,438	87,438	-	-	87,438
Clark Travel Enterprises, LLC	47,050	47,050	-	-	47,050
HDI Plastics, Inc.	140,000	140,000	-	-	140,000
Spider Monkey Marketing, Inc.	12,500	12,500	-	-	* 12,500
Wilco Recycling	37,500	37,500	-	-	37,500
JMF Materials, LLC	184,970	91,729	-	-	91,729
Jeff's Resurrections, LLC	44,268	42,268	-	-	42,268
Moenke Custom Wood and Milwork LLC	30,000	29,919	-	-	29,919
Taylor Iron-Machine Woorks	45,000	45,000	-	-	45,000
PeggyJan	100,000	50,000	-	-	50,000
Chisum Pierce	20,000	20,000	-	-	20,000
Summit Custom Cabinets	393,700	3,201	-	-	3,201
Noren Products	1,220,000	2,700	285	-	2,985
Texas Beer Company	200,000	-	200,000	-	200,000
Pilot Knob Winery	150,000	-	15,000	-	15,000
Totals	\$ 2,853,712	\$ 750,590	\$ 215,285	\$ -	\$ 965,875

*On January 1, 2014, Spider Monkey Marketing, Inc. failed to comply with all requirements of the agreement. The note is now due in full plus interest and attorney's fees. No payments have been made as of the date of the audit report and the loan balance has been fully allowed for.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

The terms and remaining commitments associated with the forgivable notes receivable are as follows:

Forgivable Notes Receivable	Original Commitment	Ending Balance	Remaining Commitment	Interest Rate	Due Date
Alliance Geotechnical Group of Austin, Inc.	\$ 50,062	\$ 50,062	\$ -	Prime + 3%	September 2021
K. G. Industries, LLC	91,224	91,224	-	7%	January 2021
Ringer Windows, Inc. (MRB Holdings, LLC)	87,438	87,438	-	Prime + 3%	May 2022
Clark Travel Enterprises, LLC	47,050	47,050	-	Prime + 3%	August 2022
HDI Plastics, Inc.	140,000	140,000	-	0%	January 2023
Wilco Recycling	37,500	37,500	-	0%	July 2018
JMF Materials, LLC	184,970	91,729	93,241	6%	January 2023
Jeff's Resurrections, LLC	44,268	42,268	2,000	0%	October 2023
Moenke Custom Wood and Milwork LLC	30,000	29,919	81	6%	September 2024
Taylor Iron-Machine Works	45,000	45,000	-	0%	April 2025
PeggyJan	100,000	50,000	50,000	0%	February 2017
Chisum Pierce	20,000	20,000	-	0%	n/a
Summit Custom Cabinets	393,700	3,201	390,499	0%	7/21/2025
Noren Products	1,220,000	2,985	1,217,015	3%	12/2/2020
Totals	<u>\$ 2,491,212</u>	<u>\$ 738,375</u>	<u>\$ 1,752,836</u>		

E. Economic Development Agreement

The City of Taylor will annually budget and contribute to the Corporation one-half percent of its estimated annual revenue from sales tax to promote economic development within the City. All funding received from the City is to be separately accounted for and is the property of the City in the event of the dissolution of the Corporation. The Board of Directors has five voting members all of whom are appointed by the City.

Sales tax received by the Corporation totaled of \$996,485 for the year ended September 30, 2017.

F. Operating Lease

The Corporation entered into a two year lease for office space commencing on January 1, 2014 for \$2,500 per month. This lease expired on December 31, 2015 and will continue on a month to month basis thereafter until termination.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

G. Land Held for Investment

Land and land improvements acquired by the Corporation for the express purpose of being resold, granted, or redeveloped is reported as land held for investment on the Statement of Net Position. The land is recorded at cost.

The Corporation did not acquire any land investments during the year. As part of an economic development agreement, the Corporation granted land with a net value of \$109,918 to a local business. The total grant of land investments of \$109,918 was presented within the Statement of Net Position and Statement of Revenues, Expenditures, and Changes in Fund Balance. The total cost of land held for investment amounted to \$384,512 as of September 30, 2017.

V. OTHER INFORMATION

A. Commitments and Contingent Liabilities

Texas Department of Commerce

The City of Taylor entered into an agreement with the Texas Department of Commerce and its Texas Capital Fund to finance the improvements necessary to convert the building purchased by TEDC into a college campus facility. These costs totaled \$518,815 and were financed by the Texas Capital Fund. The City agreed to repay this amount in monthly installments of \$2,083 over twenty years. The Corporation entered into a lease agreement with the college for monthly payments equal to that amount. The City entered into an agreement with the Corporation which assigned the lease payment to the City to facilitate this reimbursement. The Corporation has guaranteed the repayment of this amount.

On August 23, 2001, title to the college building was transferred to the Temple College at Taylor Foundation. The Corporation's guarantee of the City's repayment of the Texas Capital Fund loan remains in effect.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, *Continued*

September 30, 2017

Sales tax rebate

The Corporation negotiates property tax abatement agreements on an individual basis. The Corporation has tax abatement agreements with one entity as of September 30, 2017:

<u>Purpose</u>	Percentage of Taxes Abated during the Fiscal Year	Amount of Taxes Abated during the Fiscal Year Sales Tax
Cabinet and door manufacturer to conduct business in Corporation limits for creation of employment opportunities and economic activity.	50%	\$ 21,214
Total		\$ 21,214

Each agreement was negotiated under Article III, Section 52-a, Texas Constitution, and Chapter 380, Texas Local Gov't Code, stating that the Corporation may establish and provide for the administration of a program for making loans and grants of public money to promote state or local economic development and to stimulate business and commercial activity in the municipality. The agreement is in accordance with Section 501.103, Texas Local Gov't Code. Taxes were abated through a rebate of taxes received. Recipients of the sales tax abatements agree to operate within the Corporation limits through the term of their agreement.

The Corporation has not made any commitments as part of the agreements other than to reduce taxes. The Corporation is not subject to any tax abatement agreements entered into by other governmental entities. The Corporation has chosen to disclose information about its tax abatement agreements individually. It established a quantitative threshold of 100% percent of the total dollar amount of taxes abated during the year.

Judgment receivable

The Corporation foreclosed and received a judgment against Spider Monkey for non-compliance of their grant terms. The judgment was for \$12,500 as the principal amount due; \$1,419.30 as interest to date of the judgment; \$1,200 as attorney fees; costs of court; interest at the rate of 18% per year on total judgment from date of judgment until paid in full. The Corporation has recorded a receivable for the principal portion of this agreement. No payments received to date.

Taylor Economic Development Corporation

NOTES TO FINANCIAL STATEMENTS, Continued

September 30, 2017

B. Subsequent Events

There were no material subsequent events through April 27, 2018, the date the financial statements were issued.

REQUIRED SUPPLEMENTARY INFORMATION

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Taylor Economic Development Corporation

SCHEDULE OF REVENUES, EXPENDITURES, AND CHANGES

IN FUND BALANCE - BUDGET AND ACTUAL

GENERAL FUND

For the Year Ended September 30, 2017

	<u>Original and Final Budget</u>	<u>2017 Actual</u>	<u>Variance with Final Budget Positive (Negative)</u>
<u>Revenues</u>			
Sales tax	\$ 1,011,703	\$ 996,485	\$ (15,218)
Investment income	-	355	355
Other revenue	-	500	500
Total Revenues	<u>1,011,703</u>	<u>997,340</u>	<u>(14,363)</u>
<u>Expenditures</u>			
Personnel	246,495	235,888	10,607
Administrative expenses:			
Office furniture and equipment	5,000	-	5,000
Supplies & postage	7,500	2,747	4,753
Professional services	32,000	119,796	(87,796) *
Dues and memberships	18,500	15,488	3,012
Insurance	37,126	5,695	31,431
Marketing:			
Community outreach	10,000	18,384	(8,384) *
Marketing	132,000	115,051	16,949
Travel	34,000	17,784	16,216
Facility:			
Office maintenance	11,000	16,752	(5,752) *
Rent	34,400	32,500	1,900
Phone & internet	6,000	4,426	1,574
Community development:			
Grants and incentives	60,000	358,679	(298,679) *
Industrial park	5,000	5,360	(360) *
Debt service			
Principal	254,664	163,314	91,350
Interest	-	90,460	(90,460) *
Other expenditures	2,500	-	2,500
Total Expenditures	<u>896,185</u>	<u>1,202,324</u>	<u>(306,139)</u>
Net Change in Fund Balance	<u>\$ 115,518</u>	<u>(204,984)</u>	<u>\$ (320,502)</u>
Beginning fund balance		<u>2,030,078</u>	
Ending Fund Balance		<u>\$ 1,825,094</u>	

Notes to Required Supplementary Information

1. Annual budgets are adopted on a full accrual basis.

* 2. Expenditures exceeded appropriations at the legal level of control.

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