

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION**

**FINANCIAL STATEMENTS
AND
SUPPLEMENTARY INFORMATION**

YEARS ENDED DECEMBER 31, 2017 AND 2016

**ECONOMIC DEVELOPMENT CORPORATION
DECEMBER 31, 2017 AND 2016**

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To the Board of Directors
Suffolk County Economic Development Corporation
Hauppauge, New York

Report on the Financial Statements

We have audited the accompanying financial statements of the Suffolk County Economic Development Corporation (the Corporation), a component unit of the County of Suffolk, New York as of December 31, 2017 and 2016, and for the years then ended, and the related notes to the financial statements, which collectively comprise the Suffolk County Economic Development Corporation's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Suffolk County Economic Development 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 an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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 financial position of Suffolk County Economic Development Corporation as of December 31, 2017 and 2016, and the changes in its financial position and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

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 on pages 3-5 and 13-14 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 evidence sufficient to express an opinion or provide any assurance.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated April 26, 2018 on our consideration of the Suffolk County Economic Development Corporation's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering Suffolk County Economic Development Corporation's internal control over financial reporting and compliance.



Hauppauge, New York
April 26, 2018

REQUIRED SUPPLEMENTARY INFORMATION
Management's Discussion and Analysis

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS**

This section represents management's analysis of the Suffolk County Economic Development Corporation's (the Corporation), a component unit of the County of Suffolk, New York (the "County"), financial condition and activities for the years December 31, 2017 and 2016. Please read this information in conjunction with the financial statements.

Financial Highlights:

- The assets of the Corporation exceeded its liabilities at the close of 2017 and 2016 by \$1,080,575 and \$933,471, respectively. These funds are unrestricted and available to maintain the Corporation's continuing obligations.
- The Corporation's total net position increased by \$147,104 (or 16%) for year ended December 31, 2017 and decreased by \$268,439 (or 22%) for the year ended December 31, 2016.

OVERVIEW OF THE FINANCIAL STATEMENTS

Management's Discussion and Analysis ("MD&A") serves as an introduction to the basic financial statements and supplementary information. The MD&A represents management's examination and analysis of the Corporation's financial condition and performance. Summary financial statement data, key financial and operational indicators used in the Corporation's strategic plan, operating plan, bond covenants and other management tools were used for this analysis.

The financial statements reports information about the Corporation, which is a self-supporting entity that follows enterprise-type fund reporting. The Corporation applies full accrual accounting methods as used by similar business activities in the private sector. These statements offer short and long-term financial information.

The financial statements include statements of net position, statements of revenues, expenses, and changes in net position, statements of cash flows and notes to the financial statements. The statements of net position include all of the Corporation's assets and liabilities, with the difference reported as net position.

The statements of revenues, expenses, and changes in net position presents the results of the Corporation's activities over the course of the year and information as to how the net position changed during the 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 the related cash flows. These statements also provide information about whether the Corporation has successfully recovered its costs through its user fees and other charges, profitability and credit worthiness.

The statements of cash flows present changes in cash and cash equivalents resulting from operating and other activities.

The notes to the financial statements provide required disclosures and other information that is essential to a full understanding of material data provided in the statements. The notes present information about the Corporation's accounting policies, significant account balances and activities, material risks, obligations, commitments, contingencies and subsequent events, if any.

In addition to the financial statements and accompanying notes, this report also presents required supplementary information concerning the Corporation following the notes to the financial statements.

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS**

FINANCIAL ANALYSIS OF THE AGENCY

One of the most important objectives of the financial analysis is to determine if the Corporation, as a whole, is better or worse off as a result of the year's activities. The statements of net position and the statements of revenues, expenses, and changes in net position provide useful information in this regard. The statements report the net position of the Corporation and the changes in net position. The amount of net position, the difference between total assets and total liabilities is a significant measure of the financial health or financial position of the Corporation. Over time, increases or decreases in the Corporation's net position is one indicator of whether its financial health is improving or deteriorating. However, other non-financial factors such as changes in economic conditions, population growth, zoning, and new or changed government legislation should be considered in evaluating the financial condition of the Corporation.

The following comparative condensed financial statements and other selected information serve as the financial data and indicators for management's monitoring and planning.

	<u>2017</u>	<u>2016</u>	<u>Dollar Change</u>	<u>Percentage Change</u>
ASSETS				
Total Assets	\$ 1,125,644	\$ 944,171	\$ 181,473	19.22%
	<u>1,125,644</u>	<u>944,171</u>	<u>181,473</u>	<u>19.22%</u>
LIABILITIES				
Total Liabilities	45,069	10,700	34,369	321.21%
	<u>45,069</u>	<u>10,700</u>	<u>34,369</u>	<u>321.21%</u>
NET POSITION				
Unrestricted	1,080,575	933,471	147,104	15.76%
Total Net Position	<u>\$ 1,080,575</u>	<u>\$ 933,471</u>	<u>\$ 147,104</u>	<u>15.76%</u>

Total assets as of December 31, 2017 were \$1,125,644, which exceeded total liabilities in the amount of \$45,069 by \$1,080,575 (net position). Of the Corporation's net position, \$1,080,575 was unrestricted, which is available to support operations. Total assets increased by \$181,473 at December 31, 2017 compared to 2016, primarily due to increase in cash as a result of the current year operating income. Total liabilities increased by \$34,369 at December 31, 2017 compared to 2016, primarily due to increases in amounts due to other governments. The Corporation's net position increased by \$147,104 in the current year due to an increase in bond issuance fees and annual reporting compliance fees.

Total assets as of December 31, 2016 were \$944,171, which exceeded total liabilities in the amount of \$10,700 by \$933,471 (net position). Of the Corporation's net position, \$933,471 was unrestricted, which is available to support operations. Total assets decreased by \$268,439 at December 31, 2016 compared to 2015, primarily due to an decrease in cash as a result of the years operations. Total liabilities stayed the same at December 31, 2016 compared to 2015. The Corporation's net position decreased by \$268,439 in 2016 due to operating expenses.

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS**

Operating Results

The Agency's condensed statements of revenues, expenses and changes in net position for the years ended December 31st are presented as follows:

	<u>2017</u>	<u>2016</u>
Operating Revenues	<u>\$ 213,390</u>	<u>\$ 9,765</u>
Total Operating Revenues	213,390	9,765
Expenses	<u>66,286</u>	<u>278,204</u>
Total Expenses	66,286	278,204
Change in Net Position	147,104	(268,439)
Net assets at the Beginning of the Year	<u>933,471</u>	<u>1,201,910</u>
Net assets at the End of the Year	<u><u>\$ 1,080,575</u></u>	<u><u>\$ 933,471</u></u>

The Corporation's operating revenues increased by \$203,625 from \$9,765 in 2016 to \$213,390 in 2017, an increase of 2085%. The increase in 2017 operating revenues is attributable to an increase in bond issuance fees due to an increase in closings in 2017 as compared to 2016. The Corporation's expenses decreased to \$66,286 in 2017 from \$278,204 in 2016, a decrease of \$211,918 or 77%. This is primarily due to decreases in outside services.

The Corporation's operating revenues decreased by \$293,934 from \$303,699 in 2015 to \$9,765 in 2016, a decrease of 97%. The decrease in 2016 operating revenues is attributable to a decrease in bond issuance fees due to a decrease in closings in 2016 as compared to 2015. The Corporation's expenses increased to \$278,204 in 2016 from \$75,504 in 2015, an increase of \$202,700 or 268%. This is primarily due to an increase in outside services.

CONTACTING THE CORPORATION'S FINANCIAL MANAGEMENT

This financial report is designed to provide our readers 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 Suffolk County Economic Development Corporation at 100 Veterans Highway, 11th Floor, Hauppauge NY 11788, suffolkecd@suffolkcountyny.gov or call (631) 853-4800.

BASIC FINANCIAL STATEMENTS

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF NET POSITION
DECEMBER 31, 2017 AND 2016**

	<u>2017</u>	<u>2016</u>
ASSETS		
Cash and cash equivalents	\$ 1,125,644	\$ 944,171
Total Assets	<u>1,125,644</u>	<u>944,171</u>
LIABILITIES		
Accrued expenses	<u>45,069</u>	<u>10,700</u>
Total Liabilities	<u>45,069</u>	<u>10,700</u>
NET POSITION		
Unrestricted	<u>1,080,575</u>	<u>933,471</u>
Total Net Position	<u><u>\$ 1,080,575</u></u>	<u><u>\$ 933,471</u></u>

See notes to financial statements and Independent Auditors' Report

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF REVENUES, EXPENSES AND NET POSITION
YEARS ENDED DECEMBER 31, 2017 AND 2016**

	<u>2017</u>	<u>2016</u>
OPERATING REVENUES		
Bond issuance fees	\$ 148,633	\$ -
Annual reporting compliance fee	62,750	-
Document processing fees	825	825
Application fees	-	8,000
	<hr/>	<hr/>
Total Operating Revenues	212,208	8,825
Interest income	1,182	940
	<hr/>	<hr/>
Total Revenue	213,390	9,765
	<hr/>	<hr/>
EXPENSES		
Accounting	10,700	10,700
Legal	18,969	390
Marketing	1,466	16,000
Legal notices	948	948
Office expense	(166)	166
General and administrative	34,369	-
Outside services	-	250,000
	<hr/>	<hr/>
Total Expenses	66,286	278,204
	<hr/>	<hr/>
Change in Net Position	147,104	(268,439)
	<hr/>	<hr/>
Net Position at Beginning of Year	933,471	1,201,910
	<hr/>	<hr/>
Net Position at End of Year	\$ 1,080,575	\$ 933,471
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See notes to financial statements and Independent Auditors' Report

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2017 AND 2016**

	<u>2017</u>	<u>2016</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 147,104	\$ (268,439)
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Increase in accrued expenses	<u>34,369</u>	<u>-</u>
Net cash provided (used) by operating activities	181,473	(268,439)
Cash and Cash equivalents at Beginning of Year	<u>944,171</u>	<u>1,212,610</u>
Cash and Cash equivalents at End of Year	<u>\$ 1,125,644</u>	<u>\$ 944,171</u>

See notes to financial statements and Independent Auditors' Report

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS**

Note 1 – Nature of the Organization

The Suffolk County Economic Development Corporation (the Corporation) was formed on March 25, 2010 and is a corporation as defined in Subparagraph (a) (5) of Section 102 of the New York Not-for-Profit Corporation Law and is a local development corporation pursuant to Section 201 of said law, and has all the powers conferred by Section 1411(c) of said law. The Corporation is a quasi-governmental, tax-exempt agency that was created to promote employment and maintain job opportunities; instruct, or train individuals to improve or develop their capabilities for such jobs; and attract or retain industry within the County. The Corporation is authorized to finance facilities for not-for-profit corporations; acquire and sell or lease the acquired property; and issue bonds in order to carry out Corporation's purpose. The County is not liable for the payment of principal or interest on any of the bonds of the Corporation.

The Corporation is governed by a seven member Board of Directors whose members are appointed by the Suffolk County Legislature and is considered a component unit of Suffolk County. All governmental activities and functions performed for the Corporation are its direct responsibility. No other governmental organizations have been included or excluded from the reporting entity.

The financial reporting entity includes functions and activities over which appointed Corporation directors exercise oversight responsibility. Oversight responsibility is determined on the basis of financial interdependency, selection of governing authority, designations of management and ability to significantly influence operations and accountability for fiscal matters. Accordingly, the Corporation has been determined to be a component unit of the County of Suffolk, New York.

Note 2 – Summary of Significant Accounting Policies

Measurement Focus/Basis of Accounting

Measurement focus refers to what is being measured; basis of accounting refers to when revenues and expenditures are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurement made, regardless of the measurement focus applied.

The Corporation uses the economic resources measurement focus and the accrual basis of accounting. Revenue is recognized when earned and expenses are recognized when a liability is incurred, regardless of the timing of the related cash flows. Revenues, expenses, gains, losses, assets and liabilities resulting from exchange and exchange-like transactions are recognized when the exchange takes place. The financial statements of the Corporation have been prepared in conformity with accounting principles generally accepted in the United States, as prescribed by the Governmental Accounting Standards Board ("GASB"). GASB is the primary standard-setting body for establishing governmental accounting and financial reporting principles.

The financial statements include statements of net position, statements of revenues, expenses, and changes in net position, and statements of cash flows.

Cash and Cash Equivalents

For purposes of reporting the statements of cash flows, cash equivalents are defined as short-term highly liquid investments including money markets. The statements of cash flows presented use the indirect method.

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS**

Note 2 – Summary of Significant Accounting Policies (continued)

Revenue Recognition

The Corporation's primary source of operating revenue is from bond issuance fees and annual reporting compliance fees which are computed as a percentage of the total project. Fees are recorded as income when earned at the time of closing on the projects

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Recent Accounting Pronouncements

The Corporation has adopted all of the current Statements of the Governmental Accounting Standards Board ("GASB") that are applicable for the year ended December 31, 2017. The GASB Statements that were adopted in the current year did not have a significant impact on the Agency's financial statements.

Subsequent Events

Management has evaluated subsequent events through the date of the report, which is the date the financial statements were available to be issued.

NOTE 3 – Cash and Cash Equivalents

Cash and cash equivalents consist of funds deposited in bank accounts with original maturities of less than three months.

The Corporation's investments are governed by a formal investment policy. The Corporations' monies must be deposited in FDIC-insured commercial banks or trust companies located within the State.

Collateral is required for demand deposits and time deposits accounts of all deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral include obligations of the United States and its agencies and obligations of the State and its municipalities and school districts. The Corporation's collateral agreements are based on the Corporation's available balance.

Custodial Credit Risk- Deposits Investments - Custodial credit risk for deposits exists when, in the event of the failure of a depository financial institution, an organization may be unable to recover deposits, or recover collateral securities that are in possession of an outside Corporation. Custodial credit risk for investments exists when, in the event of the failure of the counterparty, an organization will not be able to recover the value of its investments or collateral securities that are in possession of an outside party.

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS**

Note 3 – Cash and Cash Equivalents (continued)

Deposits are required to be disclosed as exposed to custodial credit risk if they are not covered by depository insurance, and the deposits are either:

- Uncollateralized,
- Collateralized with securities held by the pledging financial institution, or
- Collateralized with securities held by the pledging financial institution's trust department or agent, but not in the Corporation's name.

At December 31, 2017 and 2016, the Corporation's cash and cash equivalents were fully insured by the Federal Depository Insurance Corporation or collateralized by securities held in the pledging bank's trust department or agent in the Corporation's name.

Note 4 – Revenues

The Corporation collects one-time bond issuance fees from the issuance of taxable bonds, tax-exempt bonds and lease transactions as follows:

- Three-fourths of one percent (.75%) for the first fifteen million dollars (\$15,000,000) of total project costs, half of one percent (.50%) for any additional amounts between fifteen million dollars (\$15,000,000) and twenty-five million dollars (\$25,000,000), quarter of one percent (.25%) for any additional amounts between twenty-five million dollars (\$25,000,000) and thirty-five million dollars (\$35,000,000), and one-tenth of one percent (.10%) for any additional amounts in excess of thirty-five million dollars (\$35,000,000) of total project costs.

The Corporation collects other fees as follows:

- Non-refundable application fees are payable to the Corporation at the time the application is submitted for projects under five million (\$5,000,000) of \$2,000, or \$4,000 for projects over five million (\$5,000,000). This fee will be credited to the administrative fee when the financing is completed/closed.
- The Corporation charges a non-refundable annual fee of \$750 at closing and \$500 annually per applicant for projects up to five million dollars (\$5,000,000), \$1,000 at closing and \$750 annually per applicant for projects between five million dollars (\$5,000,000) and ten million dollars (\$10,000,000), and \$1,500 at closing and \$1,000 annually for projects in excess of ten million dollars (\$10,000,000) of total project costs. The fee covers the cost of annual reporting and monitoring of transactions including the outstanding bonds.
- Additionally the Corporation will charge document processing fees for certain other transaction not defined above.
- The fees listed are subject to periodic review and may be adjusted from time to time with the authority of the Board.

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS**

Note 5 – Conduit Bonds

From time to time, the Corporation has issued Economic Development Revenue Bonds to provide financial assistance to primarily not-for-profit private sector entities for the acquisition and construction of not-for-profit, industrial and commercial facilities deemed to be in the public interest. The bonds are secured by the property financed and are payable solely from payments received on the underlying mortgage loans. Upon repayment of the bonds, ownership of the acquired facilities transfers to the private sector entity served by the bond issuance.

Neither the Corporation, the State, nor any political subdivision, thereof, is obligated in any manner for repayment of the bonds. Accordingly, the bonds are not reported as liabilities in the accompanying financial statements. As of December 31, 2017, there were 21 series of Economic Development Revenue Bonds outstanding, with an aggregate principal amount payable of approximately \$434,693,412. As of December 31, 2016 there were 19 series of Economic Development Revenue Bonds outstanding, with an aggregate principal amount payable of approximately \$449,113,719.

Note 6 – New Pronouncements

The following statements have been issued by the GASB and are to be implemented in future years, as applicable:

Statement No. 75, "Accounting and Financial Reporting for Postemployment Benefits Other Than Pensions", which outlines reporting by governments that provide OPEB to their employees and for governments that finance OPEB for employees of other governments. The requirements of this Statement are effective for reporting periods beginning after June 15, 2017.

Statement No. 82, "Pension Issues - An Amendment of GASB Statements No. 67, 68 and 73", is to be implemented over multiple years. The objective of this Statement to be implemented in the future is to address issues regarding the selection of assumptions and the treatment of deviations from the guidance in an Actuarial Standard of Practice for financial reporting purposes. In those certain circumstances, the requirements for the selection of assumptions are effective for that employer in the first reporting period in which the measurement date of the pension liability is on or after June 15, 2017.

Statement No. 85, "Omnibus 2017", was issued to address practice issues identified in the implementation and application of certain GASB Statements. It addresses a number of topics including, but not limited to: blending component units, goodwill, fair value measurement and applications, and postemployment benefits such as pension and other postemployment benefits. The requirements of this Statement are effective for reporting periods beginning after June 15, 2017.

Statement No. 87, "Leases", establishes accounting and financial reporting of leases. It requires the recognition of certain lease assets and liabilities for leases that were previously classified as operating leases. For leases with terms in-excess of 12 months, the Statement requires the leases to recognize a lease liability and an intangible right-to-use lease asset, and a lessor is required to recognize a lease receivable and a deferred inflow of resources. The requirements of this Statement are effective for reporting periods beginning after December 31, 2019.

The Corporation is currently evaluating the impact of the above pronouncements.

REQUIRED SUPPLEMENTARY INFORMATION
Other Than The Management's Discussion and Analysis

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
BUDGETARY COMPARISON SCHEDULE
FOR THE YEAR ENDED DECEMBER 31, 2017**

	Budgetary Amounts		Actual Amounts (Budgetary Basis)	Variance with Final Budget Positive (Negative)
	Original	Final		
REVENUES				
EDC Fee income	\$ 377,000	\$ 377,000	\$ 211,383	\$ (165,617)
Document processing income	1,000	1,000	825	(175)
Interest income	1,000	1,000	1,182	182
Revolving loan fees	1,500	1,500	-	(1,500)
Total Revenues	<u>380,500</u>	<u>380,500</u>	<u>213,390</u>	<u>(165,610)</u>
EXPENSES				
Accounting	11,500	11,500	10,700	800
Legal	17,000	17,000	18,969	(1,969)
Marketing	50,000	50,000	1,466	48,534
Legal notices	2,000	2,000	948	1,052
Outside services	145,000	145,000	-	145,000
Office Expense	-	-	(166)	166
General and administrative	-	-	34,369	(34,369)
Miscellaneous expenses	5,000	5,000	-	5,000
Revolving loan fund	150,000	150,000	-	150,000
Total Expenses	<u>380,500</u>	<u>380,500</u>	<u>66,286</u>	<u>164,214</u>
Excess (deficiency) of revenues over (under) expenses	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 147,104</u>	<u>\$ (329,824)</u>

See Independent Auditors' Report

**SUFFOLK COUNTY
ECONOMIC DEVELOPMENT CORPORATION
BUDGETARY COMPARISON SCHEDULE
FOR THE YEAR ENDED DECEMBER 31, 2016**

	Budgetary Amounts		Actual Amounts (Budgetary Basis)	Variance with Final Budget Positive (Negative)
	Original	Final		
REVENUES				
EDC Fee income	\$ 200,000	\$ 8,000	\$ 8,000	\$ -
Document processing income	500	825	825	-
Interest income	400	818	940	122
Total revenues	<u>200,900</u>	<u>9,643</u>	<u>9,765</u>	<u>122</u>
EXPENSES				
Accounting	11,500	10,700	10,700	-
Legal	7,000	390	390	-
Marketing	100,000	16,000	16,000	-
Legal notices	2,000	948	948.00	-
Outside services	48,000	250,000	250,000	-
Office expense	-	166	166	-
Miscellaneous expenses	5,000	-	-	-
Total expenses	<u>173,500</u>	<u>278,204</u>	<u>278,204</u>	<u>-</u>
Excess (deficiency) of revenues over (under) expenses	<u>\$ 27,400</u>	<u>\$ (268,561)</u>	<u>\$ (268,439)</u>	<u>\$ 122</u>

See Independent Auditors' Report